

# COURT INNOVATIONS

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Expanding access to our courts for all citizens

MJ CARTWRIGHT

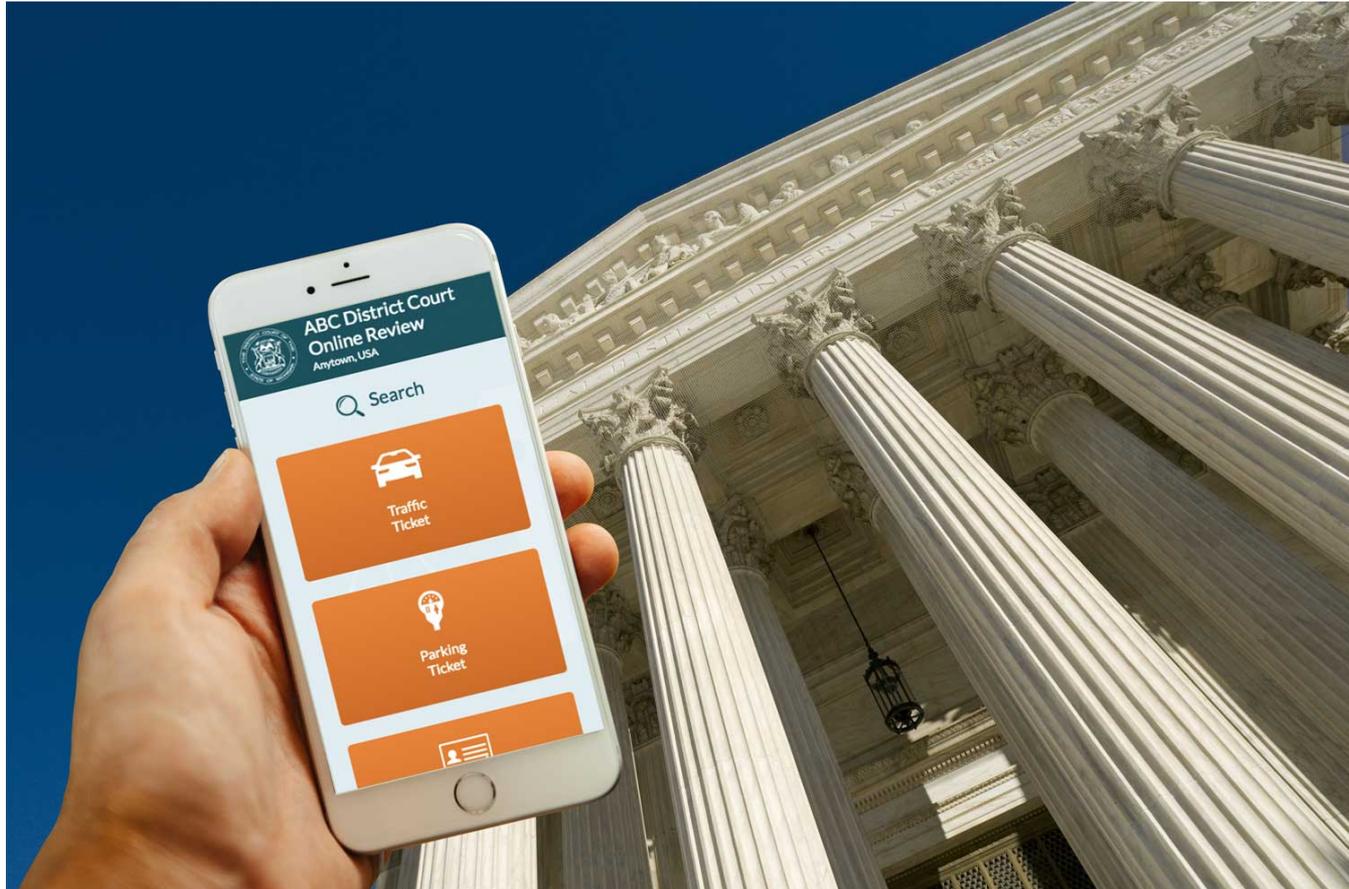
5 October 2016



# WHY ONLINE CASE RESOLUTION?



# PLATFORM SOLUTION



# MATTERHORN PLATFORM SOLUTION



Traffic  
Ticket



Parking  
Ticket



Warrant



Amnesty



Prevention



Suspended  
License



Family Court  
Solutions



Small Claims



# ONLINE/MOBILE PROCESSES

## Civil Infractions



# IMPACT AND COST SAVINGS

## Cost Reduction

Combined court staff  
time per hearing

before  
**157**  
minutes

after  
**27.36**  
minutes

Combined court staff  
time with Matterhorn

## Cost Reduction

**10%**  
reduction  
warrants  
issued

**4 hours per  
each warrant**

## Fees Collected

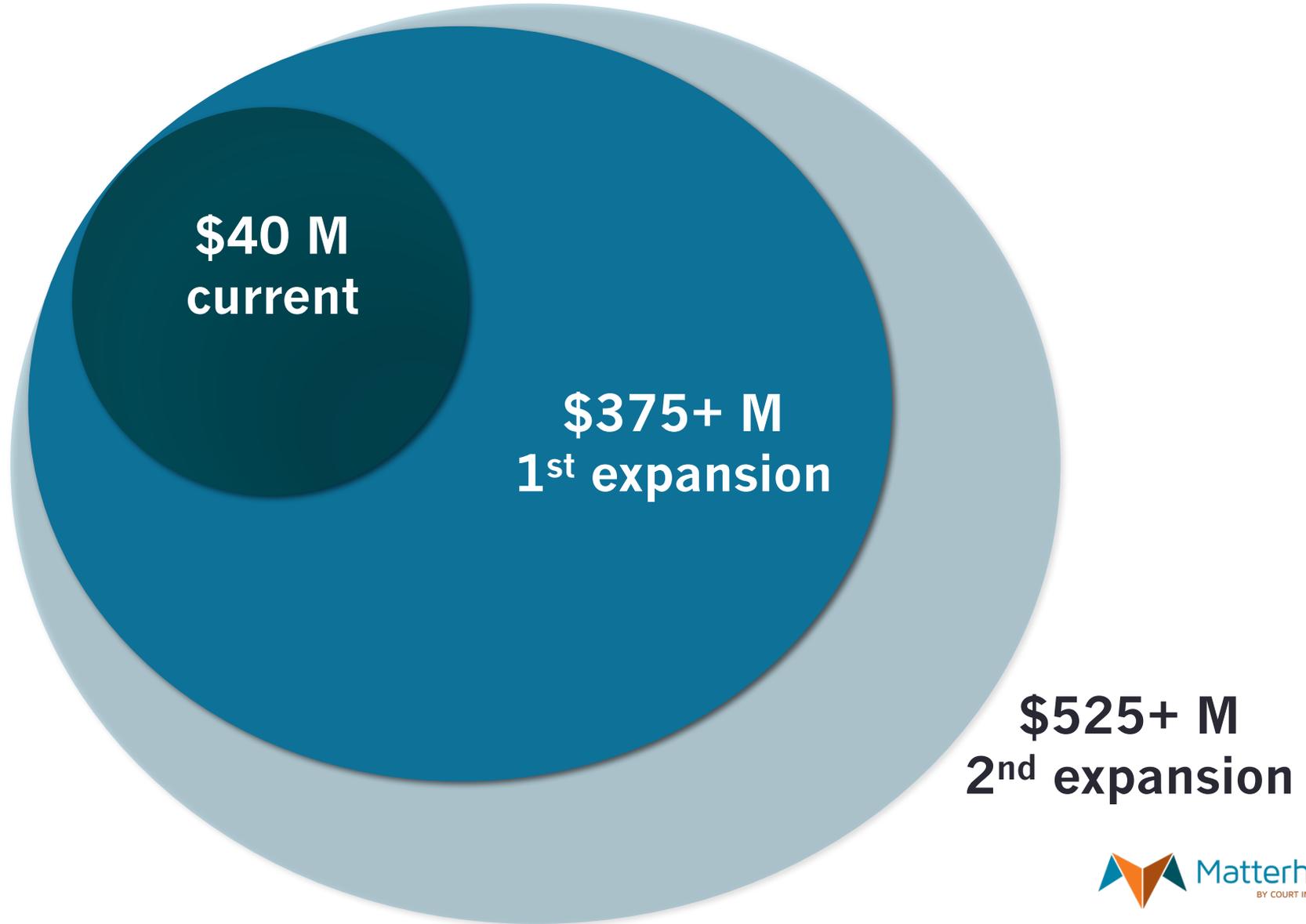
before  
1-2  
months



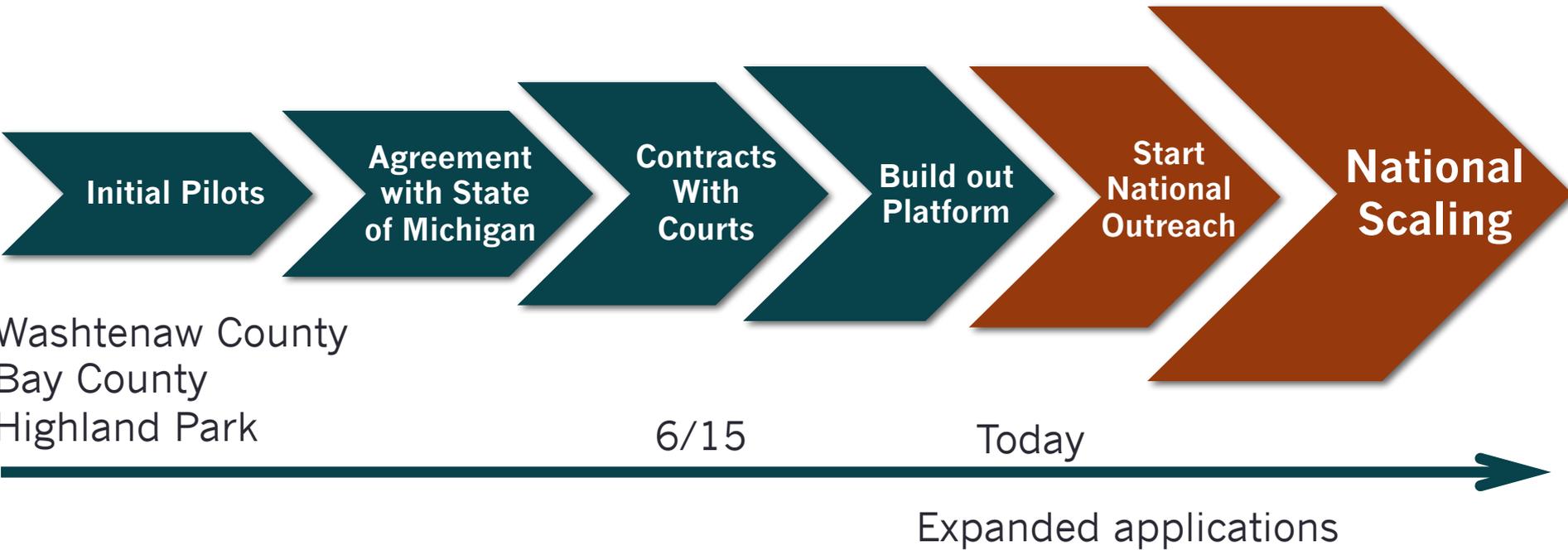
after  
7-8 days

Matterhorn cut  
case closure rate  
from 1-2 months  
to just 7.67 days

# U.S. ANNUAL MARKET OPPORTUNITY



# GO-TO-MARKET PLAN



# MOMENTUM WITH COURTS

14A DC  
Washtenaw  
County MI

74th DC Bay  
County MI

30th DC  
Highland  
Park MI

54B DC East  
Lansing MI

29th DC  
Wayne City  
MI

61st DC  
Grand  
Rapids MI

54A DC  
Lansing MI

32A DC  
Harper  
Woods MI

65A DC  
Clinton  
County MI

55th DC  
Ingham  
County MI

63rd DC  
Kent County  
MI

16th DC  
Livonia MI

14B DC  
Ypsilanti  
Township MI

1st DC  
Monroe  
County MI

53rd DC  
Livingston  
County MI

22nd DC  
Inkster MI

46th DC  
Southfield  
MI

31st DC  
Hamtramck  
MI

Franklin  
County OH

# SALES CONVERSIONS

## Known in Courts

- Influencers
- Conferences
- Referrals

## Sales Pipeline

- Michigan (3-4 months)
- New States (6-10 months)

## Implementation

- Same court system: 2 weeks
- New court system: 3-4 weeks

# CORE TEAM



MJ Cartwright, CEO  
startup experience, sold to J&J



Saaed Fattahi, CTO  
startup experience, sold to Salesforce.com



Tracy Davis, Product



Kate MacEwen, Sales



Mike Losey, Customer Operations



JJ Prescott, Founder and Law Professor



Board: Ted Dacko, Jack Miner  
startup experience, successful exits

# SaaS BUSINESS MODEL

Select **applications**, determine **volumes**

Court pays setup fee and  
- subscription and/or transaction-based

Upsell additional **applications**

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Matterhorn™  
BY COURT INNOVATIONS