



Plug Zen

By

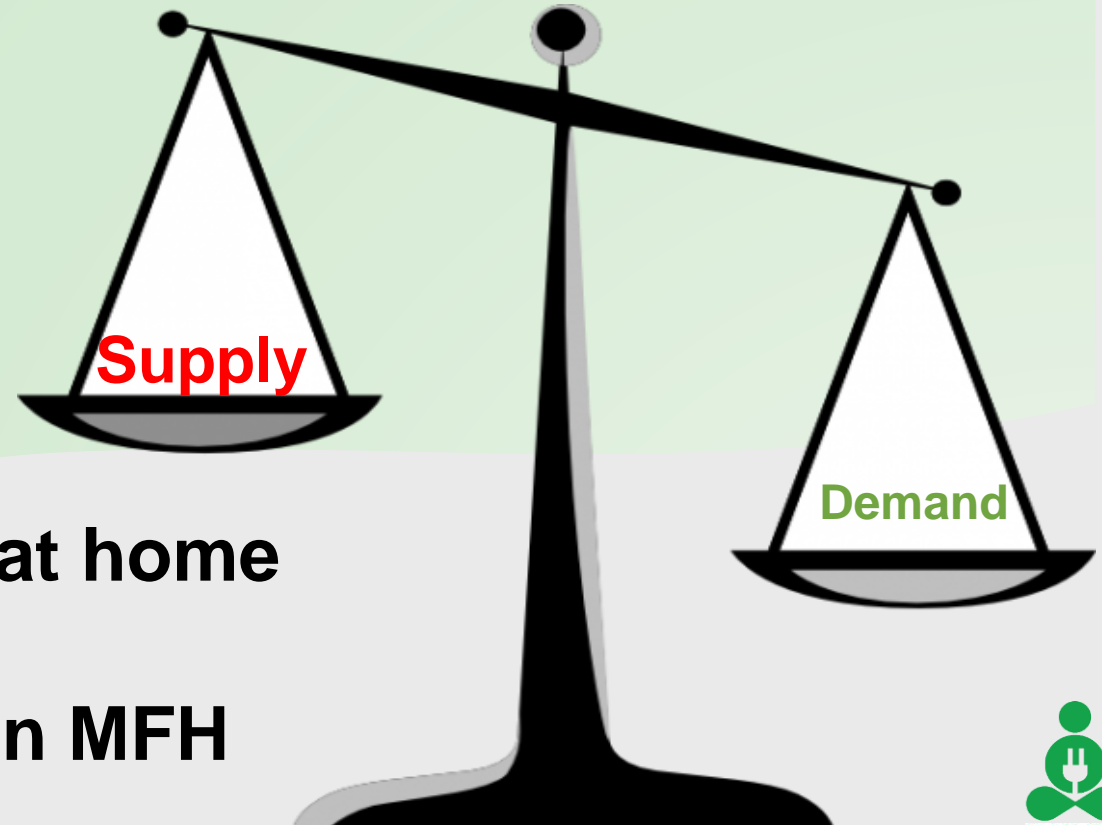
Q Johnson



What Problems Are we Solving ?

Consumers that live in multi-family housing (MFH/non-homeowners) are slow to adopt EV's due to lack of charging infrastructure

- Over 700,000 Stations are needed
- Only 45,000 currently available
- More than 75% of EV charging done at home
- 30% to 40% Americans live in MFH
- Only 5% of EV charging is available in MFH



What Is in **The Market Now?**

Current market options

- Independently installed
- Self Contained
- Proprietary Network

Results

- **High** Equipment costs
- **High** installation costs
- **High** operating costs
- **High** Maintenance costs

Our Solution?

Patent Pending

Multi-vehicle Level 2 charging Platform

- Modular- expands to charge 10 EVs
- Detachable charging Devices-
- Open Source Software

Results

- Lower Equipment Costs
- Lower Installation Costs
- Lower Operating Costs
- Lower Maintenance Costs



What Is our Target Market ?



AUTOMAKERS

Allows automakers to sell electric vehicles to:

- **Over 40 million consumers that live in multi-family housing**
- **Over 200,00 Fleet operators**



UTILITIES

Allows utility companies to sell more energy & Carbon off-set credits



APARTMENTS
& CONDOS

Helps property owners retain and attract tenants



WORKPLACES

Allows over 31 million small businesses and 21,000 large businesses to provide workplace charging for employees & visitors



FLEETS

Allows over 200,000 private fleets to Electrify their fleets

How do we Make Money?

Direct Sales 35% profit Margin	Channel Partners 20% Profit Margin
Automakers	Amazon Prime
Amazon End Customer: Internal fleets	Verizon
Retail	Utility Companies
Federal Government - Fleet, Workplace	Online Retailers
Network providers	Distributors
Installers	



amazon



Traction


CAPITAL

- \$250,000 Angel investment
 - \$250,000 LOI-Manufacturing Partner
 - \$150,000-MEDDC Grant for Pilot
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PARTNERSHIPS

- Ford Supplier Diversity Program
- Amazon Black Business Incubator
- Verizon Channel Partnership

Who Is Our Competition?

Company	Expandable	Hybrid	Open Source	Repair Costs	Price installed
 PLUG ZEN	Yes	Yes	Yes	Low	\$8,000
ChargePoint	No	No	No	High	\$20,000
Blink Charging	NO	No	No	High	\$17,500
Electrify America	NO	No	No	High	\$20,000
EVGO	No	No	No	High	\$20,000

How are We *Better*?

Our patent pending platform:

- Costs less than the competition (less than half)
- Expands more efficiently (up to 10 vehicles)
- Detachable charging devices has more features:
 - Hybrid= J cable or inductive (contactless)
 - Upgrades & repairs easily- low maintenance costs
- Operates on a variety of networks-allowing customers to choose features and customize to their budget





Kwabena "Q" Johnson
Founder & CEO

25 years Automotive Industry

- USMC
- Ford Motor
- SAE subject Matter Expert



Yvette Nance- COO

25 years Industry Experience

- Human resources
- Talent Acquisition
- Legal



Brian Lamparski-CTO

25 years industry experience

- Manufacturing Engineering
- Purchasing
- Logistics

Who is Plug Zen?

A Detroit-based, minority-owned start-up that is focused on delivering adaptive, cost-effective EV charging solutions.

**See Data Room
for Org Chart &
Bio's**

GOALS.



What are Our Goals?

- Decrease charging infrastructure costs
- Increase charging infrastructure in underserved communities
- License Platform internationally



THANK YOU

