

# Instructions On-Tap

The QR Code Alternative For Increasing Engagement in the Real World

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## The Right Team

Strong experience in product execution & value creation



Sean Jackson, CEO

Full-Time

Co-founder of Copyblogger Media Grew SaaS business from \$0 - \$60m Patented inventor – search algorithm



**Daniel Reiling, CTO** 

Full-Time

Head of Software Engineering, Volcon 8 yrs IoT development Consumer App/Product Experience

## **Traction To-date**



## **Funding**

\$155,000 from 6 angels



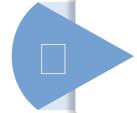
#### Launched

**January 2023 – v1** 



#### **Customers**

On-premise and in-person business use-cases



#### Revenue

\$1,500 actual



**How It Works** 

**Jane Thompson** 

Property Manager

**Pain Point** 

Guest Confusion = Bad Reviews

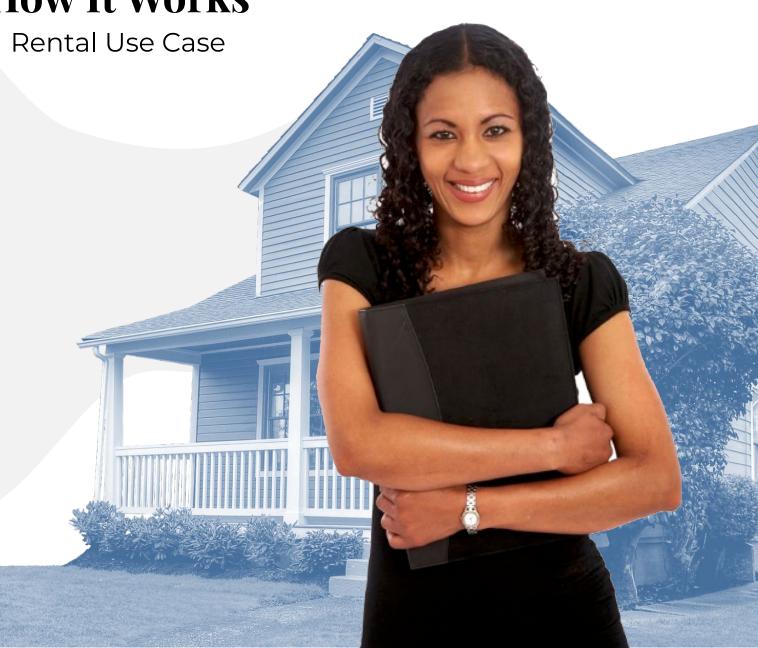
#### **Decision Drivers**

Looks Cool (no ugly QR code)

Easy To Setup

Simple to Manage

Affordable





# Competition

	Vitag	QR code	Apps	E Paper
Cost Per Display	\$4.99 NFC tag	\$0.18 Adhesive label	\$0	\$5 - \$50
Cost to Manage / Display	\$12 / month Unlimited	\$15 / month \$0.30 per QR code	\$19.95 / month Per Property Pricing	Varies By Time
Info Access Time	2 sec.	5 sec.	30+ sec.	immediate
<b>Deployment Time</b>	minutes	hours	days	hours
<b>Turnkey Solution</b>				
Mobile Admin				
Simplicity				

## **Revenue Model**

SaaS Recurring + Transactional

\$474 LTV

\$50 / order + \$4.99 MRR

Revenue

**\$95** CAC

\$40 Online Ads

\$55 Free:Paid

**Acquisition Cost** 

**\$758M**SOM

1.6M Properties meeting market profile for use

N.A. & E.U. & LatAM Market Size

# Why Now?

#### Contactless Information Exchange Growing







#### **Opportunities**



Generic & Cheap

Slow & Cumbersome

Multiple Tools Required



Digital Markets Act
Opens Apple NFC API
More innovation in NFC



Expensive
Limited Uses
Poor Form Factor

# **Competitive Advantage**

Unique Proprietary Platform



# \$500,000 Pre-Seed Round

\$155,000 Invested to-date by 6 angel investors

### Use Of Funds

Online Ads \$114,000 PR & Outreach \$8,000

Tags \$10,000

Operations \$213,000

## Key Milestones

Tag Revenue \$299,176
App Subs. Rev. \$91,756
Subscribers 962
MRR \$4,807
V1 Desktop June 2023

## Next Steps

Run-rate 6 months
Seed Round \$3,000,000