Laundris

Autonomous Inventory Management

2022 American Business Awards recipient for Excellence in Transforming Business.
Stevie Awards sponsored by HCL technologies.

Urgency to Automate in Legacy Industries

Hospitality, Healthcare, Short Term Rentals

11M Hospitality Jobs

Pandemic

Recession Concerns

*Source

Agnostic Software to automate, optimize, and manage Textiles, Labor, Supply Chain.

01 Time

02 Spreadsheet Sprawl

03 Inventory Control

04 Operating Cost

$4.2T* Market

Global Inventory Management Software Emerging Trends

$1T* Market

Global Hotel Sector to Generate $1T in 2022

17 Hospitality Customers

SOHO HOUSE

THOMPSON AUSTIN

LINE

HYATT CENTRIC™

FOUR SEASONS

59,221 US Based Hotels

IHG InterContinental Hotels Group

Luxury

- InterContinental
- Kimpton Hotels & Restaurants
- Regent Hotels & Resorts

Upscale

- hotel Indigo
- Crowne Plaza Hotels & Resorts
- Hualuxe 華亞酒店及度假村
- Even Hotels
- voco An IHG Hotel

Marriott Hotels · Resorts · Suites

Luxury

- The Ritz-Carlton
- St. Regis
- JW Marriott
- Edition
- The Luxury Collection
- W Hotels Worldwide
- Design Hotels

Premium

- Marriott
- Sheraton
- Marriott Vacation Club
- Le Méridien
- Tribute Portfolio
- Westin Hotels & Resorts
- Delta Hotels
- Autograph Collection Hotels
- Renaissance Hotels
- Gaylord Hotels

Hilton Hotels & Resorts

Luxury

- Waldorf Astoria Hotels & Resorts
- LXR Hotels & Resorts
- Signia by Hilton
- Conrad Hotels & Resorts

Upper Upscale

- Curio Collection by Hilton
- Embassy Suites by Hilton
- Hilton Hotels & Resorts
- canopy by Hilton

Target Management Companies

Aimbridge HOSPITALITY

WHITE LODGING

MAKEREADY

CHESAPEAKE HOSPITALITY
experience what's possible.

Benchmark RESORTS & HOTELS

Hospitality Management & Digital Transformational Software Provide Instant ROI*

In-House Inventory Management Tool
4,000 Rooms
8.1% (Operational Tool) 18%-22% (Linen Replacement Savings)
$1M Annual Savings - CPOR

*Source: Independent Study conducted by Anderson Textiles & Consulting July 2022

Simple Dashboards with Actionable Steps

Reports

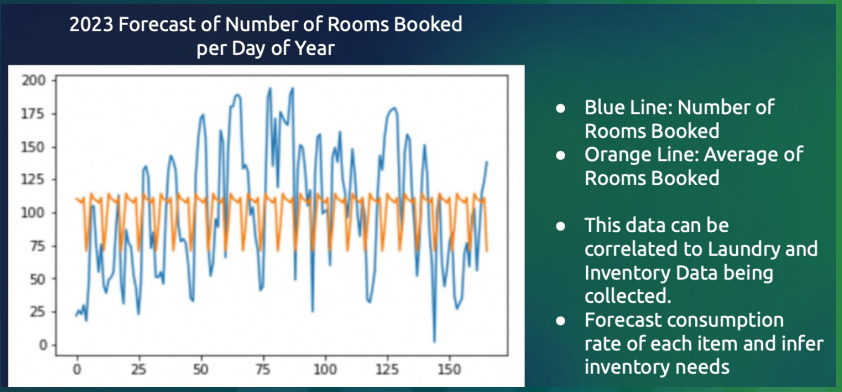
Analysis

Updates

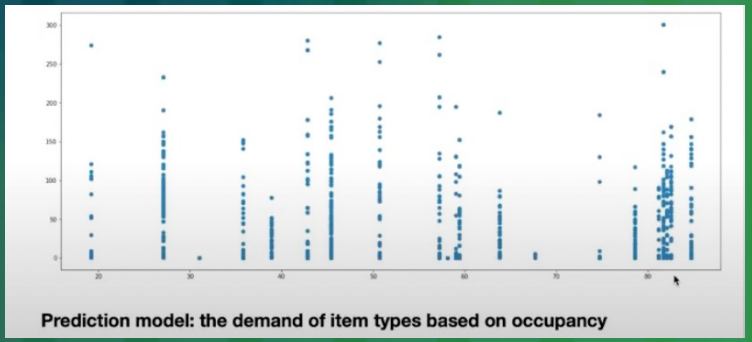
Engagement

Productivity

Guest Satisfaction



- Blue Line: Number of Rooms Booked
- Orange Line: Average of Rooms Booked
- This data can be correlated to Laundry and Inventory Data being collected.
- Forecast consumption rate of each item and infer inventory needs



"The Laundris platform is a game changer for the hospitality industry."

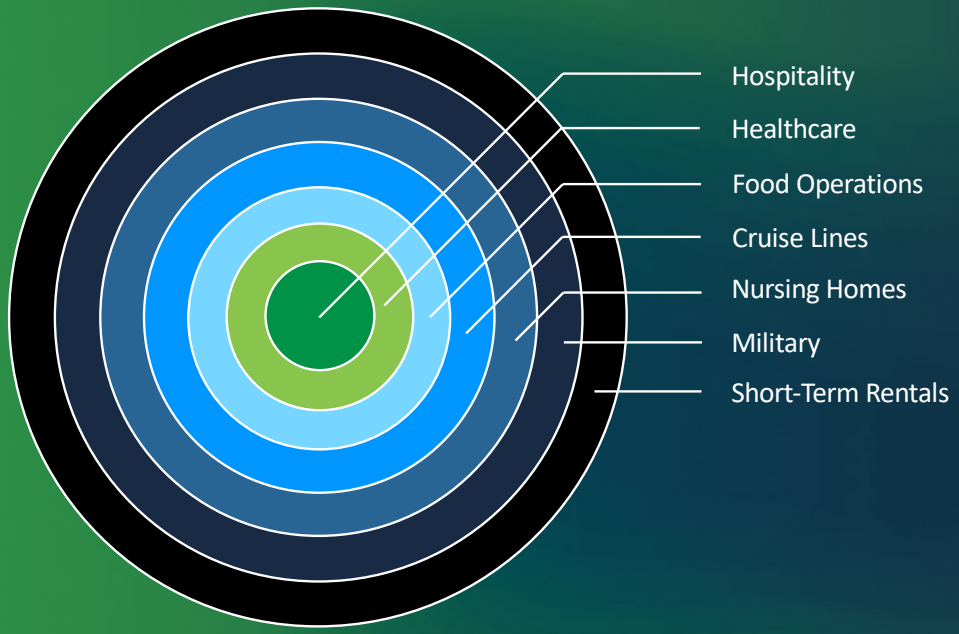
-Eugene M. GM Hyatt Branded Hotel

Patented Autonomous Software Platform using Artificial Intelligence + RFID Technology

Competition Matrix

	ASSET MANAGEMENT	PORTFOLIO AGGREGATION	SUPPLY CHAIN AUTOMATION	OPERATIONS STREAMLINE WITH AI/ML
Laundris	✓	✓	✓	✓
InvoTech	✓	✗	✗	✗
FOUNDATION LOGICSYSTEMS	✓	✗	✗	✗
LinenMaster	✓	✗	✗	✗

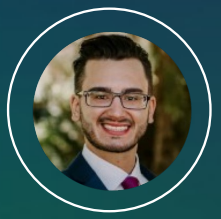
Software to Track Linen is Only the Beginning.



Core Team

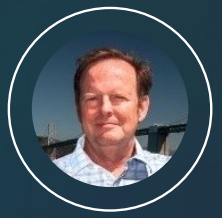
Don Ward
Founder & CEO

Joey Dominguez
Co-Founder & Ops



Mike Rispoli
Product Engineering

Nelson Tao
Business Development



Dr. Cas Milner
Advising CTO

Hospitality

Healthcare

Short Term Rentals

Military

Black Founders Fund
Google for Startups

ALCHEMIST ACCELERATOR

CAPITAL FACTORY

Transforming enterprises for the next decade, today.
HCL

SaaS Go To Market

$750K

2023 SaaS Based revenue

$3M / $4.5M*

2024 SaaS Based Revenue

$36M

2028 SaaS Based Revenue

59,221 Hotels in US

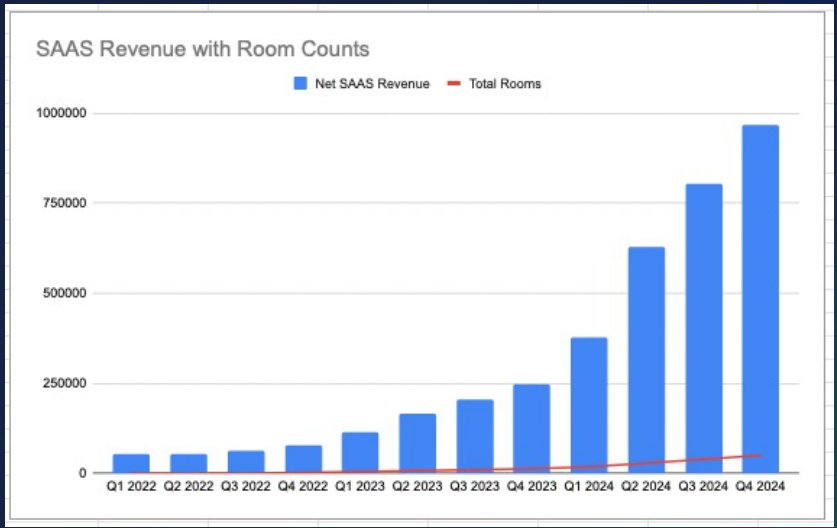
New Development (45 Days)
Capex projects
Rinse and Repeat for Healthcare, STR's

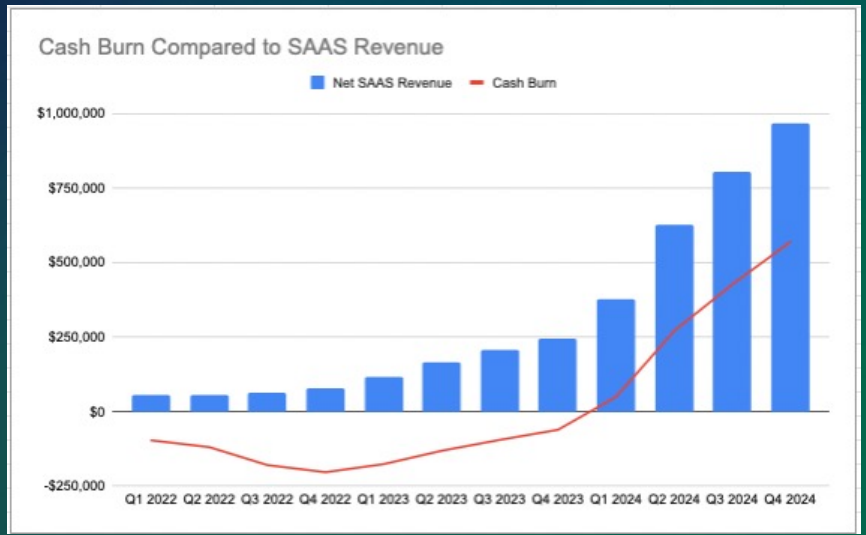
$18k ARR Average
300 Room hotel
80-90% Gross Margin

Replacing Services with SAAS

* Healthcare, Partner/Channel Sales, Vertical & Horizontal Scale

2022 – 2024 Forecasts





Milestones & Funding
* Platform Currently @ 70% Completion
$500k = 6 months of Runway and 100% Completion of Platform including Supply Chain
$1.5M = 12 months of Runway and 100% Completion of Platform including Supply Chain, Core Team, Break Even
$3M = 24 months of Runway and 100% Completion of Platform including Supply Chain, Core Team, Break Even, Market Domination, $7M in Revenue

Laundris

Don Ward

Founder & CEO

Black Founders Fund

Google for Startups

Former Sales Representative for:

Microsoft IBM

2022 American Business Award Recipient : Stevie Awards presented by HCL Technologies
Top 30 Black Founders in America to watch in 2021: Google
Top 21 Austin Entrepreneurs to watch in 2021: Austin Business Journal
2020 A-List Awards: Austin Chamber of Commerce
Inventory Management Patent: USPTO granted non-provisional May 2021
2021 Entrepreneur in Focus: University of North Texas G. Brint Ryan College of Business
Microsoft Marketplace, AWS, and Google Cloud

Laundris
Appendix

Integrated Hub & Spoke Platform

B2B Enterprise Software that provides real time business intelligence on data from connected Things

Connected Era

Data/Analytics

ROI + Automation

Industry & Vertical Experts

Supply Chain

David Johnston

Hospitality

Barbara Dela Cruz

Facility

Sheldon Anderson

Additional SME's

Healthcare

Short Term Rentals

Military

Distribution & Channel Partners

Technology

Microsoft Azure Cloud & ISV

HCLTech – Service Provider

Oracle Netsuite & Oracle Opera Integration

Textile Distribution

Venus

RFID Tag/Scanners

Datamars

Installations

2G Consulting

Our Plan

A+ Team Members
2 Sales Reps (END OF YEAR Budgeting)
Lead Engineer
1 Implementation Manager
Chief of Staff - Operations
Customer Support
Hubspot Integration

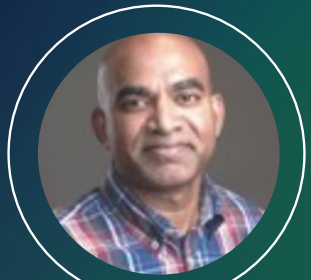
Extended Team

Arun Prakash

The Boring Company CFO
Laundris Board Member

Dr. John Butler

University of Texas
Laundris Board Member



Sri Kamma

Artificial Intelligence
Architect

Jamar Beall

Deepwatch
Cybersecurity

Tim Chou

Author, Stanford Professor, and
Precision Technology Mentor

Right Time, Right Infrastructure, Right Software.

Sept 2021

Panasonic Completes Acquisition of Blue Yonder.

Industry Technology Introduced for RFID Tagging on Production Line

Spring 2022

HID Global acquires InvoTech Systems to Broaden Its Leadership in Commercial Laundry Management Solutions

HID Global acquires Technology Solutions (UK) Ltd, Adds Ruggedized Mobile RFID Readers to its Broad Identification Technologies Portfolio

HID Global acquires Vizinex to Expand Portfolio of High Performance Passive RFID Tags

Fall 2022

Walmart to use RFID TO IMPROVE 'Store Level' Inventory Accuracy in Home Goods, Consumer Electronics.

Sustainability

Less Water

Precision Technology

Less Gas & Pollution

Less Waste

Less Electricity

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