

COURT INNOVATIONS

Expanding access to our courts for all citizens

MJ CARTWRIGHT

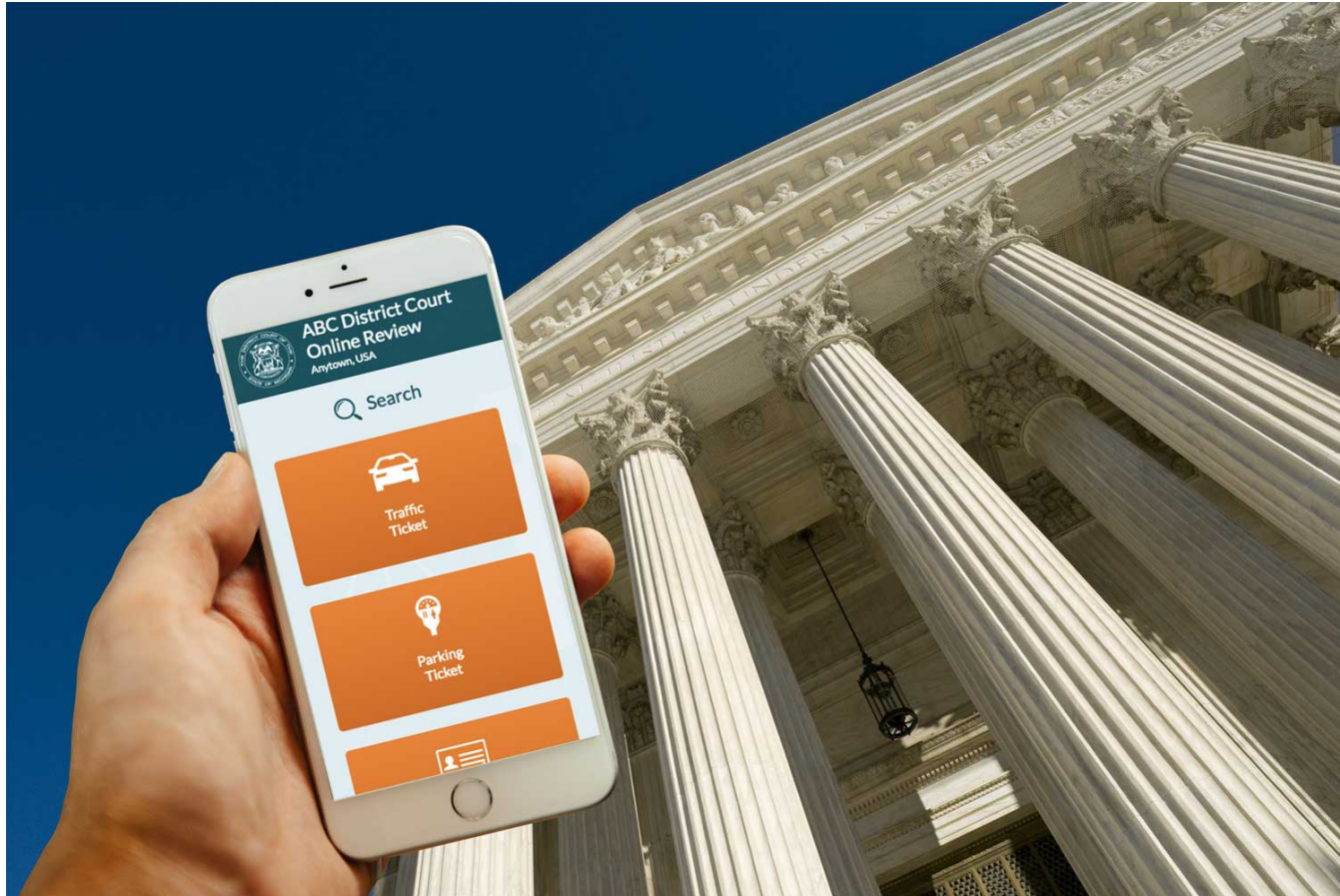
5 October 2016



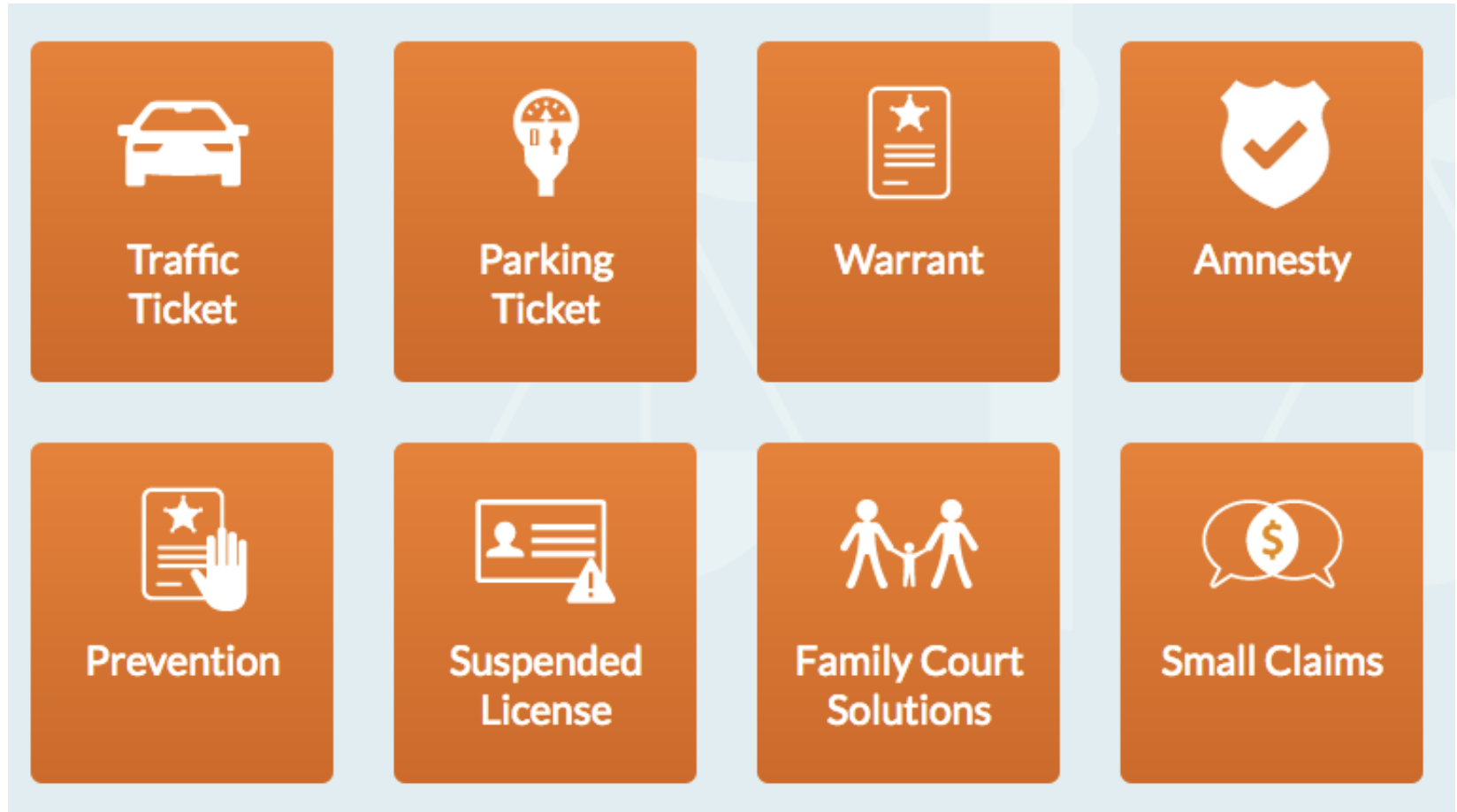
WHY ONLINE CASE RESOLUTION?



PLATFORM SOLUTION



MATTERHORN PLATFORM SOLUTION



ONLINE/MOBILE PROCESSES

Civil Infractions

Step 1: **Citizen**

- Enters basic information

Step 2: **Platform Triaging**

- Checks initial eligibility and configurations

Step 3: **Citizen**

- Requests a review
- Provides information

Step 4: **Law Enforcement**

- Recommends offer based on request and situation

Step 5: **Court/Citizen**

- Accepts or rejects offer; sets fine. Final resolution notification sent to citizen

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

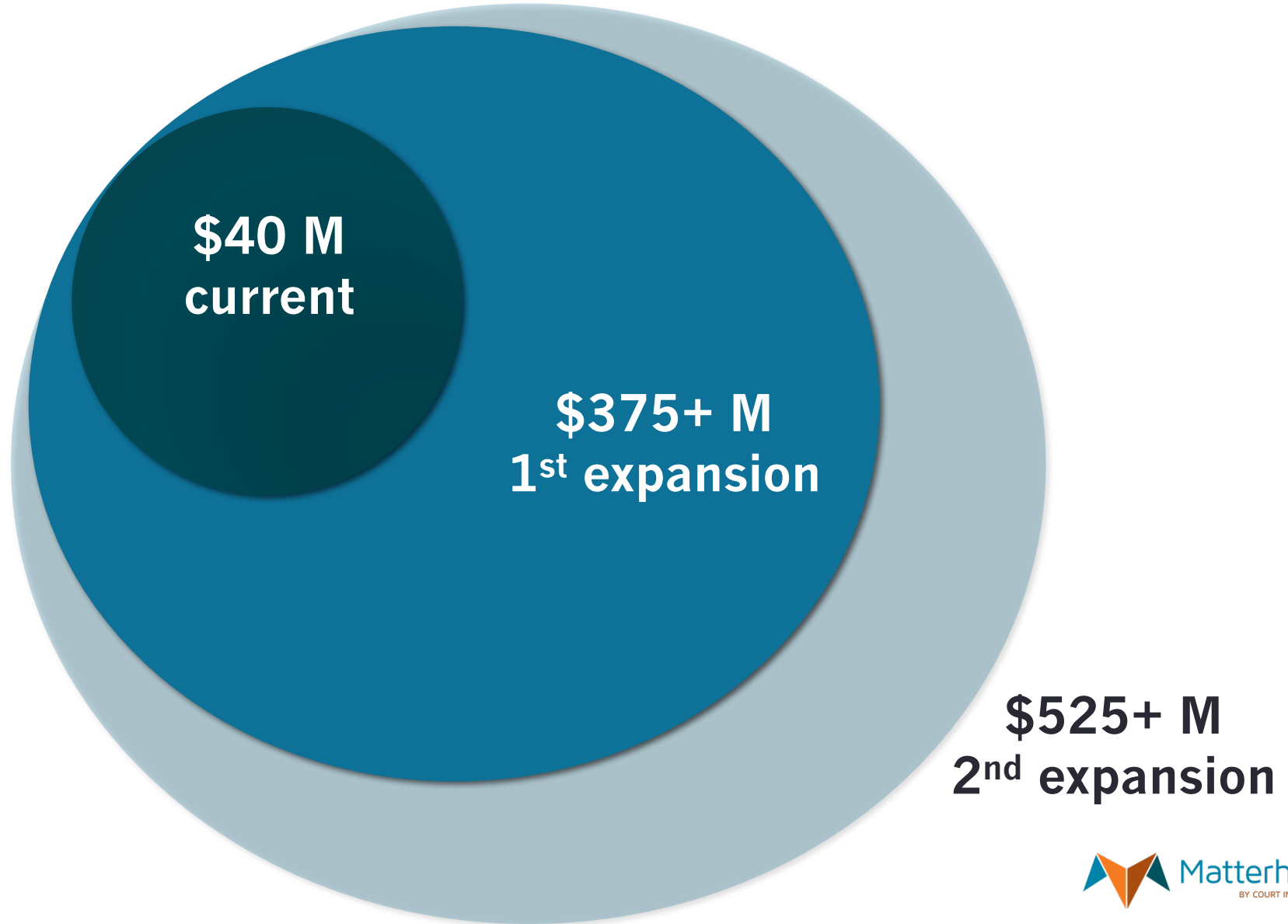
before
1-2
months



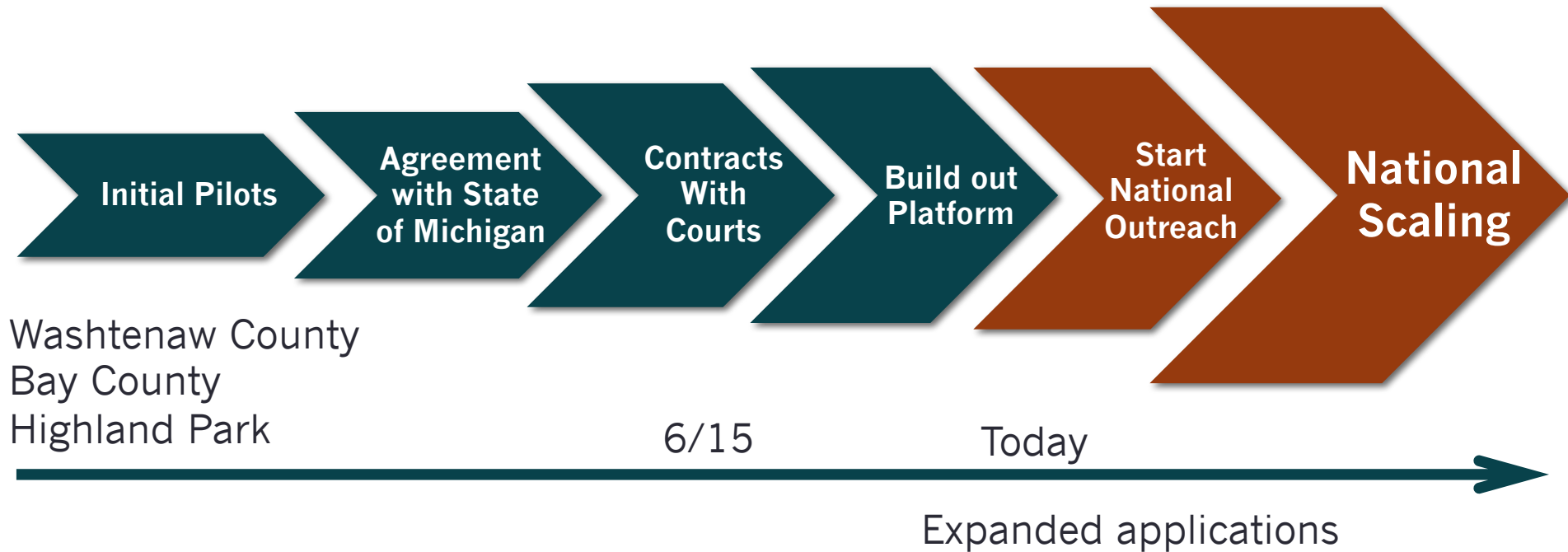
Matterhorn cut
case closure rate
from 1-2 months
to just 7.67 days

after
7-8 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

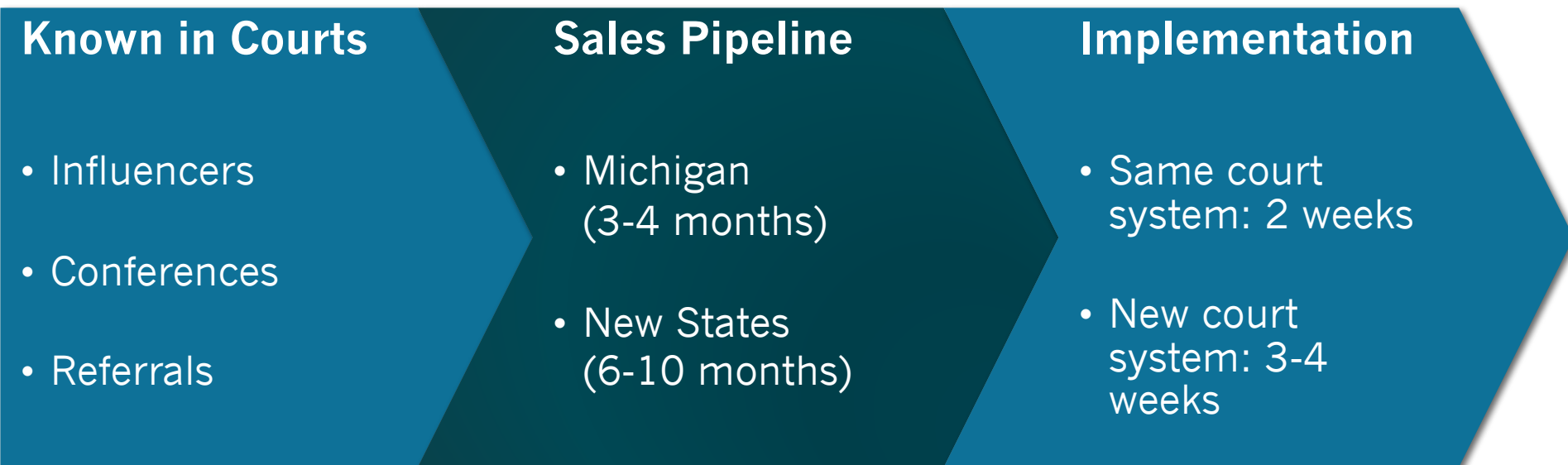
22nd DC
Inkster MI

46th DC
Southfield
MI

31st DC
Hamtramck
MI

Franklin
County OH

SALES CONVERSIONS



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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