

## Overview

WPR Services' patented platform as a service powTALK™ identifies and reacts to manufacturing events through predictive actions and offers unique data delivery. With manufacturers spending \$222B on maintenance there is still \$1T of lost revenue due to unplanned downtime per year. The quick-to-install system analyzes and takes actions on video, audio, machinery feedback, employee communication, ergo-metrics, and ambient conditions to securely create animated dashboards, databases, and augmented-reality data delivery to improve safety, increase productivity, and enhance maintenance activity to boost profits in today's digital landscape. The platform is poised to be the leader in the expected 17% CAGR through 2028 with its patented platform, improving the 80% reactive maintenance efforts and capturing the 25% of problems that go undiagnosed and unknown.

**WPR Services has generated over \$200k in the last 24 months with repeating customers. In addition, WPR Services has a strong partnership with a \$1B+ company in the corrugated box industry, and through this partnership, WPR Services has the potential to beta-site the powTALK™ platform, selling to 1000+ US corrugated box manufacturers.**

## Team

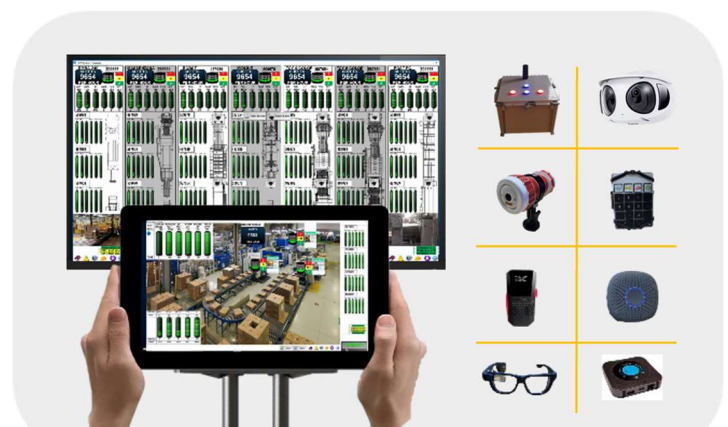
Chris Harris (Founder) a process specialist with 25+ years of engineering, machinery manufacturing and installation successes with a custom machinery builder who grew the engineering efficiency, product deployment and support systems. Allowing it to be a target for a \$23 million acquisition in 2016.

Greg Stewart, Phil Horner, Rick Harris (Advisors) specializing in component manufacturing, sales, fundraising, innovation and business management for Fortune 100 companies and also in diverse markets with continued growth.

## Product

The platform enables 4 key steps:

- 1) **Capture Data: Machinery, Employees, Ambient Conditions**
- 2) **Display Data: Augmented and LED screens**
- 3) **Actions on Data: Productivity, Quality, Safety, Maintenance improvements**
- 4) **Follow up on Actions: Ensuring Success**



## Product Explanation

- 1) powTALK™ captures data from machinery (cameras, sensors securely on a single cable), from employees (voice interaction, message board interaction, ergo-metrics), and the work area (ambient work area condition sensors).  
-> Providing a digital twin and a manufacturing learning platform.
- 2) powTALK™ displays the data augmented over live video in apps and strategically placed LED screens and TVs.  
-> Visual representation that efficiently conveys real-time data at a glance.
- 3) powTALK™ data is then analyzed locally, sorted and stored. Then the results are delivered through SMS, email, visual indicators and over loudspeaker systems.  
-> Improving lost time revenue, overall efficiency and safety.
- 4) powTALK™ actions taken are then followed up on to ensure proper tending, corrections made, algorithms adjustments and the customer is satisfied.  
-> Continued customer service and analysis for repeat business opportunities.

## Revenue Model for the US Corrugated Box Industry

	REVENUE STREAM 1	REVENUE STREAM 2	REVENUE STREAM 3	REVENUE STREAM 4
What We Sell	<b>Maintenance</b> CONFIGURATION	<b>Safety</b> CONFIGURATION	<b>Quality</b> CONFIGURATION	<b>Production Efficiency</b> CONFIGURATION
Who We Sell To	Maint/procurement	SafetyHRM/procurement	QC/procurement	Production/procurement
What We Charge	A. \$30,000 avg/mach B. \$2,000 avg/mach C. \$499/month	A. \$15,000 avg/mach B. \$2,000 avg/machine C. \$499/month	A. \$30,000 avg/mach B. \$2,000 avg/mach C. \$499/month	A. \$20,000 avg/mach B. \$2,000 avg/mach C. \$499/month
How We Charge	<b>component A.</b> Pay for components (Hardware + Software) <b>component B.</b> Pay for installation or remote installation management & training <b>component C.</b> Monthly subscription (Action on Metrics pow™ concierge service)			

## Market Size for US Corrugated Box Industry

<b>Beach-head MARKET</b> =>18 months	100 factories 700 machines on <b>Maintenance</b> Revenue Stream 1 \$30,000 x 700 [A] + \$2,000 x 700 [B] + \$499 x 18months x 100 factories [C] Total = \$ 23,298,200
<b>Follow-on MARKET</b> =>24 months	100 factories 700 Machine upselling <b>Safety</b> Revenue Stream 2 <b>Quality</b> Revenue Stream 3 <b>Production</b> Revenue Stream 4 \$65,000 x 700 [A] + \$6,000 x 700 [B] + \$1,497 x 24 months x 100 factories[C] Total = \$53,292,800 400 factories 2,800 machines on <b>Maintenance</b> Revenue Stream 1 = 30,000 x 2,800 [A] + \$2,000 x 2,800 [B] + \$499 x 18 months x 400 factories [C] = \$93,191,600
<b>TAM</b> =>24 months	400 factories upselling <b>Safety</b> Revenue Stream 2 <b>Quality</b> Revenue Stream 3 <b>Production</b> Revenue Stream 4 \$65,000 x 2,800 [A] + \$6,000 x 2,800 [B] + \$1,497 x 24 months x 400 [C] Total = \$ \$213,171,200 Final 645 factories Revenue Streams 1-4 \$95,000 x 4,515 [A] + \$8,000 x 4,515 [B] + \$1,996 x 24 months x 645 [C] Total = \$ \$487,090,680  <b>Total Corrugated Market TAM = \$979,197,080</b>

## Financing and Milestones

Round	Closing	Runway	Amount	Status	ARR	Use of Funds
Pre-Seed	Q3 2024	Q4 2025	1M	open	\$23,298,200	Hire staff, lease small building, technical certs
Seed	Q4 2025	Q4 2027	10M	future	\$146,484,400	Expand staff, lease larger building, more industries
Series A	Q4 2027	Q4 2029	100M	future	\$700,261,880	Expand staff, build large building, manufacture all parts

## Comparables

Company	Acquirer	Acquisition Price	Date	Revenue at Acquisition	Product Category
Flexware	Hitachi	Not disclosed	08-31-22	Rebranded SparkMES	Custom Integrator/platform
Plex	Rockwell Automation	2.2 billion	06-28-21	700 customers	Custom Integrator/platform

Company	IPO Valuation	Date	Product Category
Tulip	\$839,000,000	May 2024	Custom Integrator/platform
Palantir	48,000,000,000	May 2024	Custom Integrator/platform
Ui Path	11,500,000,000	May 2024	Custom Integrator/platform

## Competitors

						
Metrics on live video feeds						
Glance metric reference columns						
Employee feedback metrics						
Seamless & secure powerline comms						
Multiple department ROI						