

The logo features the word "GAPRO" in a large, serif font. A grey circular arrow starts from the left side of the "G", loops around the top and right, and ends with an arrowhead pointing left towards the "P". Below "GAPRO" is the word "SYSTEM" in a smaller, spaced-out, serif font.

GAPRO SYSTEM

Rewiring the Insurance Industry

Key Truth

**Every
Industry &
Transaction
Needs Proof
of Insurance**



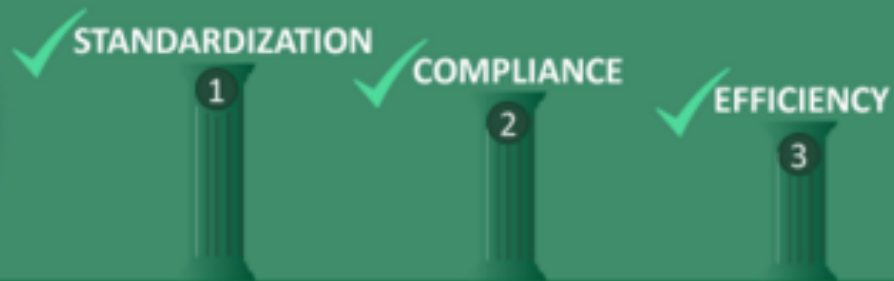


MEET GAPRO

The Real-Time, Single-Source Solution for Automating the Insurance Verification Process



GAPRO System is a cloud-based PaaS solution providing real-time & ongoing insurance confirmation and compliance verification



GAPRO System is the first system to engage all four insurance stakeholders: **1. INSURER** **2. AGENT** **3. INSURED** and **4. THIRD-PARTIES**

GAPro System Clearing House Solution



Example: One Broker

4 Million COI's per Year x \$4.5 per COI = \$18 Million per Year (75% savings)

GAPro System Go-to-Market

1. Complete MVP with

- Risk Profile
- Authentication
- Rules / Workflow
- Exceptions / Notifications
- Track & Report
- Back Office: Billing, etc.



- Deliver to LOIB Customers
- Begin Billing

2. Co-Market with

- Source of Revenue as well as access to their customers
- 1,500 Carriers
- 20,000 Agencies



- Prepare Marketing Materials
- Support Sales
- Access Data from Carriers (Top 7% have 80% of Data)

3. Direct Sales

- Marketing Materials
- Whitepapers
- Webinars

Year 1 Target: \$2.7M

- 500 Carriers
- 1,500 Agencies

GAPro Customer Traction

Current

- **NAPA/Gallagher, 4th largest broker globally**
 - **17,000 – pilot agents**
 - **100,000+ – additional potential agents**
 - **Sponsoring insurance carriers**
- **GAPro Asia**

Pipeline

- **Life/health insurance companies (250,000+ agents)**
- **Insurance agency association (23,000)**
- **Ride share companies**

Other

- **Carrier Engagement** include AIG, Liberty Mutual, Aviva
- **Agency Letters of Intent to Buy**
- **3rd Party & Insured Pilots**

Revenue Model

Import Engine

- ACORD
- Policies
- AM Best
- IVANS
- Gov't
- Others

GAPro Functions

- Risk Profile
- Authenticate
- Dashboard
- Rules/Workflow
- Evaluate/Notify
- Exceptions/Actions
- Escalate/Communicate
- Track & Report

SaaS Access

- Agent
- Carrier
- Insured
- 3rd party

Phase I

Agency to Carrier Ratio: 3 to 1

Carrier Revenue

- Subscription – Average \$5K per Year

Agency Revenue

- Usage-Based Leading to Subscription – Average \$180 per Year

Target: Year 1

- 1,500 Agencies x \$180 = **\$0.2M**
- 500 Carriers x \$5K = **\$2.5M**



Data Analytics

	Size	Compliance Cost	GAPro Estimated Market
Agencies	38,500	\$1.2B	\$0.2B
Carriers/Brokers	3,800	\$10.0B	\$1.9B
Others	*	\$25.0B	\$4.8B
Total		\$36.2B	\$6.9B

Capital Needs

Needs Update

Funding to Date

- Start Garden \$125,000
- Invest Detroit \$50,000
- PowerMoves \$40,000
- Owners Cap \$35,000



Need

\$1.2 – 1.5 M

- **\$600 – 750K Tranche**

Follow-on Growth Funding in late 2016 – early 2017

Uses

- **Take-to-Market system development**
- **Customer traction & marketing**
- **Management team**

Uses

- **MVP System Development**
- **Customer Acquisition**
- **Round out Sales and Customer Support**

Fund Rapid Growth & Specific Industries

Management Team



Herbert E. Gibson, CEO – Vision & Industry Relationships



- Founder, ITG Advisors 2008–2014
- 18 years of industry experience



Chet Gladkowski, CIO/CMO – Partnership Programs with Customers and Data Providers

- Carrier, agencies, vendors, CIO, ACORD relationships
- 41 years of insurance & technology experience



Naga Peddibhotla, CSO/CDO – Strategy & Development

- Project management, corporate and banking relationships
- 15 years of investment banking, strategy & business development

Next Hires:

☐

Technical Manager/CTO

☐

Director - Sales & Support

Exit Strategy



Thank You



Contact:

Herb Gibson

Hgibson@GAProSystem.com

(248) 979 - 1180