# REVOLUTIONIZING THE WAY DELIVERIES ARE SECURED

PITCH VIDEO



OVERVIEW UPDATES WHAT PEOPLE SAY 43 ASK A QUESTION 6

# Highlights

- 1) 🗾 Hardware and Software Product Company with high growth potential.
- 2 9998 Porch Piracy is a HUGE problem and continues to grow with increased eCommerce deliveries.
- 3 ? We have an opportunity to save delivery companies over \$20 Billion a year and provide peace of mind to consumers.
- (4)

😻 Market size 250+Million residences & 30+Million small businesses.

- 5 💰 Successfully completed our 1st round raise of \$1 million!
- 6 II Currently pursuing sales through B2B opportunities with companies like Amazon, Costco, HP, etc.
- Owns Patents for software, door & wall brackets, collapsibility, and more. 110 filed claims with US Patent Office.
- 8 I a Vot just a Smart Box Locker ... Shipper App, User App, Internal & External Cameras, UVC Light, and more.

# **Our Team**



Carlos Raphael Founder & Inventor

Graduate of California's DeVry Institute, with degrees in Science and Technical Applications. Extensive experience in the dialysis industry as a systems expert, R&D for various biomedical companies, and this is his second entrepreneurial endeavor.

Our founder saw a news story of a mother sending her 6-year daughter to steal packages off porches. This disturbed him and inspired him to come up with a solution to package theft.



Curt Lewis CEO / Senior Principal

Executive providing Int'l Sales, Marketing and Operational expertise for StartUps & the Fortune 500 for 30+ years. Expertise in reducing CAPEX, growing Revenue and guiding Acquisition Strategies. USC Marshall School of Business Graduate (BS & MBA).



Brian Hannah Chief Marketing Officer

25+ years of marketing, sales and customer service skills working with industry leading brands and major retail partners. Experience with diverse product categories utilizing effective placement and promotion strategies to drive profitable sales.

SEE MORE

# SMART BOX LOCKERS THAT ELIMINATE PACKAGE THEFT AND SECURE DELIVERIES



### **The Problem**

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## **Theft Is Hurting All Parties**



The problem of "porch piracy" (package theft) is a serious and growing problem.

More and more consumers are doing more of their shopping online. The pandemic has accelerated this move to online purchasing.

There are BILLIONS OF DOLLARS being lost every year dealing with lost & stolen packages.

# **Market Opportunity**

- Online's share of total retail sales has steadily been on the rise—with eCommerce penetration hitting 21.3% in 2020. That's up from 15.8% in 2019 and 14.3% in 2019. The more than five-percentage point gain in ecommerce penetration is by far the biggest year-overyear jump for U.S. retail sales ever recorded. No other year has even reached a two percentage point gain in digital penetration.
- Consumers spent \$861.12 billion online with U.S. merchants in 2020, up an incredible 44.0% year over year. That's the highest annual U.S. ecommerce growth in at least two decades. It's also nearly triple the 15.1% jump in 2019.



To hear a little more about why Securum Capsa was established, our progress to date, and our plans for the future, please watch the video below featuring a message from our founder, Carlos Raphael.

### FOUNDER VIDEO:

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ZendoorA



### **Revenue Streams**

0	2	
Software & Data	Products in Development	The Future
App subscription from major retailers / App subscription from delivery & distribution companies	<ul> <li>✓ ZendoorA Device sales/leases</li> <li>✓ MeddoorA Device sales/leases</li> </ul>	<ul> <li>✓ B2B/B2C REZEN Box Sales</li> <li>✓ B2B/B2C Drone SkyPort Sales</li> </ul>
✓ Data & marketing monetization	✓ Device Accessory Sales	
Licensing opportunities		MORE TO COME

 Our ZenSafe® Technology system is the software and the electronic components integrated into all our products and will provide Securum Capsa with a SaaS revenue stream.

**ZENSAFE** Consumer Smartphone App: Unlike other products on the market, the ZenSafe smartphone app allows users to manage and monitor the entire delivery process autogenerating one-time use codes for maximum security. Additionally, it allows unique codes to be sent to friends, family, and neighbors for short- or longer-term access.

Shipper Smartphone App: The ZenSafe Shipper App allows delivery personnel to quickly find their delivery location and unlock the associated SBL via keypad, QR Code, or NFS technology.

API Integration: Allows shipping companies to easily integrate into their WMS systems.

Device Technology Features: • Power Source • Temperature Monitor • Internal/External Cameras • Internal UVC Light



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# With the available in multiple sizes

# **Features**

# ZendoorA

- 1. Versatility attaches and locks to a door, wall, gate or garage with minimal hards
- Collapsible to 6" or simply remove when not in use
   Secure Authentication auto-generates use codes
   Internal Camera image receipt confirmation
   External Camera motion and security detection
   Video Storage manage history & delivery cadence
   Lithium-ion Battery removable/rechargeable
   UVC Light sanitation safety
- 9. Temperature Monitoring & Insulation Lining

Unlike other products on the market that might have a few of the same features, the ZendoorA is the ONLY fully integrated *Smart Box Locker* that will provide the complete solution to help secure deliveries and provide peace of mind to consumers. The market size for the ZendoorA product alone, is 250+Million residences and 30+Million small businesses. Similar products only cater to single family residences (-135 Million) while ZendoorA can be secured to a porch, wall, gate or door at a home, condo or apartment, allowing our









The ZendoorA is versatile and easy to use. In the video below, you can see the a short demonstration of how you would attach the ZendoorA to your front door and a quick tour of some of its other innovative features.

ZENDOORA DEMO VIDEO:



?h=c484a2a617









# Bringing ZendoorA to Market.

Year 1 estimates capturing only 1% of the \$313M annual Amazon R&D budget against costs of platform development, security expansion, and software integration. Ry year 3 or 4, our poal is to conture 1% - 2%

By year 3 or 4, our goal is to capture 1% - 2% of Amazon's PRIME user base at \$100/box license fee to help Amazon maintain consumer confidence and reduce shrinkage.

Conserve Connected and readed annuality Based on SCI's Intellectual property portfolio, current fraction, market feedback, industry market/competition, SCI feesh a STB company valuation is actively by years. So the prerevenue, drone-only delivery solutions have valuations actively by years. So there is a science of the second second second second any time larger than drone-only delivery solutions, is a highly investable proposition. State and second second second second sets and second second second second sets and second second second sets and second second second sets and second second sets and second se

SECURUM CAPSA, INC. Revenue Midel - Years 2 - 5					
	NROO				
beautypion	33-26Morths	25-36 Months	12 - 48 Months	49-50 Months	
OUTINES					
Gross Revenue	3,130,000	6,260,000	120,000,000	240,000,000	
Cost of Goods Sold - Platform Development Non-Controllable Cost	2.501,800	8,725,834	43,585,541		
Control Native Costs One Time Costs	1.727,836	1.779,130	1,915,194		
Total Expense	4,556,710	5,956,384	50,593,835	98,868,556	
Cash Overapy/(Short) - £BITDA	(1,426,710)	303,616	69,406,165	141,131,444	
Exit Multiple (times EB/TON) Exit Valuation Based on Multiple		5 564,525,776	6 5 845.788.654	8 5 1.129.051.553	
Total Number of Boxes Services Based on % of Prime Users			LXX.NH	2,408,000	
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monage for provide & inflation (del Anones, Barkerry, Davis, Insurance, Serier, Solams, Taxel & Menny	1.07%	1.05%	5.075	5.00%	
increase for prouth & inflation management	1.075	1.075	15.05%	25.875	









 Image: Second second

The MeddoorA is in a class of its own. We believe that there's nothing currently on the market that offers the protection and security for medical deliveries like nutritional supplements, pharmaceutical prescriptions and medicinal marijuana. The opportunity this presents in the medical industry alone makes us believe that there is HUGE potential with continuing to finalize our prototype and bring the MeddoorA Smart Box Locker to market.





The ePharmacy Market grew from \$59 Billion in 2019 to over \$68 Billion in 2020. And is projected to more than double in the next 5 years!

Some of the companies that now offer medical supply and pharmaceutical delivery are:

- Amazon

- CVS

- Walgreens
- UBER



	AstraZeneca 2 moderna	
	Patients	
	ePharmackes Shippers Shippers	
	VCVS pharmacy	
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Timely and safe delivery of many of these prescriptions are vital to patient health, and in some cases can create life or death situations. We believe Meddoora is THE solution to help keep these deliveries protected.

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Other opportunities exist with the Veterans Administration... and in the large and expanding medicinal & recreational marijuana delivery space!



The team at Securum Capsa Inc is focused on bringing our revolutionary products, the ZendoorA and MeddoorA to market as soon as possible. We do have a larger vision for more innovative products that are currently in initial stages of concepting and development. Below are two examples that will give you a glimpse into the future of SCI.





	12.2.17	The inspiration for the ZendoorA was born.
	12.7.17	The first prototype is constructed called the P.R.L., package-receiving locker.
	5.1.18	Securum Capsa was incorporated.
	5.6.18	The ZendoorA S.B.L. patent is filed.
	6.1.18	Friends & family investment round opened – \$1 Million Cap.
	9.25.19	The MeddoorA P.R.L. patent is filed.
	12.1.19	Finalized the pre-production ZendoorA S.B.L. prototype for testing.
	8.20.20	Securum Capsa was granted the full patent for the ZendoorA Smart Box Locker.
	Present	Completed friends & family investment round – Successfully raised \$1 Million.
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Our current plans to utilize the funds raised during this equity crowdfunding campaign allocate dollars, approximately, as outlined below:

- 50% for Product Development, IP/Patents
- 16% for Sales & Marketing
- 20% for General & Administrative
- 14% for Payroll

# **Use of Funds**

Our 1st priority is to refine and launch our first go-to-market product, the ZendoorA<sup>w</sup>. Prototypes will be sent to top ecommerce players for their consumer market testing, along with a local beta test we plan to conduct in the Los Angeles area.





Please note that the following questions and answers can also be found in the "Ask a Question" section of our Wefunder profile by clicking the "Company FAQ" button.



The valuation is based on the company's patents, product portfolio, market size and potential avenues for exit.

What will the funds be used for?

Our first priority is to implement Proof of Concepts (POC's) with our "Retail" Go-to-Market product, the ZendoorA<sup>TM</sup>. Prototypes will be installed with elite eCommerce players to conduct their own market and software compatibility testing, along with a local beta test which will be conducted in the Los Angeles area. Retailers, like Amazon, Best Buy and Walmart, anticipate receiving devices to test the efficacy & reliability of the IP Platform

· When is the current raise set to end? When SCI reaches its goal of \$1.07 million dollars. Our ideal exit is to be acquired by a large eComm retailer. Investors can liquidate their investment in following ways: and in the

1. Selling to an accredited investor with SCI's written approval. 2. Waiting the required minimum of 12 months and selling on WeFunder's secondary market if it is allowing transactions. ransactions. 8. Holding shares until dividends are paid. Dividends are said in accordance with the Board of Directors' approva based on available funds and other factors. There is no guarantee dividends will be paid.

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### **Frequently Asked Questions**

 Are there any investor discounts or incentives? What if I am an accredited investor? Yes, the first \$250,000 receive discounts and there are 'perks' that our investors of all levels are offered which are detailed in the Perks section. If you are an accredited investor, it is best to contact SCI directly before investing.

Who are SCI's competitors from a product landscape?

· How large is the potential market for SCI?

Delivery Safe, LandPort, Package Butler and Parcel Guard are a few competitors. Please see our competitor slide in our story section under ZendoorA.

What are SCI's differentiators that make them rise above their competitors?

SCI's first product, the ZendoorA, is capable of being located/mounted in more locations than our competitors. On a door, wall, gate and garage. The ZendoorA can receive & send out items and be a security device.

Will the ZendoorA come in multiple sizes and versions? Yes, eventually, we have plans to introduce ZendoorA in multiple sizes, however our launch will include one size while we gain market acceptance and adoption so as to minimalize our capital expenditures on prototypes. Once we leave the prototype phase, we plan to introduce at least 4 different sizes.

Market size 250+Million residences (homes, apartments and condos) & 30+Million small businesses. Consumers spent \$861.12 billion online with U.S. merchants in 2020. SCI SECURIM

#### **Frequently Asked Questions**

- Does the ZendoorA fit on all types and sizes of doors? The ZendoorA door bracket accommodates most doors from 36 to 38 inches wide. As long as there are no ornate objects protruding from the outside of the door face more than a quarter inch.
- Could someone break into or pull the ZendoorA off my

While it is always possible for someone to find "creative" means to disloge the ZendoorA and stal contents, we have taken extreme measures to make it very challenging and be a deterrent for any thief. Between the camera that would be recording the perpetrator, and the security that we have connecting the ZendoorA, we believe the risk of a break-in to be far too great for a common thief.

- Does the ZendoorA have an alarm system, or will it alert you if it is tampered with?
- Yes, it has a motion sensor and the external camera showing anyone tampering with the ZendoorA. It will send an alarm notification to your ZenSafe app. How much weight can ZendoorA hold?
- The launch edition can hold up to 30 pounds, future versions should be able to hold greater weight.
- Will I be able to get shipments from different delivery companies, supermarkets and restaurants to the ZendoorA?
- Yes, with the ZenSafe app you will be able to create a unique code for each delivery and will get a notification each time a delivery is made to your ZendoorA, including a confirmation photo of the inside after the lid is closed.

Can I mount the ZendoorA to a wall, gate or garage?

be mounted.

ZendoorA?

Yes, you can. We have brackets for all those locations to

 Can I give someone a temporary code or permanent code to the ZendoorA for access? Yes, the ZenSafe app can generate one-time codes or permanent codes for family or friends you would want to give access to the ZendoorA.

**Frequently Asked Questions** 

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- · What happens if my ZendoorA is full and another delivery is attempted?
- If the ZendoorA is full, the delivery person will be able to contact the owner through the ZendoorA. After receiving instructions they would either leave the item outside the ZendoorA or come back and attempt delivery. Or the owner would have a default setting for this situation.
- Can the ZendoorA be used for apartments and condos? Yes, as long as the apartment/condo association approves the Zendoo
- Can I use the ZendoorA if I have a screen door? Not at this time. We will be working on a screen door bracket in the future.
- Yes, you will get a picture notification to your smart device through our ZenSafe app. Will you have a solar powered version of the ZendoorA?

• Will I be notified when an item is delivered to the

Yes, our future plans include a solar powered option

### **Frequently Asked Questions**

- Does the ZendoorA monitor the temperature inside the box?
- Yes, it will have a temperature and humidity sensor that you can monitor in the ZenSafe app however, you are not able to control or adjust the temperature or humidity levels. · Can a drone deliver packages to the ZendoorA?
- Once the FAA approves drone delivery, SCI will provide a
- Do Lalso need a Ring doorbell if Lhave a ZendoorA? Do lasto needs a king soonten if Takes 2 sensorize how the source of the source of the source of the monitoring your doorstop area, but unlike Ring camera which only monitors your celleviers, 2 modor? A protects them. Ring was purchased by Amazon for 518, and the ZendoorA with similar functionality, plus a lot more, could help save Amazon over 510 Billion a year.

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How does the ZendoorA prevent different delivery companies from stealing packages/items when and package is being delivered?

The Zendoora has an external and internal camera. The The zendood has been extend a dimension climetian climetian internal camera takes a picture every time an item is placed in the ZendoorA. The external camera will have video of the delivery person who made the delivery. You will be able to go back to the video & pictures to determine if someone took an item.



# Downloads

SCI Pitch Deck WeFunder 20210818.pdf