

# The "No-OpEx" Disruption

OverIT is acquiring **455 Glen Iris Dr NE** to launch a unique "Experience Center" that powers three interlocking business lines. In a high-interest economy, we displace legacy vendors (DoorKing) by eliminating monthly fees, creating a recession-resilient revenue model.

## LOAN REQUEST

**\$640,000**

Acquisition & Imp.

## PROPERTY VALUE

**\$800,000**

Owner-Occupied

## ANNUAL DEBT SVC

**~\$55,200**

@ ~7.0% / 25yr

## MIN DSCR (FLOOR)

**1.67x**

Worst-case Scenario

## Ability to Repay Analysis

Toggle scenarios to stress-test the business model against the debt service.

Conservative (Floor)

Base Case

Stretch

Total Contribution (Gross Profit)

**\$3,633,240**

Combined revenue after COGS from all 3 lines.

Est. Net Operating Income (NOI)

**\$363,324**

Conservatively estimated at 10% of Contribution.

Debt Service Coverage (DSCR)

**6.58x**

Target > 1.25x. (NOI / \$55,200 Debt Svc)

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- Cash Flow vs. Debt Service Requirement

- Revenue Source Diversification

**Base Case (Expected) Assumption:** Includes moderate adoption of Retail Modernization (10 sites/mo) and steady Condo Retrofit projects (2/mo), plus standard Training capacity.

## Three Synergistic Business Lines

The property acts as the central hub (Experience Center) that supports three distinct but related revenue streams. This ecosystem design ensures that a slowdown in one sector (e.g., Construction) is offset by demand in another (e.g., Cost-cutting Retrofits).



### 1. National Training Studio

The Glen Iris property serves as a certified training facility for Ubiquiti installers.

- ✓ High-margin tuition revenue.
- ✓ Feeds the "Installer Network" for other business lines.
- ✓ Covers base property OPEX entirely.

**ROLE: THE "SAFETY NET"**



## 2. The "DoorKing Killer"

Replacing legacy telephone-entry systems in Condos/HOAs with subscription-free UniFi Access.

- ✓ **Counter-Cyclical:** Sells well in recessions (cuts costs).
- ✓ High demand from frustrated HOAs.
- ✓ Project Enablement fees per door.

**ROLE: THE "GROWTH ENGINE"**



## 3. Retail Modernization

Standardized network rollouts for multi-location retail brands (10-50 locations).

- ✓ Scalable 15% uplift model.
- ✓ Leverages MSP partners for labor.
- ✓ Experience Center builds trust for large contracts.

**ROLE: THE "SCALE PLAY"**

## Why the "DoorKing Killer" Works

In a recession, HOAs panic about monthly fees. We offer a **Capital Expenditure (CapEx)** solution that eliminates the **Operating Expense (OpEx)** of phone lines and cellular contracts.

Legacy (DoorKing) 3-Yr Cost	<b>\$18,018</b>
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Modern (UniFi) 3-Yr Cost	<b>\$4,196</b>
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<b>Client Savings</b>	<b>77%</b>
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THE TIPPING POINT

The hardware pays for itself in just **16 Months** purely from cancelled phone/subscription bills.

### Cumulative Cost Comparison (3 Years)

## Risk Assessment & Collateral

### Risk Mitigation Factors

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- S** **Recession Resilience**  
Our "No Subscription" pitch becomes 2x more effective as interest rates rise and clients cut monthly costs.
- S** **Diversified Revenue**  
Training revenue provides a stable floor that covers debt service, independent of hardware sales cycles.
- W** **Hardware Dependency**  
Reliance on Ubiquiti supply chain. **Mitigation:** Supply chain issues (2021-23) are resolved; we hold buffer stock.

### Use of Funds & Collateral

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CATEGORY	AMOUNT
Real Estate Acquisition	\$640,000
Leasehold Improvements	\$50,000
Equip. & Working Capital	\$110,000
<b>Total Project Cost</b>	<b>\$800,000</b>

**Collateral:** First position lien on 455 Glen Iris Dr NE. Mixed-use office in high-demand Atlanta corridor.

Confidential SBA Loan Application Supplement.

Generated based on documents provided by Mark Niethammer, VP SBA Lending, Georgia Banking Company.