

NASA Technology Built for the Future of Space. Making an Impact on Earth Today.



AeroVera™ IQ

Intelligent life support and environmental monitoring systems for the future of sustained life in space.

The Legacy

NASA developed the Electronic Nose (e-Nose) to provide intelligent life support systems for extended human life on the Moon, Mars, and beyond. By analyzing (smelling) chemicals in closed environments, e-nose technology provides broad intelligence to support the health and safety of space industry professionals as they work, innovate, and discover our next frontiers.

e-Nose technology can do more than indicate whether air quality is safe; it can predict environmental dangers, detect adverse health effects, and provide rapid feedback for other integrated life-supporting systems.

This innovation has been used to monitor cabin air quality on shuttle missions, monitor air safety on the International Space Station, and even detect Covid-19 in breath. The future of space habitation is here, but the first use case is right here on Earth.



Earth Application #1

Real-Time Infection Intelligence for Healthcare

Hospitals spend billions of dollars each year fighting infections they cannot see until it is too late.

Mission: Transform infection control through real-time environmental intelligence.

AeroVeraTM_{IQ}

Hospital-Acquired Infections Are a **\$45 Billion** Preventable Problem

HAIs affect more than 1.7 Million Patients Annually in the United States and contribute to more than 100,000 Deaths Every Year.

Among all HAIs, Clostridioides difficile (C-diff) represents one of the largest and most costly burdens on healthcare systems.

Today, hospitals rely on symptom-based detection and laboratory testing. By the time an infection is identified, transmission may have already occurred.

Healthcare lacks a real-time infection awareness platform.

Key Facts

11M

suspected cases
requiring isolation protocols

450,000+

confirmed C-diff
infections annually

\$18.3B

annual economic burden

\$30,000

cost per Confirmed case

~\$18,000

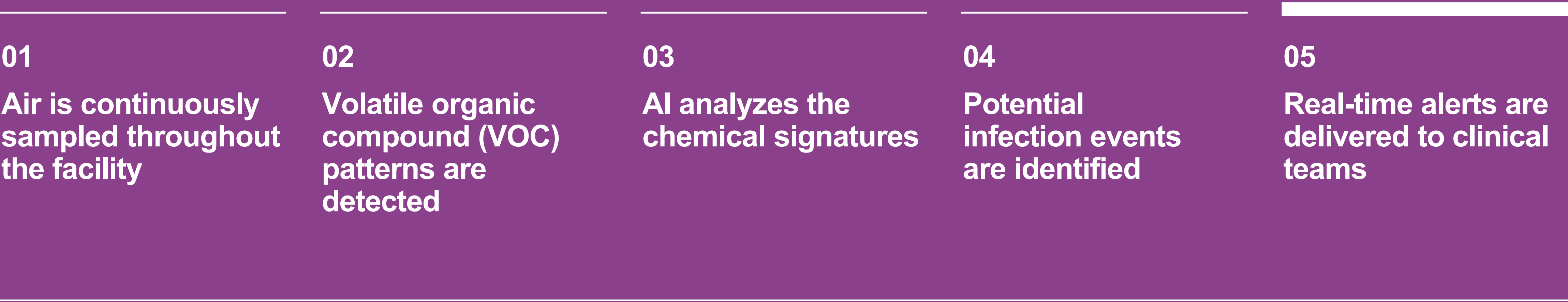
additional cost per Suspected case

Enable AI With The Sense of Smell, Deploy Pattern Recognition, and Detect Threats.



NASA-derived electronic nose technology, proprietary sensor hardware, and artificial intelligence to continuously monitor hospital environments for infection-associated chemical signatures.

How It Works



- Continuous Monitoring
- Real-Time Alerts
- No Laboratory Dependency
- Facility-wide visibility
- Scalable deployment

Detect infection Risk before widespread transmission occurs.



Starting with a Massive Problem

Our initial focus is C-diff monitoring in acute care hospitals.

Initial Market Size

\$80B

Total Addressable Market

Thousands of hospitals managing
infection prevention programs

Millions of suspected cases requiring
costly intervention

Platform Expansion

After C-diff validation, AeroVera's AI architecture can expand to additional healthcare-associated infections including:

- MRSA
- VRE
- Surgical Site Infections (SSI)
- Ventilator-Associated Pneumonia (VAP)
- Emerging infectious threats

Start with C-diff. Expand across infection prevention. **Build the standard for infection intelligence.**

AeroVera IQ Impact at a Single Healthcare Facility

At Pilot A, approximately 90% of patients evaluated for C. difficile are expected to ultimately test negative. If AeroVera enables these patients to be ruled out and discharged an average of two days sooner, Pilot A could recover approximately 810 inpatient bed-days annually—equivalent to adding more than two continuously available inpatient beds.

This improvement could reduce unnecessary isolation and care costs by approximately \$1.57 Million while creating an additional \$1.16 Million in capacity value through increased admissions and improved throughput, representing a **combined annual economic impact of approximately \$2.7 Million.**

Economic Impact Category	Estimated Annual Value
Cost Avoidance from Earlier Rule-Out	\$1.57M
Revenue Opportunity from Recovered Beds	\$1.16M
Total Economic Impact	\$2.73M
Bed-Days Recovered	810 Bed-Days
Equivalent Beds Added	2.2 Beds

\$2.1M Million Raised and Significant Milestones Achieved

Founder, angel, and friends-and-family capital has carried AeroVera from concept to validated product.

Technology

- NASA commercialization license secured
- Working AeroVera IQ beta platform developed
- AI analytics platform developed
- Hardware and software architecture completed

Intellectual Property

- Two utility patents filed

Clinical Validation

- CRADA executed with the Veterans Health Administration
- Phase 1 clinical trials completed
- Phase 2 clinical trials underway

Commercial Readiness

- Manufacturing expansion support secured
- Paid pilot programs in progress
- Multiple health systems actively engaged

Proven Performance

Phase 1 validation completed in collaboration with the Veterans Health Administration across 1,341 C-diff samples.



86%

Overall Detection Accuracy



93%

Specificity



1,341

C-diff samples evaluated

Current Momentum

- Phase 2 clinical trials underway
- Healthcare system engagement expanding
- Government interest growing
- Paid pilot deployments beginning

Transitioning from validation into commercialization.

Building the First Real-Time Infection Monitoring Network

Current infection control systems are reactive. AeroVera is designed to become the first scalable platform providing continuous environmental awareness across healthcare facilities.

Our Vision

Just as hospitals rely on telemetry for patient monitoring, they will rely on AeroVera for infection monitoring—the missing layer of environmental intelligence in healthcare.

Competitive Advantages

Licensed NASA technology

Patent-pending hardware innovations

AI-powered detection platform

Clinical validation underway

Scalable enterprise architecture

Healthcare partnerships already established

Built by Leaders in Healthcare, Technology, and Defense

Chris Campbell

Founder & CEO

25+ years in healthcare automation, remote patient monitoring, IoT systems, and chemical sensing technologies.

Darrel A. German

COO & CFO

Retired U.S. Army Colonel with 30+ years of leadership experience spanning defense, finance, banking, and operational scaling.

Aamar Qureshi

Chief Technology Officer

25+ years leading enterprise software, AI, IoT, and SaaS product development initiatives.

Dr. Timothy Campbell

Chief Medical Officer

Former healthcare executive with deep expertise in infection prevention, quality improvement, healthcare operations, and regulatory compliance.

**governing board
background**



Global healthcare and manufacturing organizations



09 Investment Opportunity

We are raising

\$7.5M

To accelerate commercialization and establish AeroVera IQ as the first real-time infection intelligence platform for healthcare.

We believe infection prevention should be proactive, not reactive.

Thank You

Use of Funds

- Multi-site clinical validation
- Manufacturing scale-up
- Product deployment and commercialization
- Expansion of AI detection capabilities
- Additional intellectual property protection
- Growth of healthcare sales and customer success teams



Appendix

Impact Study: Pilot A

\$2.73M

combined annual economic impact

Pilot experiences approximately 45 confirmed C. difficile infections annually, consuming nearly 1,000 inpatient bed-days and creating an estimated \$1.9 million in infection-related costs. These cases also occupy bed capacity with an estimated opportunity value exceeding \$1.4 million annually. In addition, approximately 450 patients are evaluated for C. difficile each year, with roughly 90% ultimately testing negative. This large rule-out population represents the primary opportunity for AeroVera IQ to reduce unnecessary isolation, improve throughput, recover bed capacity, and create measurable operational and financial value.

C. Difficile Burden Assessment at Pilot A (Annualized)

Confirmed C. difficile Cases	45 Cases
Estimated Suspected Cases	450 Cases
Estimated Negative / Rule-Out Cases	405 Cases
Average C. diff Length of Stay	22 Days
Total C. diff Bed-Days Utilized	990 Beds
Cost per C. diff Case	\$42,526/per Case
Total Infection-Related Cost Burden	\$1.91M
Lost Capacity Value from Occupied Beds*	\$1.42M

*Based on 990 bed-days × \$1,435/day average contribution margin opportunity.

Calculation Basis

Metric	Calculation
Estimated Suspected Cases	45 × 10 = 450
Estimated Negative Cases	450 – 45 = 405
Total C. diff Bed-Days	45 × 22 = 990
Cost per C. diff Case	22 × \$1,933 = \$42,526
Total Infection Cost Burden	45 × \$42,526 = \$1.91M
Lost Capacity Value	990 × \$1,435 = \$1.42M

Real-Time Chemical Intelligence Protecting Healthcare and Military Personnel



AeroVera IQ 64-Channel Wired Enterprise Platform

- 64-Channel Electronic Nose Hardware Architecture
- On Device AI Edge Computation With Expandable Detection Library
- Multi-Infection Monitoring & Early Screening Software Platform
- Native Integration with Epic & Cerner EHR Platforms
- Continuous Real-Time Facility Monitoring
- Designed for High-Acuity and Enterprise Healthcare Environments
- Supports Centralized Monitoring and Scalable Deployments
- Ideal for Hospitals, Long Term Care Facilities, and Military Facilities/Field Deployments



AeroVera IQ Mini

- Wearable Chemical Intelligence Hardware
- On Device AI Edge Computation With Expandable Detection Library
- Long-Range LoraWAN Communication
- Portable Battery-Powered Platform
- Compact Battery-Operated Deployment Model
- Mobile and Flexible Monitoring Capability
- Designed for Rapid Deployment and Distributed Sensing Applications
- Supports Triage, Temporary Isolation Areas, Patient Monitoring, Soldier Personal Protection, and Military Supply Route Monitoring

Operating Room Air
Quality Monitoring

Shared Spaces
Monitoring

Real-Time HAI
Monitoring

AeroVera™

Simpli-Fi
Automation

Hybrid SaaS Business Model

Subscription-Based Hardware and Software

Hardware Fees

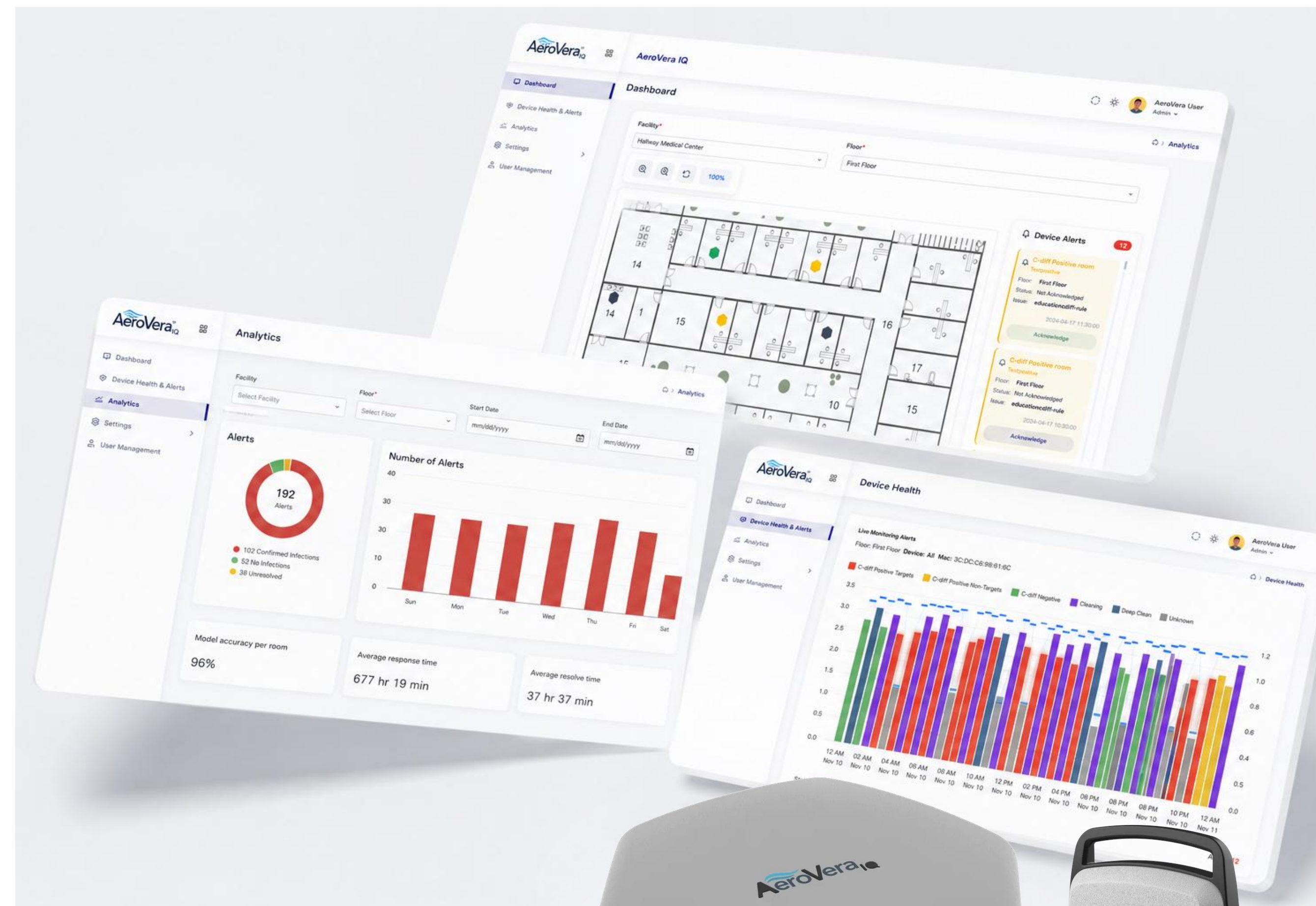
Starting at
\$1,250

Per Device

Subscription Fees

Starting at
\$225

Monthly



The Only Scalable Infection Monitoring System for Continuous Facility-Wide Screening

Sartorius MD8 Airscan

Device Cost: \$14,060
Monthly Filter Cost: \$250

Measures environmental/ microbial air monitoring for cleanrooms, hospitals, and sterile manufacturing. Actively samples airborne viruses, bacteria, yeast, and fungi. Provides real time alerts. Require changing filters every 8 hours.

BioSpot-GEM Bioaerosol Sampler

Device Cost: \$13,090
Monthly Filter Cost: \$360

Collects airborne pathogens for testing and analysis. Does not provide real time monitoring but requires lab analysis by a professional IAQ tech. Requires filter changes every 8 hours.

Sensio Air Particle Detector

Device Cost: \$890
Monthly Subscription: \$74.17/Mo

Measures and tracks mold, pet dander, pollen, and dust mites. They are working toward detecting bacterial infections and viral pathogens. Uses spectrum analysis to identify particle sizes. Tracking of Bacteria and Viruses is in development.

HibouAir Indoor Air Quality Sensors

Device Cost: \$169
Monthly Subscription: \$33/Mo

Measures and tracks total VOC count, CO2, pressure, temperature, humidity, and noise. Does not detect bacterial or viral infection.

Device Comparison	Bacteria Infection	Fungal Infection	Viral Infection	Total VOC	CO2 Monitor	Temperature	Humidity	Pressure	Particulate Matter	Device Cost	Monthly Cost
AeroVera ^{IQ}	a	a	a	a	a	a	a	a		\$1,250	\$225
MD8 Airscan	a	a	a							\$14,060	\$250
BioSpot-GEM	a	a	a							\$13,090	\$360
Sensio Air	a		a						a	\$890.00	\$74.17
HibouAir				a	a	a	a	a	a	\$169.00	\$33.00

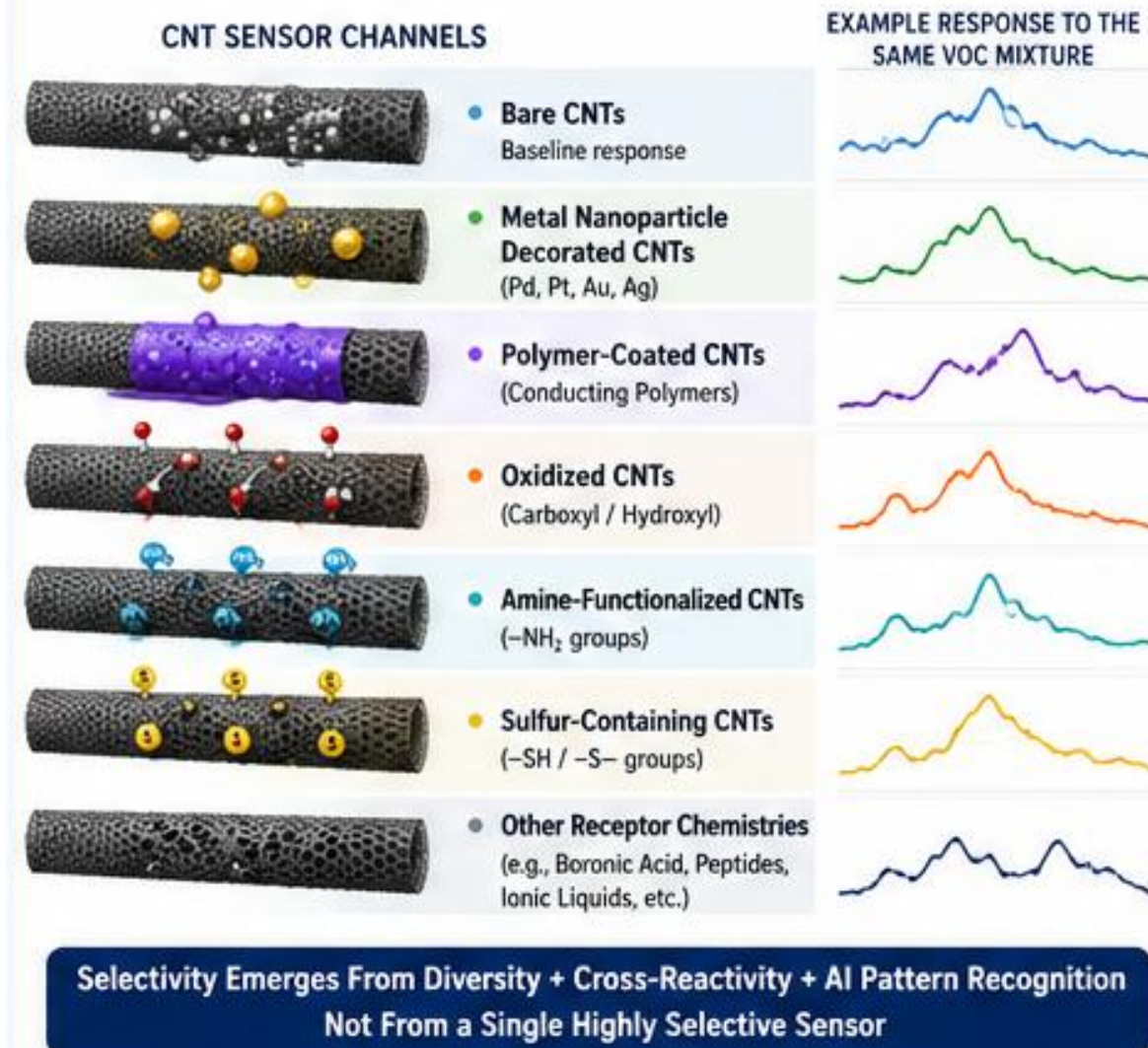
Why We Win

- Only real-time monitoring across multiple infection types
- No lab dependency
- Enterprise-scale deployment
- Dual-use (healthcare + defense)

How It Works

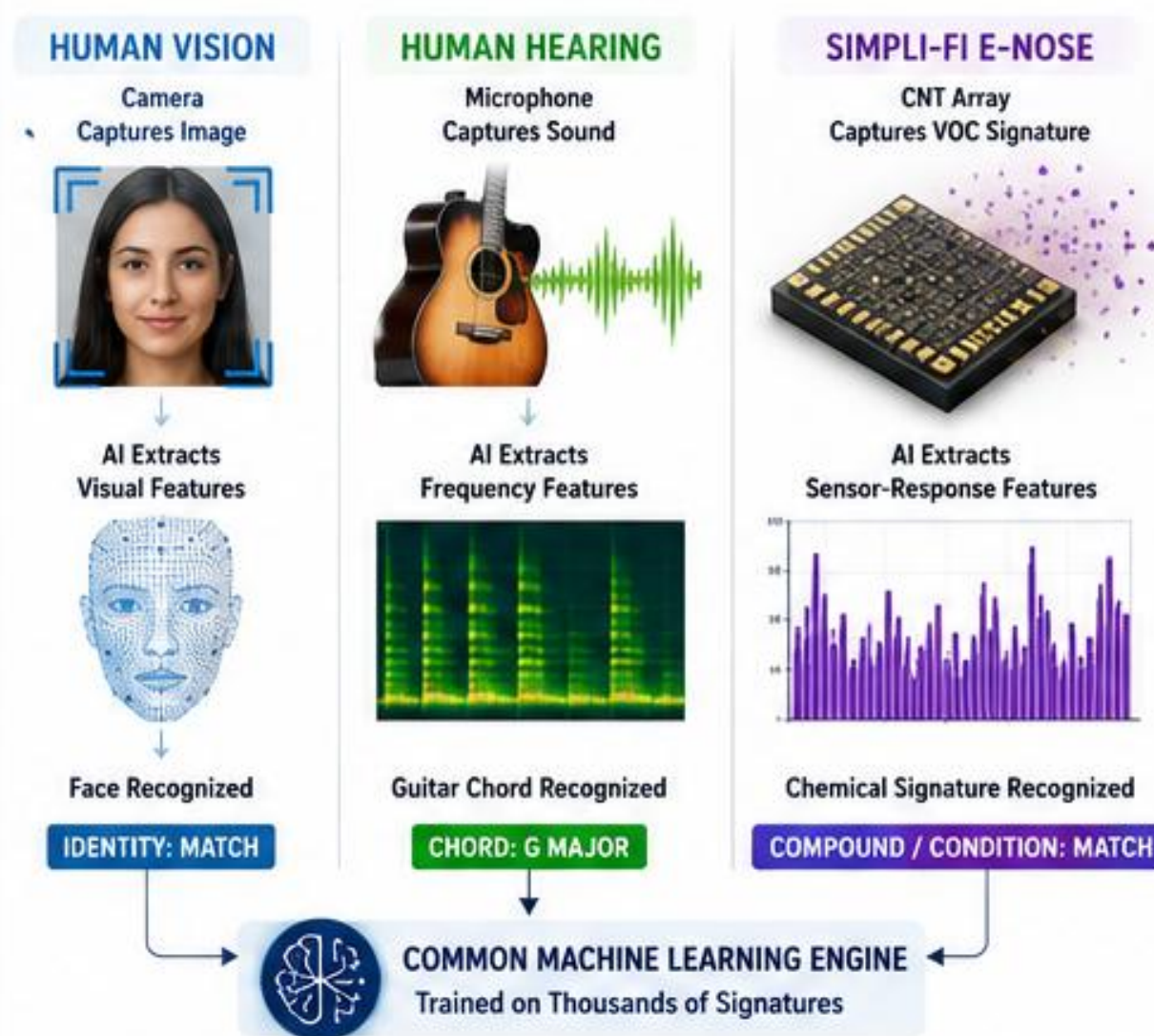
1 FUNCTIONALIZED CNT LIBRARY

Diverse Chemistries Create Unique Responses



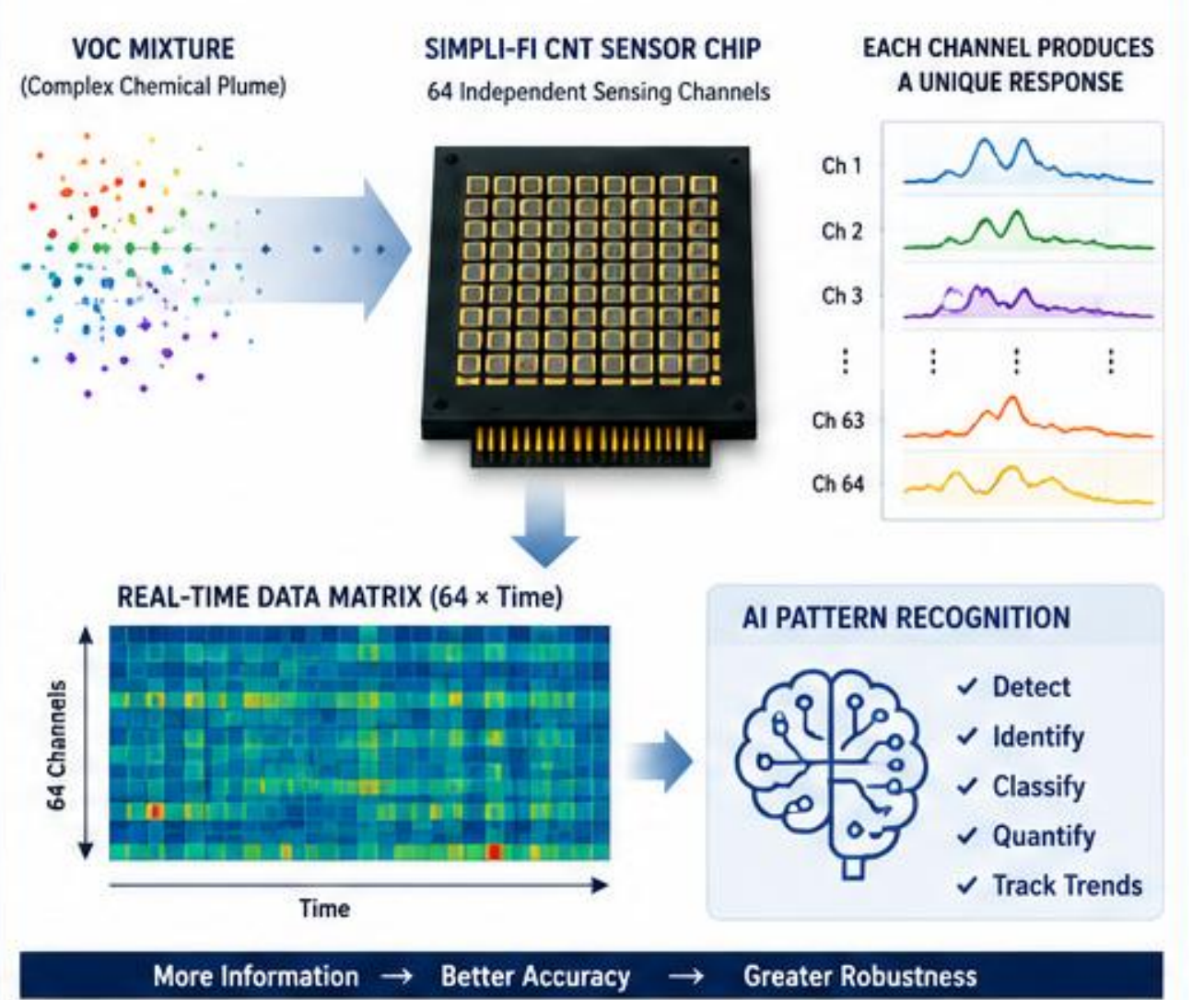
2 HOW THE ELECTRONIC NOSE THINKS

Pattern Recognition Across Different Senses



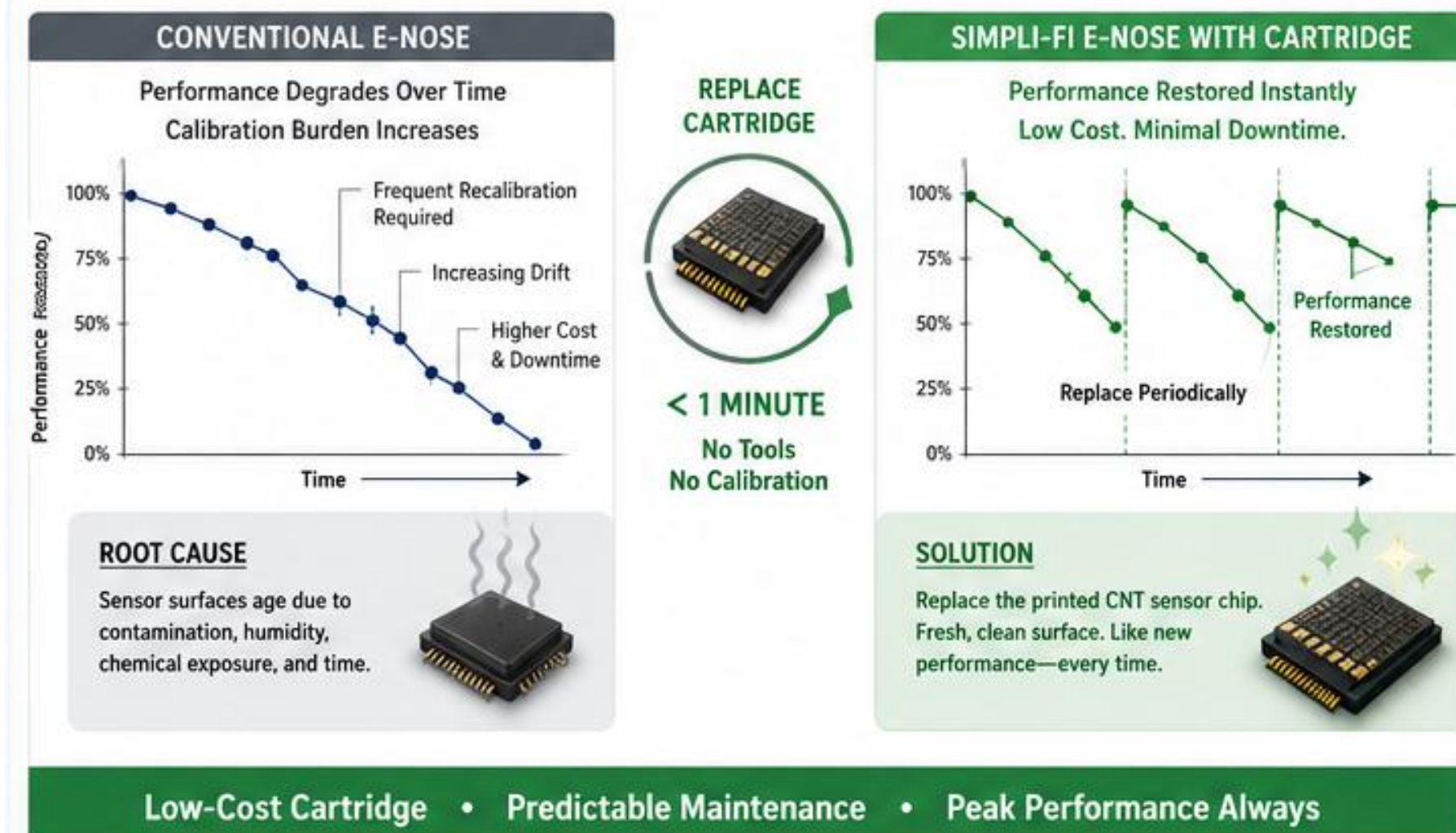
3 64-CHANNEL CNT SENSOR ARCHITECTURE

Rich Data. Real-Time Intelligence.



4 REPLACEABLE SENSOR CARTRIDGE: ELIMINATES DRIFT

Maintain Peak Performance. Simply Replace.



5 HOSPITAL ROOM VOC INTELLIGENCE

Continuous Monitoring. Earlier Detection. Better Outcomes.





C-diff Detection Performance

C-diff Detection Accuracy (Over-All): 86%

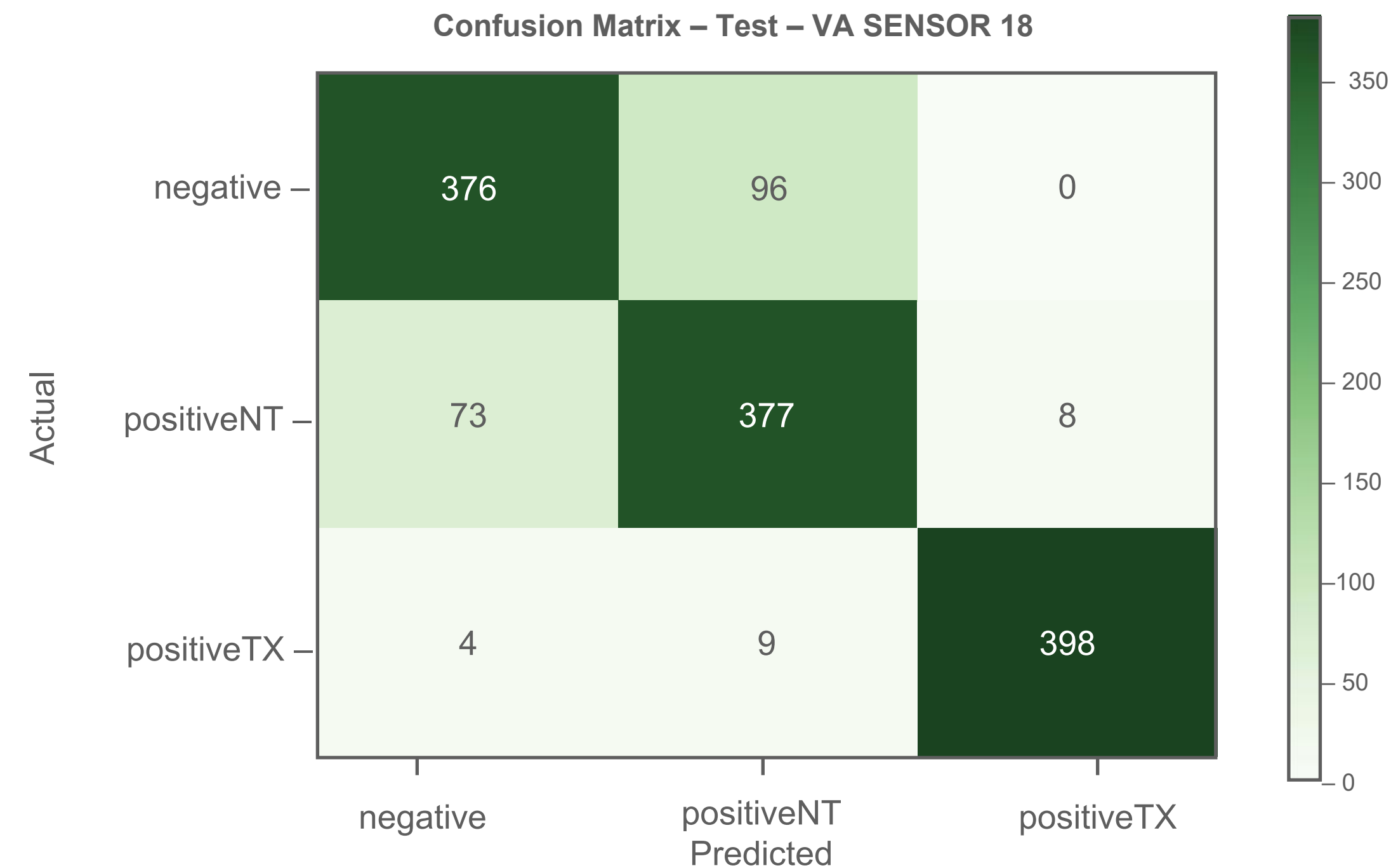
A total of 1,341 C-diff samples were evaluated and distributed across three classes as follows:

- 453 samples belonging to the 'C-diff negative' class
- 482 samples belonging to the 'C-diff-positive non-toxic' class
- 406 samples belonging to the 'C-diff-positive toxic' class

Correct predictions made by the model:

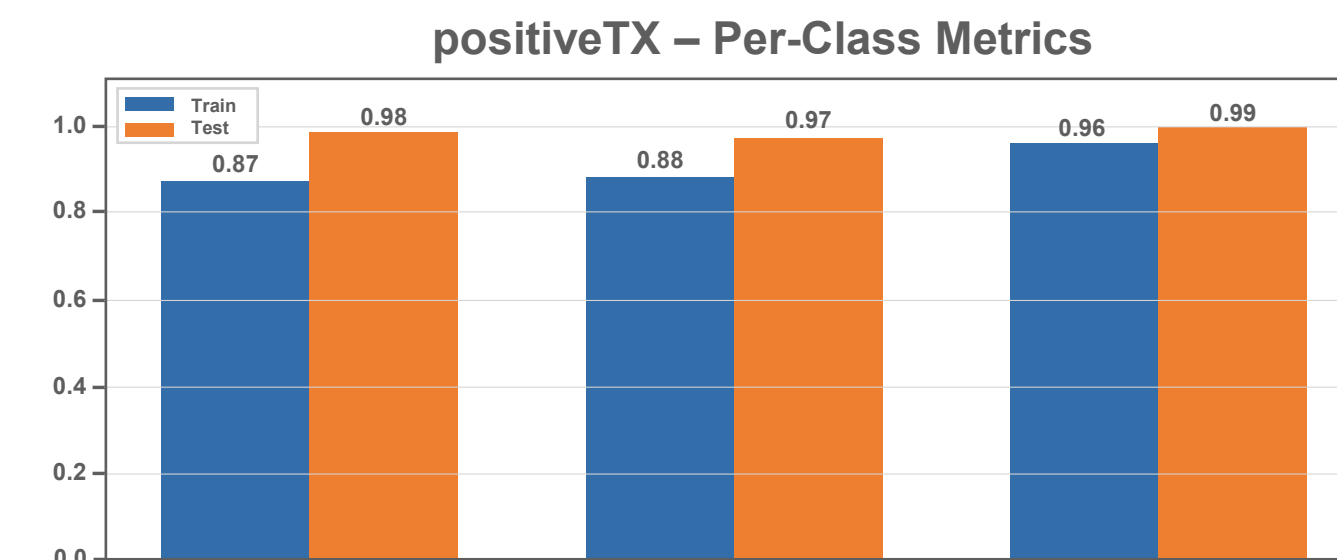
- 376 samples were correctly predicted as 'negative'
- 377 samples correctly predicted as 'C-diff-positive non-toxic'
- 398 samples correctly predicted as 'C-diff-positive toxic'

*Source: Phase 1 Clinical Trials at the Veterans Administration in Northern California.



This results in a total of 1,151 correct predictions out of 1,341, yielding a sensitivity of 86% and a specificity of 93%.

The Positive Toxic (PositiveTX) class shows good performance with specificity (99% test), confirming that the model can distinguish PositiveTX with good precision. Sensitivity (97% test) is also strong, demonstrating the model's ability to detect most PositiveTX samples.



Executive Team

Christopher Campbell

Chief Executive Officer

Christopher Campbell is the founder and Chief Executive Officer of Simpli-Fi Automation, Inc., a visionary technology executive with over 25 years of experience building and deploying enterprise-scale platforms at the intersection of healthcare technology, remote patient monitoring, and mission-critical security infrastructure. Credentialed through MIT, MIT Sloan School of Management, the Tokyo Institute of Technology, and ECPI School of Technology in biomedical engineering, electrical and electronic engineering, manufacturing processes, and entrepreneurship, Chris brings rare technical depth and executive leadership to one of the most complex and high-stakes sectors in healthcare innovation. A hands-on innovator and systems architect, Chris has designed, built, and deployed integrated IoT-enabled platforms at enterprise scale -solutions engineered to improve patient outcomes, mitigate infectious disease risk, and deliver real-time situational awareness across hospital networks, long-term care facilities, and government-aligned healthcare systems. His background encompasses the full enterprise lifecycle: from product development, systems integration, and regulatory compliance to capital formation, investor engagement, and strategic partnership development with federal and defense-sector healthcare organizations. Prior to founding Simpli-Fi, Chris held sales management and operations leadership roles at Synergy Systems and SWS Security & Life Alert Monitoring, where he built and scaled integrated monitoring and response infrastructure. His leadership trajectory - from hands-on systems engineering to founding CEO - reflects a consistent ability to translate advanced technology into deployable, enterprise-grade commercial solutions built for scale.

Dr. Timothy Campbell

Chief Medical Officer

Dr. Timothy Campbell serves as Chief Medical Officer of Simpli-Fi Automation, bringing a distinguished career in infectious disease control, clinical quality leadership, patient safety, and healthcare systems innovation. As a subject matter expert in infection prevention and control - developed through senior executive roles at the Veterans Health Administration and Kaiser Permanente, Dr. Campbell provides Simpli-Fi with the clinical authority and operational credibility essential to advancing hospital-acquired infection (HAI) prevention technology at enterprise scale. Dr. Campbell's infection control expertise is directly embedded in his executive leadership record. As Clinical Quality Director at Kaiser Permanente Roseville, he directed organization-wide quality, accreditation, patient safety, and infection control initiatives, leading strategic performance improvement programs utilizing Lean methodology and High Reliability Organization (HRO) principles. As Director of Quality, Safety & Value at the Northern California Veterans Health Care System, he led system-wide infection control and regulatory readiness programs, overseeing compliance with Joint Commission, OIG, CARF, and VHA standards. His executive nursing career spans ICU leadership, acute care operations, and vascular access management -providing comprehensive clinical insight into the environments where Simpli-Fi's AeroVera IQ platform delivers its highest impact. Dr. Campbell holds a Ph.D. in Healthcare Administration from Walden University, a Master of Science in Nursing, and a BSN from Hampton University, and maintains board certifications as a Nurse Executive (NE-BC) and Certified Professional in Healthcare Quality (CPHQ). He is a member of the American Nurses Association and the American College of Healthcare Executives.

Darrel A. German

Chief Operating Officer/ Chief Financial Officer

Darrel A. German serves as Chief Operating Officer and Chief Financial Officer of Simpli-Fi Automation, bringing over 30 years of transformational executive leadership across U.S. military command, commercial banking, pharmaceutical enterprise, and private equity. A retired U.S. Army Colonel with specialized expertise in Nuclear, Biological, and Chemical (NBC) operations - including command of eleven concurrent operational missions during Operation Iraqi Freedom - Darrel translates national security discipline, mission-critical decision-making, and large-scale operational execution into scalable commercial and financial strategy. Darrel's financial services career reflects a consistent record of building large-scale enterprises from the ground up. As Regional President of the Minnesota Market for Huntington National Bank, he led the institution's first-ever new market expansion - building an \$8 billion de novo commercial banking franchise to profitability in under two years. At Wells Fargo, he served in Senior Vice President and COO leadership roles managing \$3 billion in business lines, leading enterprise compliance strategy, and spearheading a national healthcare business expansion. At TD Bank, he managed a \$2.4 billion commercial lending portfolio and led a 250-person team through a high-growth expansion phase, earning recognition as Commercial Lender of the Year. His early career included senior leadership at GlaxoSmithKline, where he developed foundational expertise in healthcare enterprise operations, as well as progressive roles at Citizens Bank, Bank of America, Mellon PSFS, and United Bank of Philadelphia. As founder and Managing Partner of German Consulting Group, LLC, Darrel has advised executive teams on capital structuring, operational transformation, and enterprise growth across healthcare, financial services, and technology sectors. At Simpli-Fi, he leads capital strategy, investor engagement, operational infrastructure, and alignment with federal procurement and defense readiness frameworks.

Alex Ross

Director of Sales

Alex Ross serves as Director of Sales at Simpli-Fi Automation, a growth-oriented technology sales executive with more than 25 years of experience building and scaling enterprise commercial organizations across healthcare, defense, and enterprise technology markets. Known for his ability to deploy operational infrastructure across multi-state markets, drive revenue across diverse business lines at an enterprise level, and convert emerging technology into scalable commercial traction, Alex brings a rare combination of strategic vision and disciplined execution to Simpli-Fi's go-to-market strategy. Alex's enterprise operational track record is anchored by his leadership of a five-state, 54-location retail distribution channel at Verizon Communications - an organization he scaled to \$250 million in revenue while managing a \$25 million operating budget and a sales and technical workforce of more than 450 employees, achieving an 89% employee satisfaction rate. His ability to build and operationalize commercial infrastructure at scale was further demonstrated through a decade of Senior Client Partner leadership for Enterprise Accounts at Verizon, where he negotiated multi-year enterprise contracts valued at up to \$20 million, advised global organizations on 5G, MEC, and Private Wireless Networks, and drove 25% revenue growth across key business units - directly applicable to the complex, highly regulated environments of hospital systems and defense-adjacent markets. Across his career, Alex has consistently demonstrated the ability to drive business across varied lines at an enterprise level -from launching a gamification learning platform that produced a 63% increase in device sales, to spearheading an enterprise-wide Net Promoter Score initiative that strengthened customer retention across major business segments. At Simpli-Fi, he architects and executes go-to-market strategy for automation solutions in hospital systems and mission-critical environments, building the commercial foundation to scale from early-stage development to high-growth enterprise adoption.

Aamar Qureshi

Chief Technology Officer

Aamar Qureshi serves as Chief Technology Officer of Simpli-Fi Automation, leading the company's product vision and technology execution across artificial intelligence, IoT, and intelligent systems. With over 25 years of enterprise technology leadership, Aamar has built and delivered large-scale software solutions across Fortune 500 organizations and global institutions spanning Industrial IoT, telecommunications, financial services, healthcare, and social media platforms-consistently transforming early-stage concepts into fully deployed, market-ready products at global scale. Throughout his career, Aamar has directed cross-functional engineering organizations across multiple geographies, cultures, and time zones, delivering enterprise-grade solutions that operate at the pace and complexity of modern global markets. His Fortune 500 experience includes leading large-scale technology and product innovation initiatives across major telecommunications and financial services enterprises, where he drove end-to-end software development lifecycles, SaaS architecture, AI-enabled platforms, and agile delivery frameworks across distributed global teams. Aamar's international impact extends to a consultancy engagement with the United Nations Development Programme (UNDP), where he supported developing nations in building national digital infrastructure and knowledge-transfer capabilities under G77 frameworks - reflecting both the global reach and the mission-driven orientation he brings to Simpli-Fi's healthcare and defense technology platforms.

William H. Dozier III

Director of Business Development

William H. Dozier III - widely known as DJ Dozier - serves as Director of Business Development at Simpli-Fi Automation, bringing more than 35 years of experience in strategic partnerships, capital formation, investment advisory, and enterprise market development. A first-team Collegiate All-American at Penn State, Heisman Trophy candidate, and author of Decide To Dominate, DJ brings the same competitive discipline and results-oriented mindset to capital markets and enterprise growth strategy that defined his athletic career. DJ's most significant enterprise commercial leadership was demonstrated at Verizon Communications, where he led the development and global execution of Verizon's sports and entertainment vertical strategy - a \$500M practice that encompassed \$300M in infrastructure investments, strategic partnerships with Cisco, AECOM, Aruba, Ruckus, and Boingo, and large-scale commercial deployments across premier venues and entertainment properties worldwide. This experience reflects his ability to build, manage, and execute complex, multi-stakeholder commercial initiatives at the highest level of enterprise scale — directly applicable to Simpli-Fi's healthcare and defense market expansion strategy. Beyond Verizon, DJ has established a consistent record of capital formation and market development. Through his advisory work with Brown Venture Group, he championed progress toward a \$50 million venture fund. Through Unity Business Systems, he generated more than \$8 million in new business and established partnerships supporting \$1.7 billion in contract ceilings, including Air Force SBIR engagement. At Simpli-Fi, he leads capital formation, investor engagement, and market expansion into healthcare and defense sectors, and has contributed to the acquisition of \$2.1 million in growth capital supporting NASA licensing and Veterans Administration pilot programs.

Governing Board

Amelia Hardy

Vice Chair

SVP of Brand Strategy and Planning at Best Buy, where she helped build a \$900M+ healthcare business, and global business leader at 3M. Expertise in enterprise strategy, brand growth, and healthcare commercialization.

Patrick Deconinck

Board Member

Former President of 3M West Europe, overseeing \$9B in revenue across 55 manufacturing sites. Decades of global operations, M&A, and manufacturing scale-up experience; currently leads his own precision manufacturing firm.

Jerome Hamilton

Board Member

Fortune 100 executive (3M, Ford, GM) with a track record of \$1.2B in operational savings and global Lean/Six Sigma transformations. Deep expertise in manufacturing, supply chain, and P&L leadership.

Dr. Cordell M. Hardy

Finance Chair

R&D Vice President for the North America Food Enterprise at Cargill. Board and audit experience including a \$416M public company acquisition; deep expertise in capital allocation and commercialization strategy.

Michael W. Wright

Board Member

30+ years scaling semiconductor, IoT, and advanced manufacturing companies, including growing Entegris 5x as President & COO. Serial board director and published thought leader on exponential technology and innovation strategy.

Our Partners



“We see immediate application uses in our mobile devices such as smartphones and wearables for fitness, wellness, and telehealth care. In addition, this sensor could be used in applications from food quality monitoring to environmental air quality monitoring through our network of partners and subsidiaries”

– David Chon, Lead-MX Open Innovation, Samsung Research America



“The potential to mitigate the impact of hospital-transmitted diseases like C-diff is particularly noteworthy, as it can significantly improve patient safety and quality of care.”

– Dr. Sundara Manickam, Assistant Professor of Medicine, Cleveland Clinic Foundation



“We are enthusiastic about the possibilities this collaboration holds and look forward to working closely with Simpli-Fi Automation, Inc. to advance medical diagnostics and improve patient care.”

– Dr. Alon Ben-Ari, CMIO Veterans Health Administration



“This technology has the potential to revolutionize remote health monitoring and provide a non-invasive tool for improving health outcomes for patients worldwide.”

– Dr. Bruce D. Johnson, Department of Cardiovascular Medicine, Mayo Clinic

Paid Pilot Partners

1691 Beds



6077 Beds



25,260 Beds



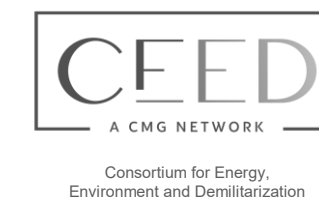
Research Collaboration Partners



Military Partnerships



Consortium Memberships



Simpli-Fi is executing a structured, three-phase pathway into federal defense markets, anchored by validated government demand already in hand.

Phase 1: Validation

Now – Month 4 • \$50K–\$150K

DEVCOM CBC BAA submission underway targeting micro-sensor and chemical point detection mission areas. DEVCOM internal pitch brief completed and MRDC letter received — confirming Phase 2 demand prior to lab validation. DTRA SBIR Phase I brief completed and under review.

Phase 2: Prototype & Contract

Months 5–12 • \$500K–\$1.5M

CBC success letter activates pre-committed MRDC/MTEC OTA. Projected contract opportunities include a SOCOM WARP production contract (\$45M–\$76M), VA Phase 3 purchase (\$10M–\$50M), and JPEO-CBRND OTA prototype award (\$25M–\$75M).

Phase 3: Scale

Months 12–36 • \$1.5M–\$5M

DIU relationship active with briefing completed. Pathway targets JPEO-CBRND LRIP award (\$75M–\$200M), multi-service IDIQ ceiling (\$500M–\$2B), Air Force production contract (\$100M–\$300M), and NATO/Allied Nations expansion representing a \$4.5B–\$8B total addressable market.

Government & Defense Engagement Trajectory



What's Next 

Smarter Diagnostics. Better Outcomes. Everywhere.

The AeroVera Telehealth system uses breath biomarker diagnostic technology to provide continuous access to healthcare monitoring to everyone, everywhere.



Personalized Healthcare



Early Detection of Illnesses (i.e. Cancer)



Early Preventive Healthcare



Non-Invasive Monitoring



Remote Health Monitoring

AeroVeraTM
TELEHEALTH



Long-Term Care
for Loved Ones



Cancer
Detection



Immunocompromised
Patients

Simpli-Fi
Automation



FDA/ Regulatory Pathway

- Initial commercialization pathway focused on positioning AeroVera as an environmental monitoring and screening platform for continuous VOC-based environmental awareness and operational intelligence within healthcare environments.
- Current environmental monitoring claims may enable early market entry outside of traditional FDA diagnostic classification pathways, while establishing real-world performance data and deployment experience.
- Long-term regulatory strategy includes expansion toward regulated clinical and diagnostic applications through phased FDA engagement, including potential 513(g), Q-Submission, and future 510(k) or De Novo pathways as clinical validation data matures.
- Ongoing investment in clinical validation, quality management systems, AI model verification, and VOC correlation studies designed to support future healthcare diagnostic and infection-prevention claims.
- Software-defined AI architecture enables continuous expansion of environmental monitoring capabilities while supporting future transition toward higher-value regulated healthcare applications.

0-18 Months Phase 1: Environmental Monitoring/Screening

Commercialize as:

- Environmental intelligence
- Operational awareness
- Infection-prevention support
- VOC environmental monitoring.
- Phase 1 clinical trials with Veterans Health Administration (completed)
- Phase 2 clinical multi-site trials with Veterans Health Administration (starting June 2026)

12-24 Months Phase 2: FDA Engagement

- QMS/ISO 13485 implementation
- VOC correlation studies
- Clinical validation
- FDA 513(g)
- Q-submission meetings
- Predicate and classification discussion
- Objectives: Validate C-diff infection detection selectivity and sensitivity >85%

24-48 Months Phase 3: Initial FDA Clearance Pathway

- 510(k)
- De Novo
- Potentially hybrid environmental/clinical classification

48-72+ Months Phase 4: Expand Clinical and Diagnostic Platform

- Regulated clinical intelligence and multi-model diagnostic support
- Expand AI detection Library for FDA-supported or clinically validated models for: MRSA, VRE, Pseudomonas, respiratory infections, and SSI monitoring
- Clinical Decision Support Integration into:
 - Infection Prevention workflows
 - Nurse dashboards
 - EMR/EHR systems
 - Hospital command centers
 - EVS workflows
 - Predictive outbreak monitoring

Revenue Forecast



Accelerated Revenue Growth

Projected revenue growth from \$2.2M in 2026 to over \$918M by 2030, representing a modeled ~241% CAGR driven by healthcare and dual-use market expansion.



Strong SaaS Economics

Scalable AI-driven platform economics produce projected long-term operating margins exceeding 75%, supported by recurring subscription revenue and software-defined AI model deployment.



Expandable AI Architecture

Expandable AI detection architecture increases customer lifetime value by enabling new HAI, environmental, and defense monitoring models to be deployed wirelessly across existing hardware infrastructure.



Multi-Market Growth Platform

Platform positioned for scalable multi-market growth across: healthcare-associated infection monitoring, CBRN defense, environmental intelligence, and hazardous industrial monitoring.

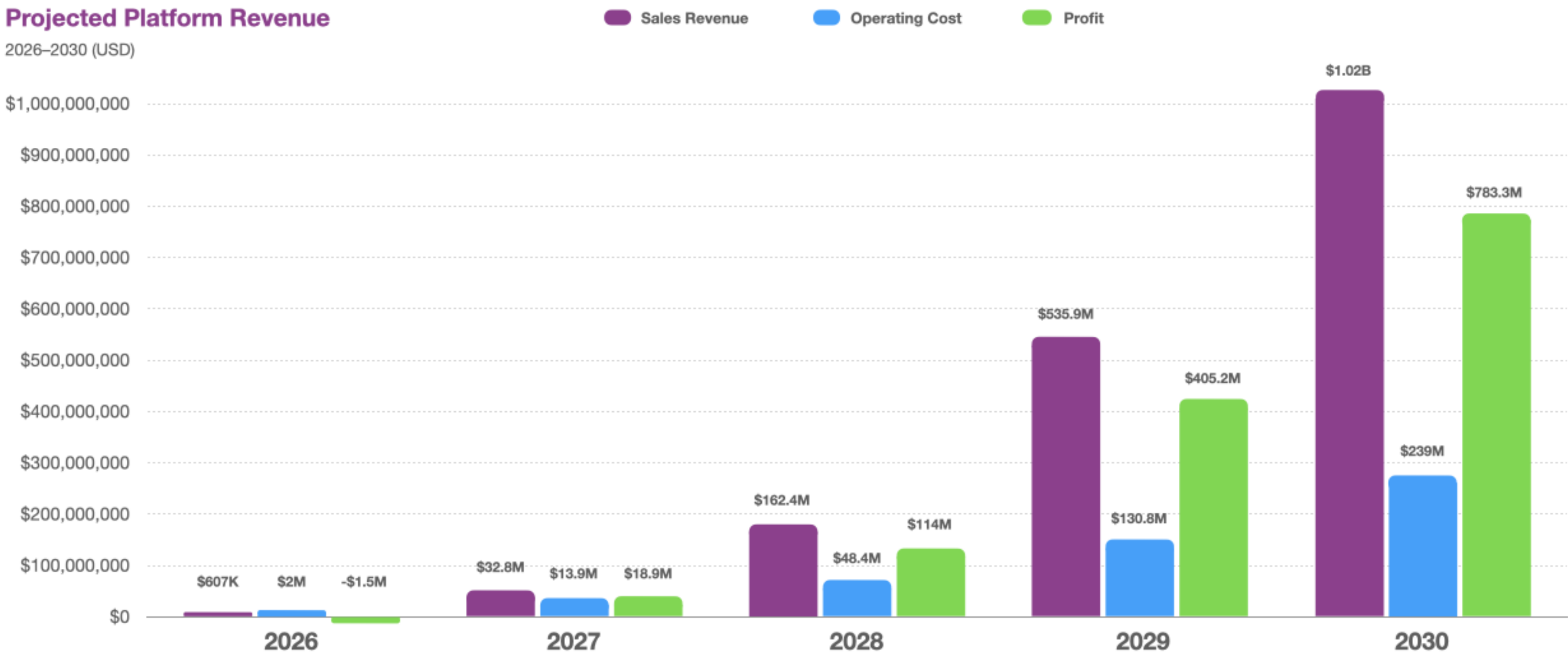
Device 3-Year TLV

Hardware Revenue	~\$2,500
Subscription Revenue (3 Years)	~\$12,500
Total TLV	~\$15,000

Per Device

Projected Platform Revenue

2026–2030 (USD)



Device CAC

~\$750

Per Deployed Device



3-Year Device TLV

~\$15K

Per Device



TLV:CAC Ratio

~18.1x

Customer Acquisition Cost (CAC) Per Hospital

Metric	Value
Average Facility CAC	~\$150K Per Facility
3-Year Device TLV	~\$3M Per Facility
Estimated Gross Margin	~88%
TLV:CAC Ratio	~20.1x

Enterprise Healthcare Intelligence Infrastructure Powered by Recurring AI-Driven Environmental Monitoring

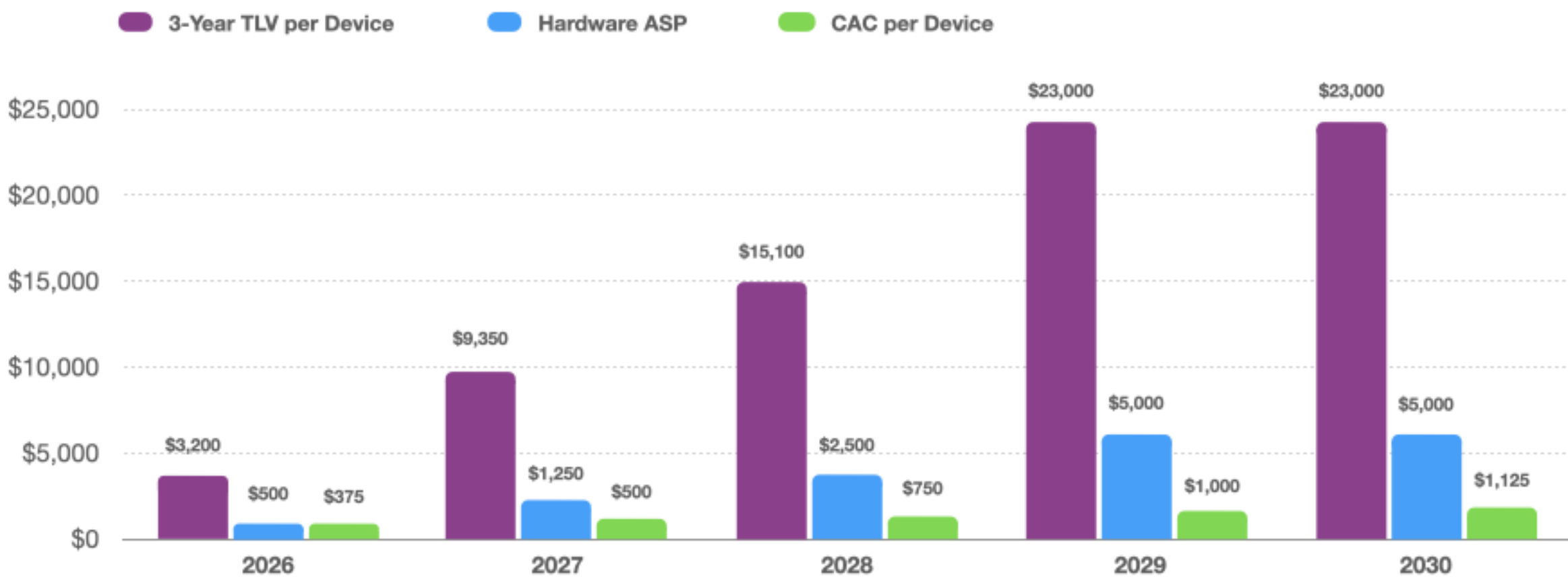
AeroVera IQ: Enterprise Customer Economics Summary

- ✓ High-margin recurring healthcare SaaS platform
- ✓ Strong enterprise account economics
- ✓ Scalable recurring ARR model
- ✓ Low incremental infrastructure cost per deployed device
- ✓ Attractive operating leverage as deployment scales
- ✓ Enterprise hospital deployments averaging ~200 devices/site
- ✓ Long-term recurring revenue significantly exceeds hardware revenue

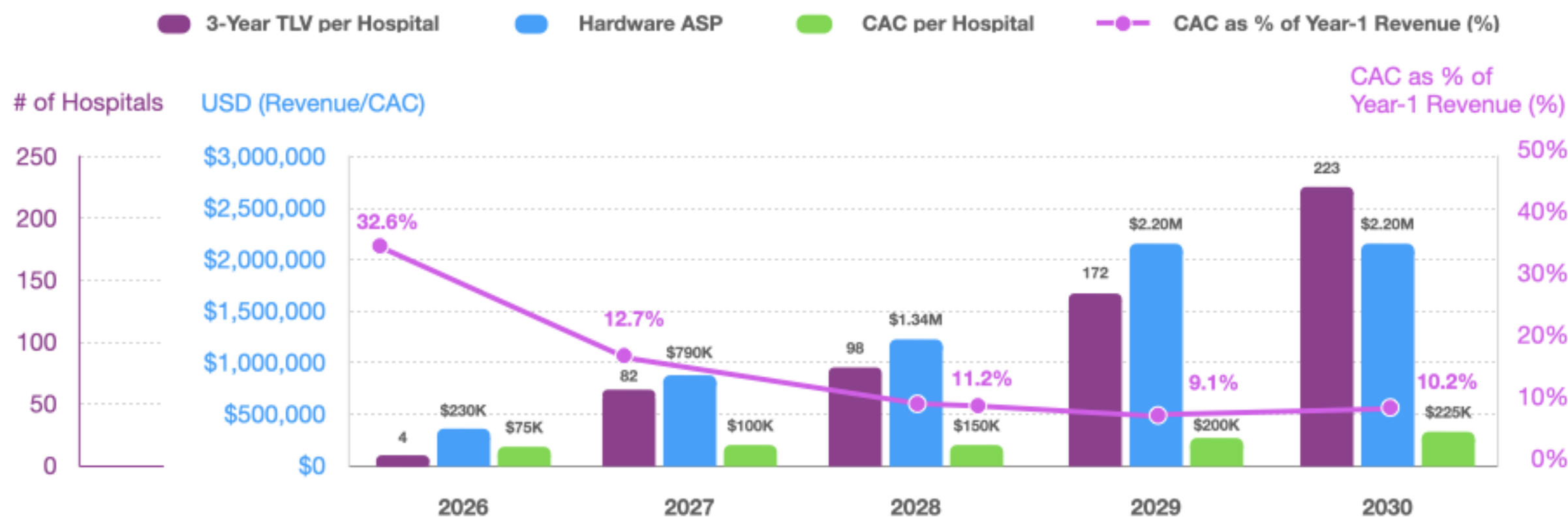
Average Devices per Hospital	200
Average 3-Year TLV per Hospital	~\$3.3M
Average CAC per Hospital	~\$150K
Average TLV / CAC Ratio	~22x
Average Hardware Gross Margin	~84–89%
Average SaaS Gross Margin (Fully Burdened)	~89–93%
Average Blended Platform Gross Margin	~88–91%
Estimated CAC Payback Period	<12 Months
Revenue Model	Recurring SaaS + Hardware
Contract Structure	Multi-Year Enterprise Deployment

Per Device Metrics (2026-2030)

Average Per Device Metrics Across the 5-Year Commercialization Period



5-Year Enterprise CAC Table



CAC efficiency improves over time due to growing clinical validation, reference customers, brand recognition, FDA progression, and expanding installed-base credibility.



Use of Funds

Strategically deploying capital to accelerate innovation, validation, and scalable commercialization.

1

**40%
Continued R&D**

Continued investment in advanced sensor development, conductive ink optimization, and next-generation electronic nose architecture designed to expand sensitivity, stability, and multi-environment deployment capabilities.

Expansion of proprietary AI-driven VOC detection models and data infrastructure to support additional healthcare-associated infections, environmental monitoring applications, and emerging biologic and chemical threat detection capabilities.

2

**5%
Regulatory**

Advancement of the company's regulatory strategy, including clinical validation planning, quality management systems development, and engagement with FDA regulatory pathways to support future healthcare and environmental monitoring applications.

Continued regulatory and validation activities focus on establishing performance credibility for AI-driven VOC monitoring technologies, including potential FDA 513(g), Q-submission, and future market authorization pathways as product claims and applications expand.

3

**20%
Manufacturing
Scale-Up**

Set up scaled manufacturing capacity with capabilities of mass-producing e-nose sensors, electronics, and product housing.

\$1.2M in funding assistance from the Department of Employment and Economic Development (DEED) for manufacturing expansion.

4

**15%
Operations**

Build out commercial team to 8 FTE's, including VP of Sales, Regulatory Lead, CMO, 4 clinical reps, Engineering, and Chemistry leads.

Build out an internal production team with 4 FTE's, including a process engineer, a production manager, and 2 production technicians.

5

**20%
Marketing/Product
Rollout**

Commercial Launch activities supporting AeroVera IQ deployments, including pilot programs, and customer onboarding.

Expansion of healthcare enterprise sales, strategic channel partnerships, and infection-prevention market penetration.