

# The "No-OpEx" Disruption

OverIT is acquiring 455 Glen Iris Dr NE, Atlanta to launch a flagship "Experience Center". We displace legacy vendors by eliminating monthly fees, creating a recession-proof revenue model backed by solid real estate.

## LOAN REQUEST

**\$640k**

Acquisition & Buildout

## PROPERTY VALUE

**\$800k**

51%+ Owner-Occupied

## THE ADVANTAGE

**Shared OpEx**

4 distinct revenue streams

## MIN DSCR (FLOOR)

**2.61x**

Exceptional repayment capacity



# Frictionless Synergy

Any one of our four business lines has the margin capacity to repay this debt. Operating them under a single facility overhead drastically lowers the breakeven threshold and captures every stage of the B2B customer lifecycle.

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## PILLAR 01

### Zero-Inventory Retail

A physical showroom for the UniFi ecosystem. We hold no local stock, eliminating inventory risk entirely.

- ✓ 10% drop-ship commission
- ✓ Corporate-gifted displays



## PILLAR 02

### HOA/Condo Retrofits

The "DoorKing Killer". We rip out legacy entry systems, eliminating perpetual monthly telecom/software fees.

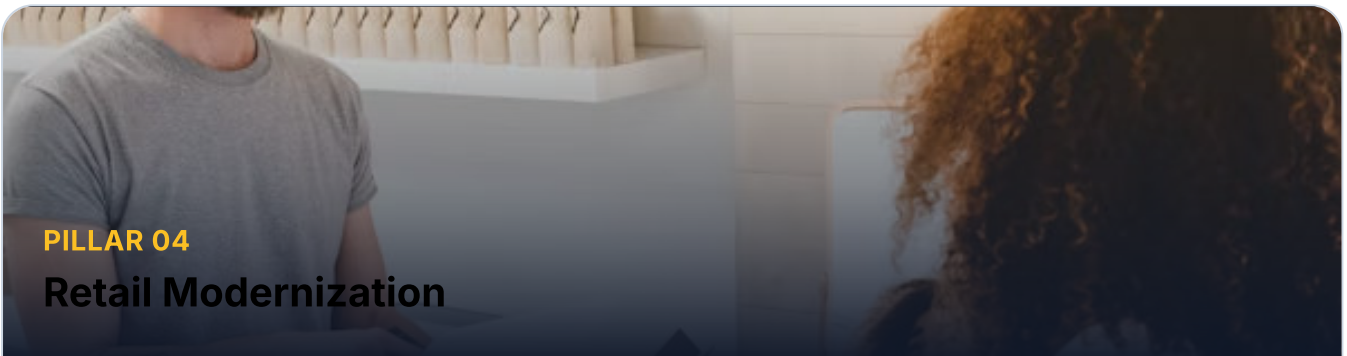
- ✓ Counter-cyclical demand
- ✓ High-margin design fees

### PILLAR 03

## National Training

Official Ubiquiti certification courses. Utilizes the Experience Center after hours for high-margin tuition.

- ✓ Covers base debt alone
- ✓ Feeds Alumni network



### PILLAR 04

## Retail Modernization

Standardized network and security hardware rollouts for multi-location (10-50 site) retail/restaurant brands.

- ✓ 15% scale uplift model
- ✓ Showroom builds trust

## Why We Win: Eliminating OpEx

In a high-rate environment, property owners are desperate to cut monthly operating expenses. We replace legacy analog systems and

modern VC-funded subscription traps with a pure CapEx solution.

## The DoorKing Killer

Mid-Market Multi-Family

3-YEAR SAVINGS

**77%**

## The ButterflyMX Disruptor

Luxury Multi-Family

3-YEAR SAVINGS

**\$16.8k+**

## Incubating the Next IT Workforce

We do not employ a massive army of W-2 installers. Instead, we use our facility to train, certify, and empower independent IT professionals.

**The Multiplier Effect:** Once students graduate with official Ubiquiti certifications, we feed them the localized installation work from our Retrofit and Retail B2B sales pipelines.

This loan doesn't just fund a building; it funds an engine that creates tax-paying, independent small business owners across the region.

### CERTIFICATIONS GRANTED



UFSP

UniFi Full Stack Pro (UFSP)



UWA

UniFi Wireless Admin (UWA)



UNP

UniFi Network Pro (UNP)



UBW,

UISP Broadband Admin

# Ability to Repay: Interactive Modeler

Stress-test the business model against the \$55,200 annual debt service.  
Adjust the levers to view real-time DSCR.

## SELECT SCENARIO

- Conservative (Floor)
- Base Case Expected
- Stretch Goal

Conservative Floor: Based solely on minimum viable capacity of the Training Studio and standard Enablement. Assumes ZERO revenue from massive retail rollouts.

GROSS MARGIN

\$0

Annualized

EST. NOI

\$0

Margin less Facility OpEx

DEBT SVC COVERAGE

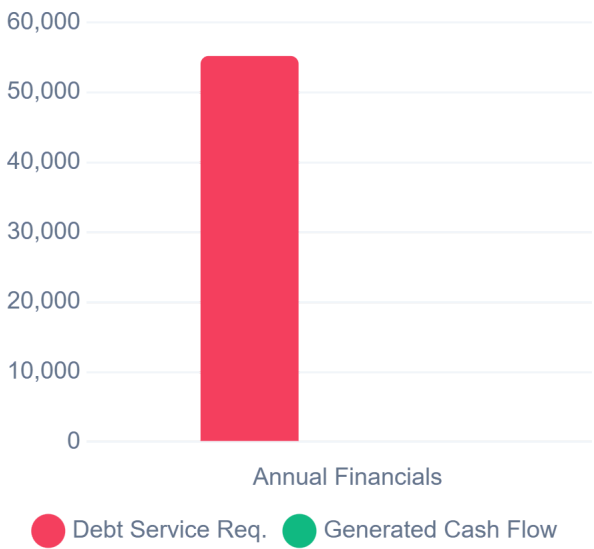
0.00x

Target: >1.25x

REVENUE MIX



NOI VS DEBT SERVICE



# At the Helm

Cameron  
Champion

## Cameron Champion

FOUNDER

Bringing decades of enterprise technology leadership, Cameron previously scaled an organization to over 1,500 employees. He is a recognized Ubiquiti-Certified Trainer applicant and the founder of WiFi-U. His technical vision ensures that the Experience Center serves as an elite incubator for the next generation of IT talent.

### USE OF FUNDS

Real Estate Acq.	\$640,000
Improvements	\$50,000
Working Capital	\$110,000
Total Project	\$800,000



# Canvas : The Power to Create

## A LETTER TO SUPPORTERS & INVESTORS

Should you choose to invest in this plan, you should know who will be responsible for your investment, what guides me through the unknown to come, and how our efforts will make a difference even in the face of the worst of circumstances.

My journey taught me early that no barrier stands between me and my goals – except the ones I believe are there. My mentors have shown me that loving without expectation is the only force capable of healing the soul. Curiosity or taking on challenges simply for the sake of doing so is all one needs to bring excitement for what tomorrow may hold.

At all times, and especially when you don't know what to do, just treat others as you'd like to be treated. My grandmother taught me that these ideas transcend culture, religion, language, and time. And most importantly, she said, never forget who you are... because people need you to be you.

When the chosen family of creators who collaborated in building my past ventures were harmed, I stopped creating and lost myself in pursuit of the person who chose to harm them. That period of darkness—waking each day to fight for the return of something stolen—was a profound lesson. I realized that when creators choose to fixate on loss more than the act of creating itself, we inadvertently render ourselves inconsequential to all those who we may otherwise have benefited.

*"I wasn't responsible for the theft... My responsibility was to continue to guide, inspire, and remind you all to keep creating."*

### **To all who have given of themselves to resource this endeavor:**

The mission of this institution will leave those in its wake better. Better for having experienced it themselves, and better able to positively impact others. We build this in admiration of all the truly rare humans who build

lasting legacies that serve communities. Success is measured by inspiring this in others and enabling them to do the same.



## **Cameron Champion**