SampleServe

Environmental Sampling and Data Reporting Automation

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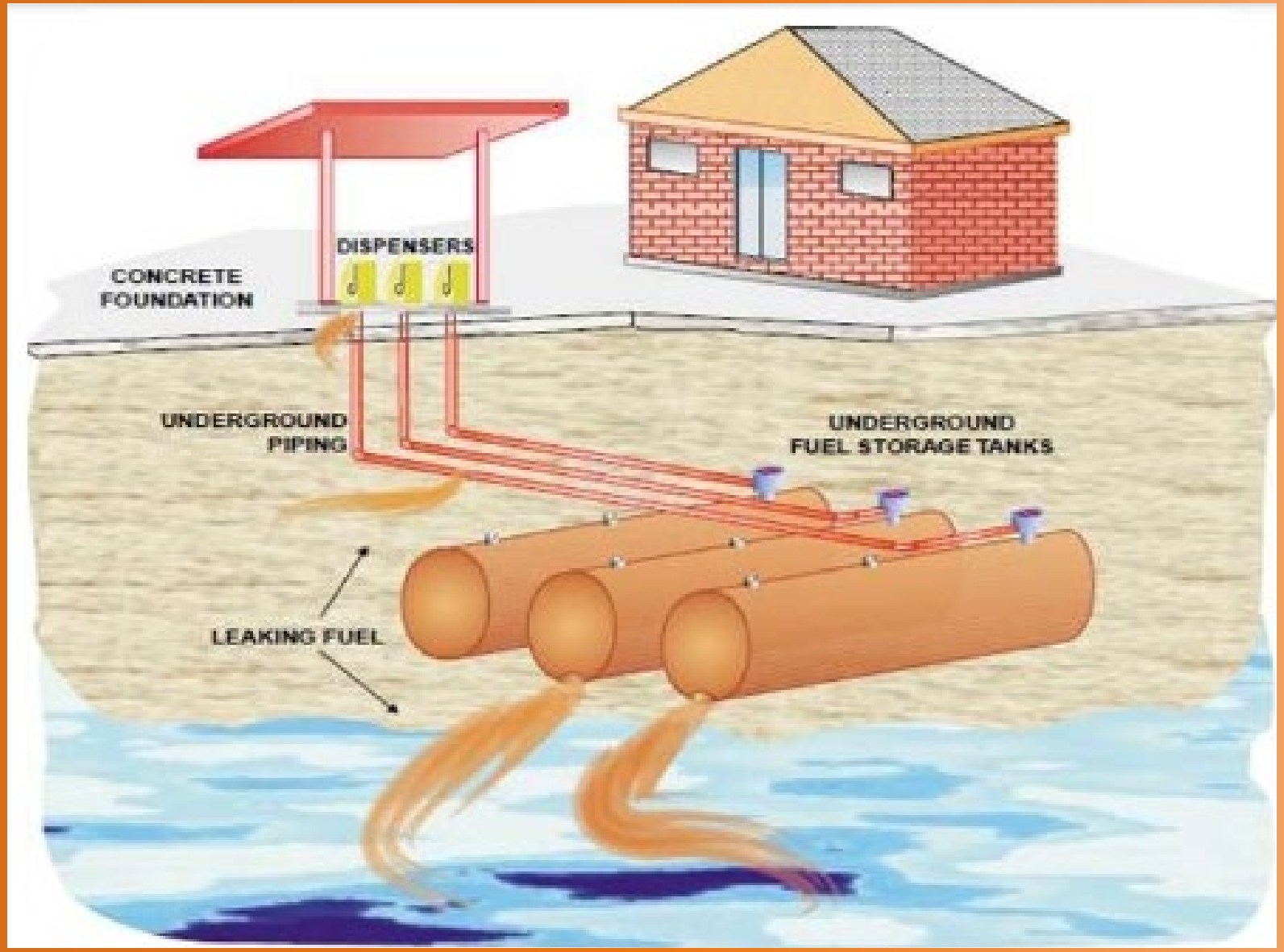
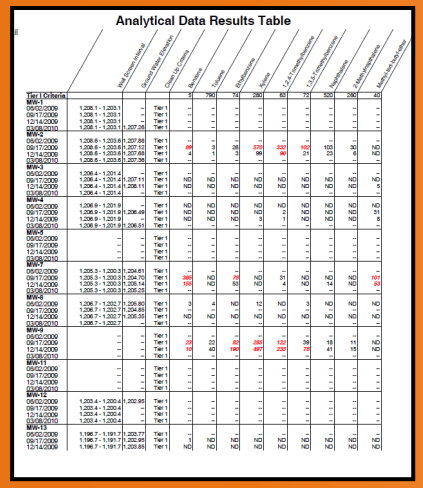
Investigations and Reporting Required By Law!

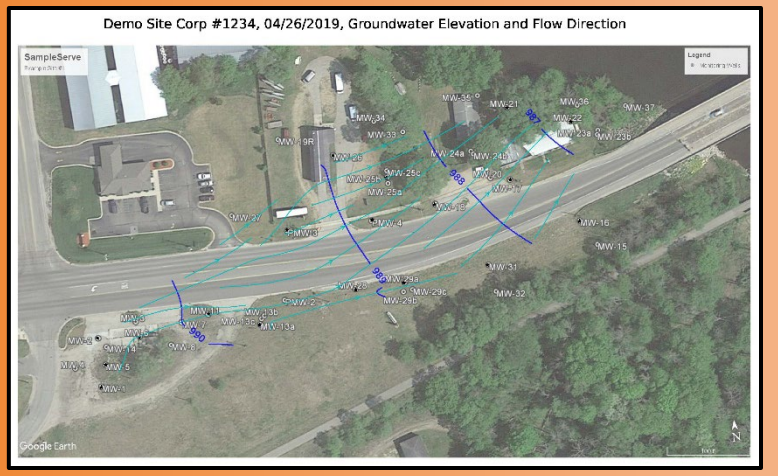


Detailed Reports Required By Law!

Analytical Box Maps

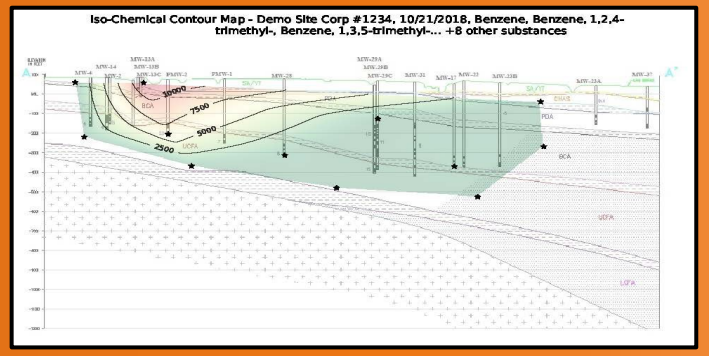


Comparison Data Tables

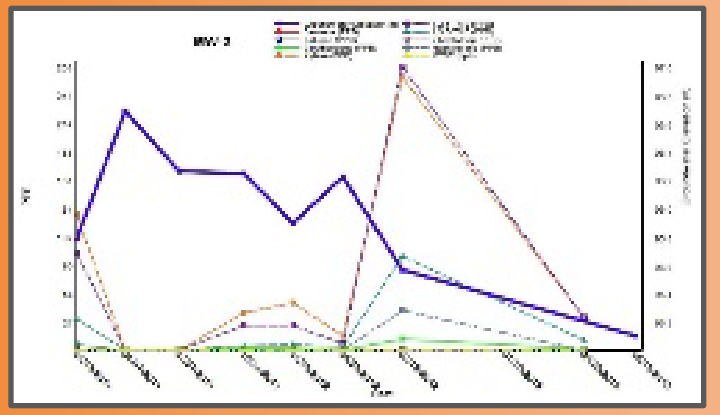


Groundwater Contour Maps

Iso-Chemical Contour Maps

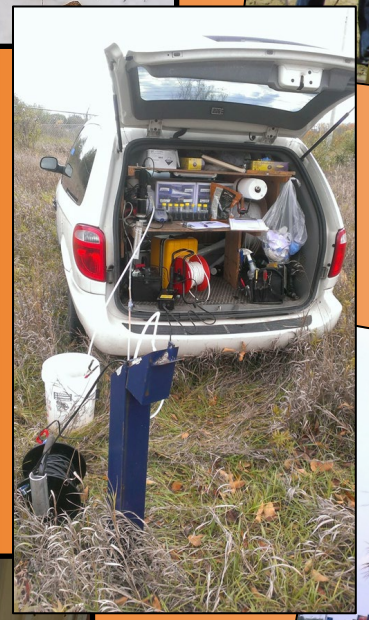


Iso-Chemical Cross-Sections

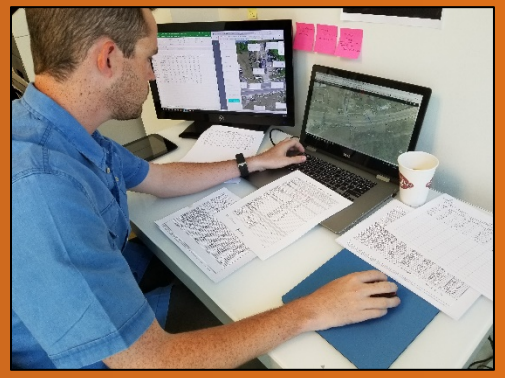


All Types of Graphs

Days or Weeks to Generate = $2,000-$4,000 each



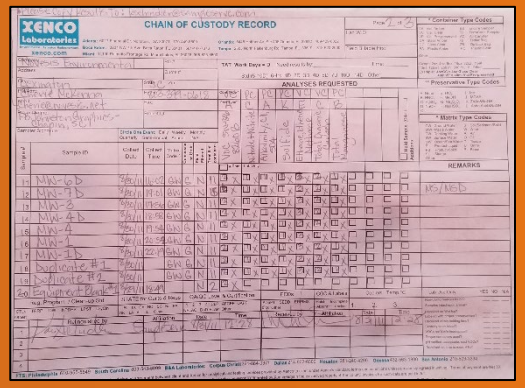
The Problem – Project Management and Data Management.



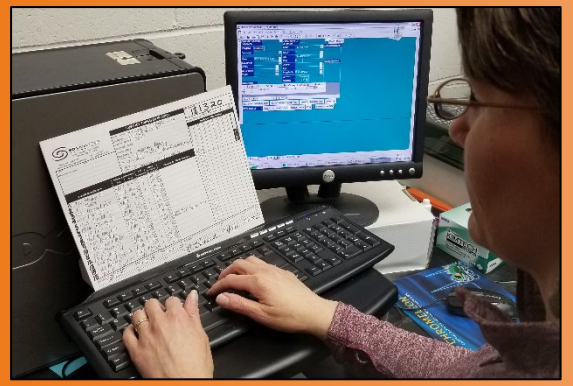
Project Management - Work Scope Details

Handwritten Data & Field Notes

Handwritten Sample Bottle Labels

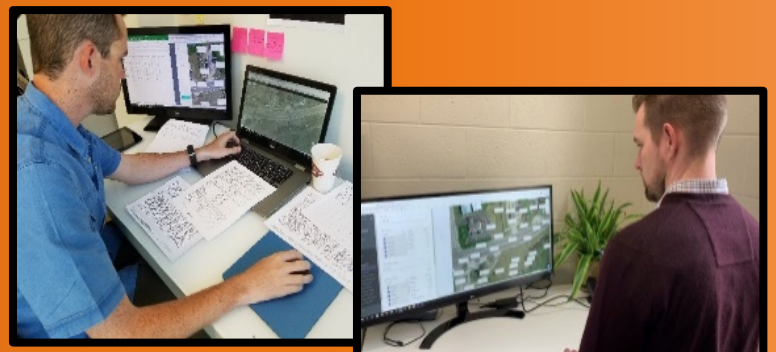


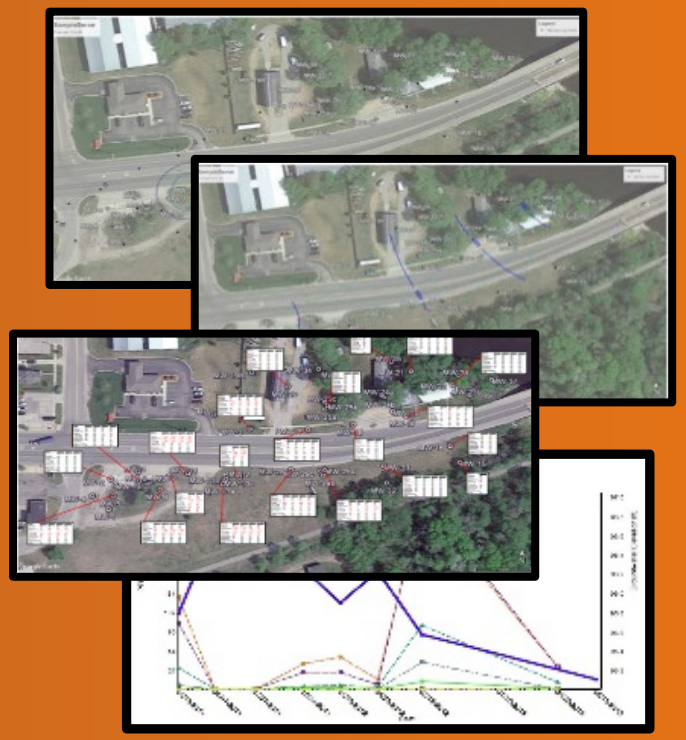
Handwritten Lab Instructions

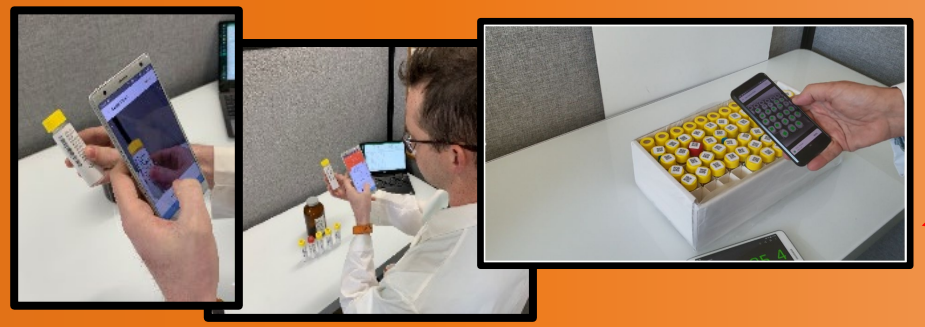


Manual Data Entry

The Solution:
Platform of Connected Software and Mobile Apps



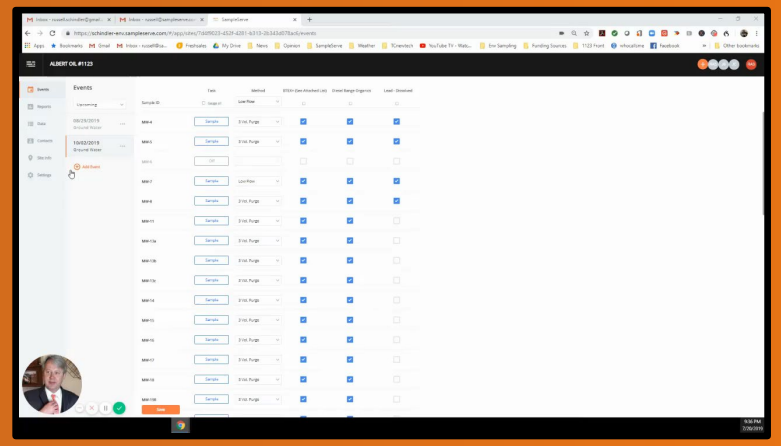




GET IT ON Google Play

4 Parts To The Platform

1 -



Project Management Tool

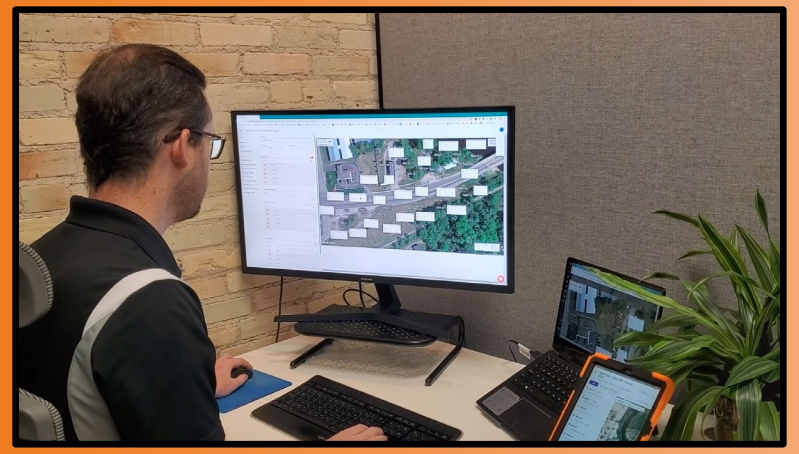
3 -

Lab App – Logging Samples

2 -

Field App - QR Code Label Printing

4 -



Report - Generator

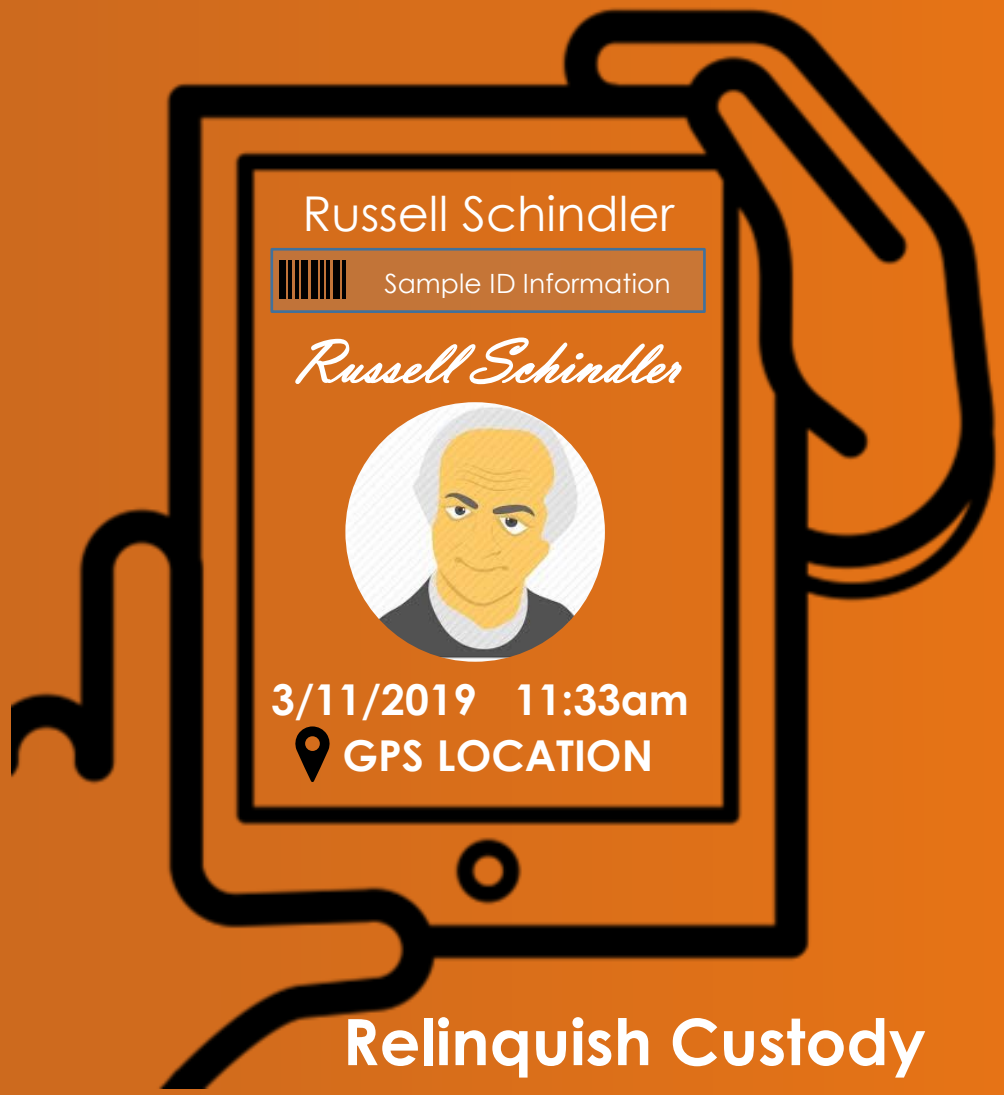
Key Technology: Digital Chain-Of-Custody

Sample

- Username and Password
- Signature
- Selfie
- Date/Time & GPS Location
- Print Label w/ Bar-Code and/or QR-Code
- Patents Include Other Bio-metrics

Patents #10,198,676 and #10,281,367

Key Technology: Digital Chain-Of-Custody



Sample

Relinquish Custody

Accept Custody

Patents #10,198,676 and #10,281,367

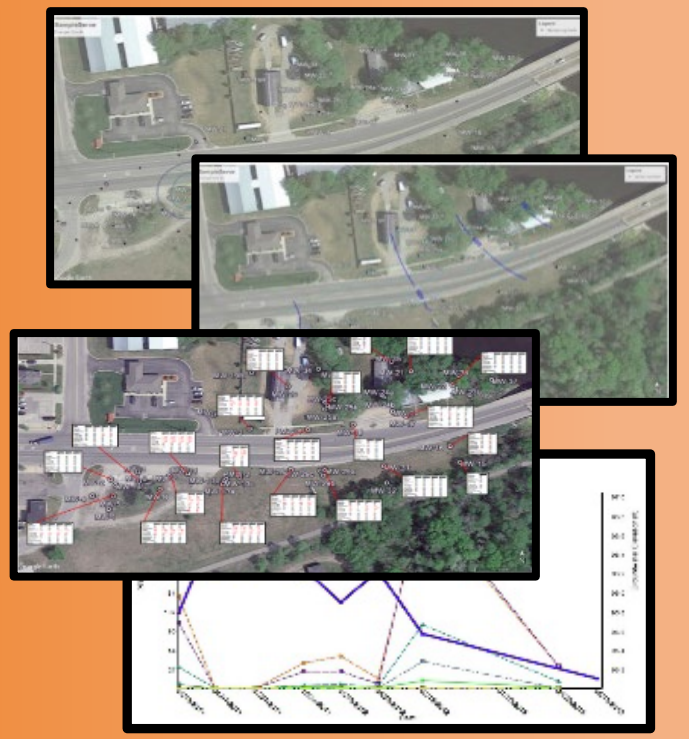
Business Model

Project Management Tool

Field App - QR Code Label Printing

Lab App - Logging Samples

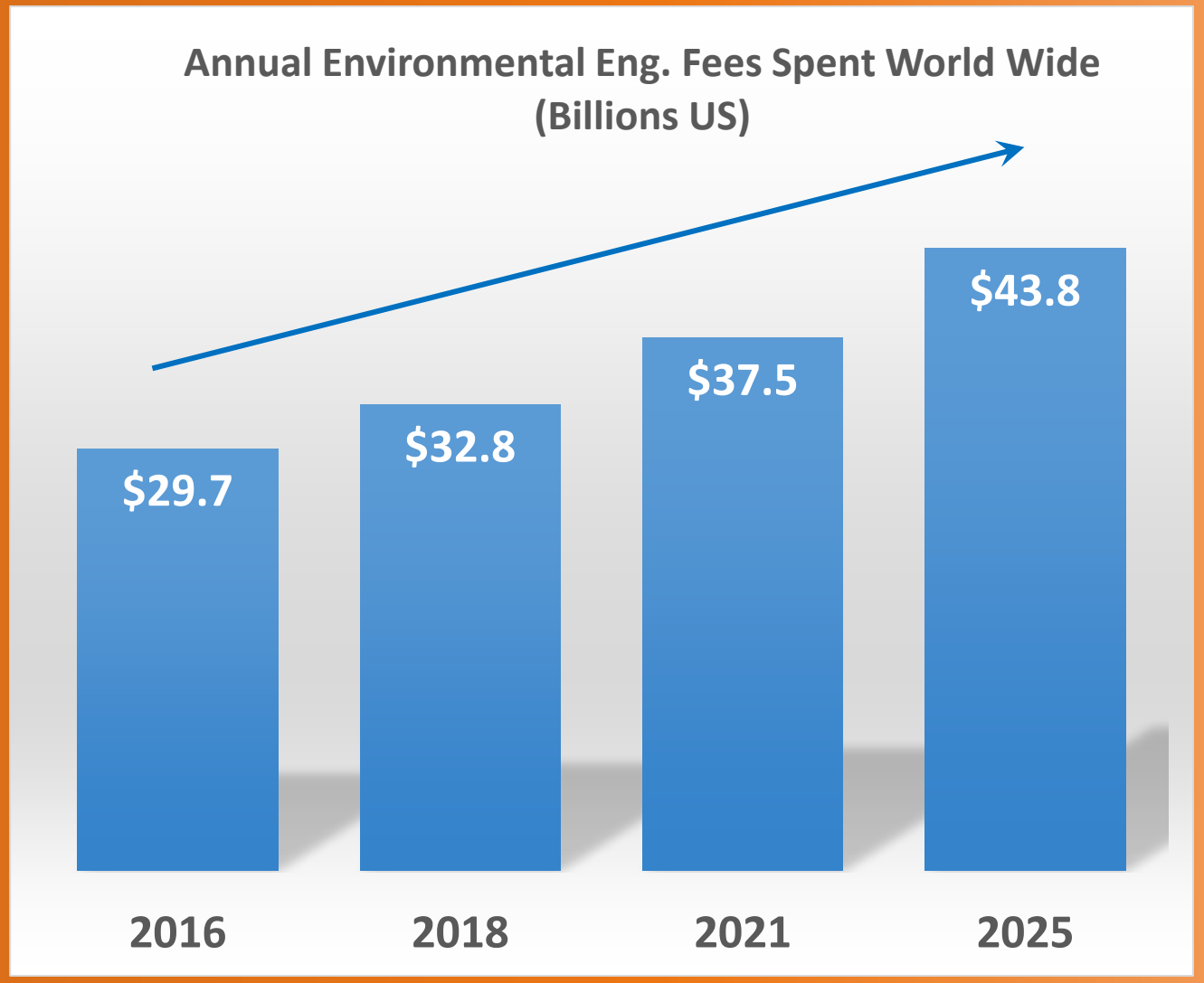
Revenue From the Report Generator



Freemium

$15 / Sample – Report Cost Based On Number Of Samples Collected

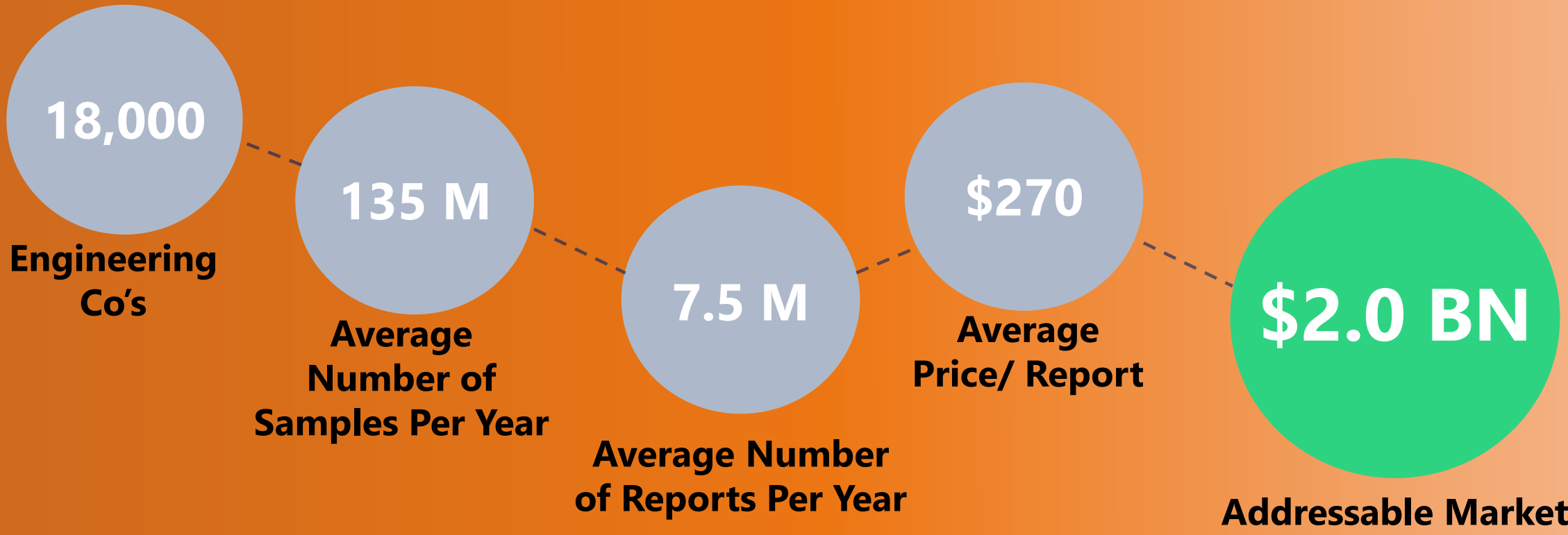
The Environmental Engineering Services Market



Driven by ever-increasing environmental regulations and environmental liability!

Source:
https://www.giiresearch.com/report/tip599532-environmental-consulting-services-market-global.html

Opportunity



Customer Acquisition & Traction

Projected Financials

SampleServe, Inc. - Software
Financial Summary

Income Statement	2020	2021	2022	2023	2024
Units - Samples (~ $15 each)	***8,520***	***67,140***	***424,440***	***1,349,280***	***3,769,800***
Net Revenue	**127,800**	**1,007,100**	**6,366,600**	**20,239,200**	**56,547,000**
Cost of Goods	4,569	10,597	25,239	60,114	143,179
Gross Margin	**123,231**	**996,503**	**6,341,361**	**20,179,086**	**56,403,821**
General and Administrative	179,975	261,249	292,082	323,327	353,288
Sales and Marketing	175,112	1,385,333	3,250,323	5,770,575	9,478,708
Research and Development	619,867	1,187,292	1,652,666	2,060,011	2,687,252
Operating Expenses	974,954	2,833,874	5,195,072	8,153,913	12,519,249
EBITDA	**(851,723)**	**(1,837,371)**	**1,146,289**	**12,025,172**	**43,884,572**
Net Income	**(856,612)**	**(1,885,069)**	**703,650**	**7,804,890**	**44,349,485**
Cash Balance	**3,739,341**	**1,879,689**	**2,520,851**	**9,875,980**	**54,867,387**
Aggregate Outside Equity	**4,600,000**	**4,600,000**	**4,600,000**	**4,600,000**	**4,600,000**
Total FTE	**10**	**27**	**48**	**69**	**90**

Yearly Value of 1 Project = $1000 - $4,000
Lifetime Value of 1 Project = $10,000 to $100,000

The Competition

		SampleServe	Status Quo Eng. Co.'s	Promium	Data Forensics	QNOPY	ATLab
Field App	Digitally Record Field Data	Yes	No	Yes	Yes	Yes	Yes
	Printed QR Coded Labels	Yes	No	No	No	No	No
	Digital Chain-Of -Custody	Yes	No	No	No	No	No
	Low Flow Calculator	Yes	No	No	No	Yes	No
	Fees	No	Yes	Yes	Yes	Yes	Yes
Reports	Data Box Maps	Yes	Yes	Yes	Yes	No	No
	Groundwater Contours	Yes	Yes	No	No	No	No
	Iso-Chemical Contours	Yes	Yes	No	No	No	No
Lab App	Direct Communication	Yes	No	No	No	No	No
	Lab Bottle Orders	Yes	No	No	No	No	No
	Lab Sample Login	Yes	No	No	No	No	No
	Find My Bottle	Yes	No	No	No	No	No

The SampleServe Team

Russell Schindler

- CEO
- Professional Geologist
- 33 Years Experience

Frank Swierz

- CTO
- Leads Product Development.
- 20 Years with Thomson Reuters

Paul Mead

- Operations
- Strategy and Execution

Eric Bergsma

- Controller
- MBA
- 34 Years Experience

Additional Market Verticals / Products

Drinking Water Sampling

BETA Version
Released Jan. 30, 2020

Cannabis Sampling

BETA Version
Nov. 2020

Soil Boring Log & Sampling

BETA Version
Feb. 2021

COVID-19

Soil Vapor Sampling

Wastewater Sampling

Air Stack Sampling

Wetlands/Aquatics Sampling

Asbestos Sampling

Forensic Sampling

Fund Raising
$250,000

- **Bridge Round: $250,000**

- **Previous**:
  - **Seed 2 Round:** $765,000 ended Feb 2020
  - **Seed 1 Round**: $1,100,000 closed Feb 2019
  - **$300,000**, 3-year note (converted to Equity Dec. 2019)

  Anticipated Future Round: $3Mil 2nd Quarter 2021

- **USE OF FUNDS**
  - Customer Acquisition/Support

Anticipated Exit In 3 - 6 Years Via Acquisition.

Software Companies

Engineering Companies

Laboratories

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SampleServe

Thank You!

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