

QVAL RO
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

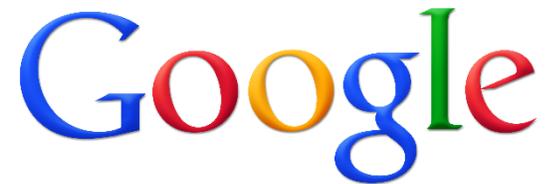


Naga Peddibhotla, CSO/CDO – Strategy & Development

- 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



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