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# **Executive Summary**

Gluon's platform establishes an interconnected network of vehicles where individuals and businesses can monitor, track, tune, and diagnose the issues on them. Despite recent advances in automotive technologies such as self-parking and self-driving vehicles coupled with the improvement of alternative fuel sources, passenger vehicles have been largely left out of the connectivity discussion. Using the Gluon platform (IoT, Cloud Platform, AI, and Blockchain), individuals and businesses are able to compete and benefit from a rapidly changing marketplace. Even with the advent of the Internet of Things, most vehicles today utilize technology to track and report on one vehicle at a time, and only when they are at the repair shop.

With Gluon's platform -individuals and businesses can connect their vehicles and businesses with manufacturers, parts suppliers, repair shops, and other service providers within the network. Not only can customers diagnose their own vehicles, order parts, and request bids on repairs, but they can schedule repairs and exchange payment for services and goods. Consumers can tune their vehicles for optimal performance and regulate their use. Repair shops can diagnose vehicles more costeffectively and accurately order the correct parts. Vehicle service records, repairs, diagnostics, smog tests are all stored in the Gluon secure blockchain based on the Stratis Platform.



# **Executive Summary Continued**

Consumers and businesses are given the flexibility and security of exchanging payment in cryptocurrency, or traditional forms of payments. Businesses can also promote their shops to new markets and auto parts distributors can track and distribute parts more efficiently. Gluon is issuing its own utility token for consumers and businesses to use within the platform or through any third party that adopts usage of it. We want to develop the automotive marketplace with a robust solution.

Gluon's model is based on generating multiple revenue streams including, but not limited to, hardware sales, software subscriptions, advertising, monitoring services, diagnostic services, data services, e-commerce part sales, and blockchain transaction processing. Gluon products will enable developers to create ancillary applications that will run on the platform, enhancing its functionality and broadening its appeal.



### Problem: Vehicles are Disconnected

Current solutions are limited in scope and there is no all-inclusive platform, which largely leaves vehicles disconnected from the interconnected world.

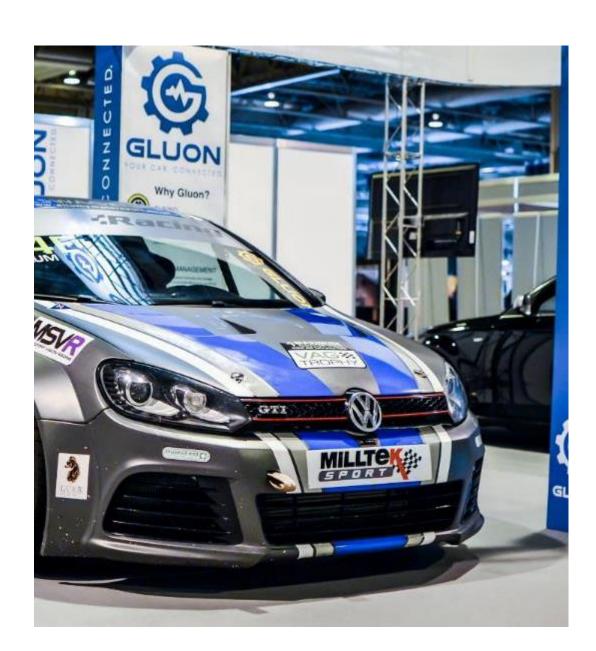
Our Vision: connecting vehicles to an interconnected world.





**GLUON** 

# Background



Gluon was formed in 2014 as an idea to create a tool capable of reprogramming a vehicles engine control unit (ECU). From that point, the founders believed that such a versatile and multi-faceted device when plugged into vehicles could revolutionize the marketplace, unifying an industry that has largely been compartmentalized. The idea for an all-inclusive tool and platform to connect three main markets (manufacturers, distributors/retailers and consumers) was launched.

To date, Gluon has raised over \$2m in venture funding for research and development. With this funding, Gluon developed FCC certified hardware, iOS/Android applications, a web platform and cloud infrastructure to connect the three markets identified. Gluon retained Stoel Rives, LLP to file two patent applications for its technology and designs.

After exhibiting at the Autosport Show in Birmingham, SEMA show in Las Vegas, and the Blockchain Expo in Santa Clara, Gluon has secured numerous deals for its solutions in the USA, Japan, UK, Sweden and India.

Our founders are highly successful entrepreneurs with decades of diverse experience from automotive parts manufacturing and distribution, to ecommerce and banking platform development. Founders have generated approximately \$1B in revenue through previous and existing businesses. The current core team was assembled with growth and scalability as a core specification.

# Core Intellectual Property and Technology Stack

- U.S. Patent Application No. 15/012,070. For: SYSTEM AND METHOD FOR TUNING A VEHICLE ENGINE CONTROL UNIT
- U.S. Patent Application No. 29/614,997. For: VEHICLE DIAGNOSTICS DEVICE
- Mark I OBDII Hardware with FCC/CE/E24 certifications for Hardware
- Mark II OBDII Hardware in Development Phase
- Cloud Server
- Wi-Fi/Cellular/Bluetooth connectivity
- Platform API's
- Web Portal
- iOS and Android Applications



# Market Size

The total market for Gluon consists of every vehicle built after 1996. As of 2012, this was approximately 1.115 billion vehicles

In the United States alone, 11.7 million vehicles were produced in 2014. According to the United States Department of Transportation, over 90% of U.S. households own a vehicle, and 57% of U.S. households own two or more vehicles.

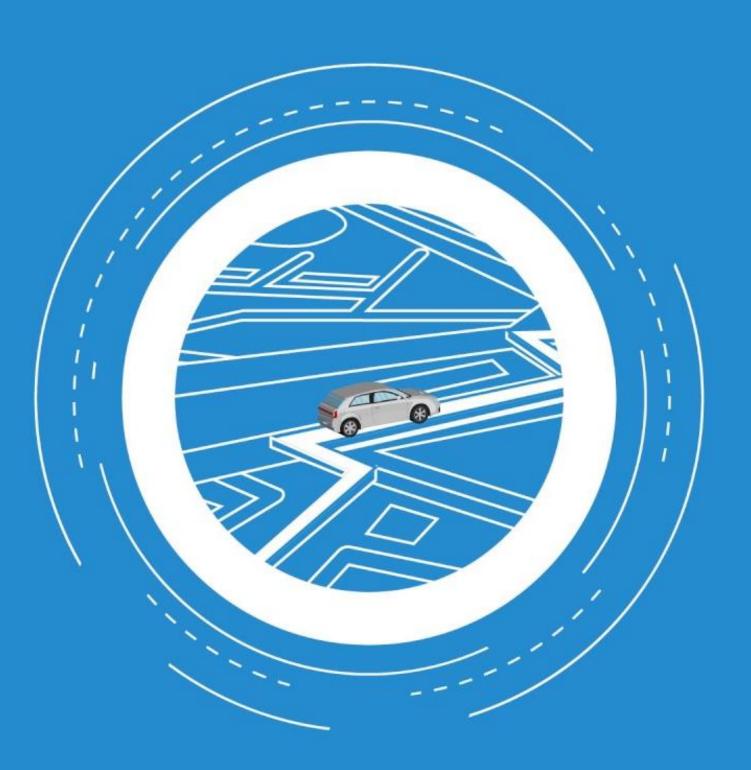
By connecting the vehicle ownership, diagnostic/maintenance, repair and payment process end-to-end, Gluon is able to generate revenue from multiple markets and through endless ancillary industries.



### The Consumer Market

Since 1996, not only have vehicles become increasingly sophisticated, but their repairs and maintenance have also increased in complexity. It's more important than ever to actively monitor your vehicle so that you can make necessary repairs before the problem becomes bigger and more costly.

Gluon products provide consumers with the ability to stay on top of their vehicle health, consequently, minimizing the need for unnecessary repairs. The average consumer is no longer simply content with their vehicle just getting them from point A to point B. Today's sophisticated automotive consumer wants to know where their vehicle is if they're not in it, how well it is performing, and how it can perform better. With population growth in most areas around the world, our commutes are largely increasing in either distance or time. The increased wear on vehicles will eventually need to be addressed and maintenance costs minimized.

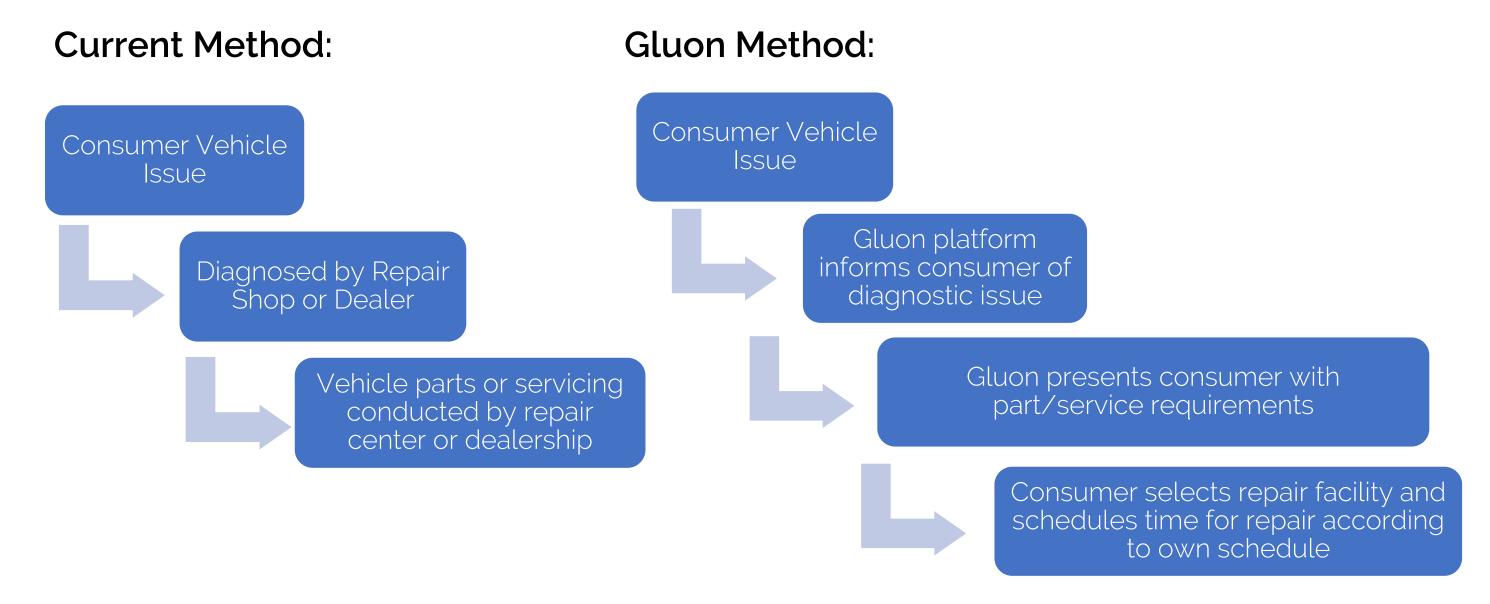




# Monitoring

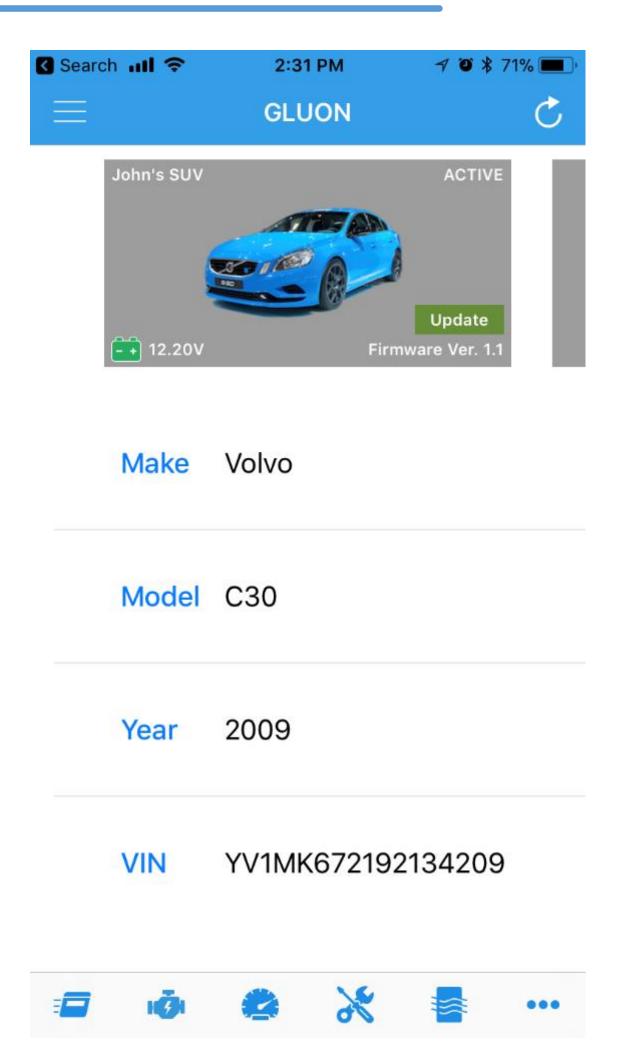
Today's vehicles have grown in terms of complexity. The average vehicle is capable of producing thousands of different error codes, gauges, and messages that can be displayed only to repair shops or dealers with specialized tools to plug into the vehicle.

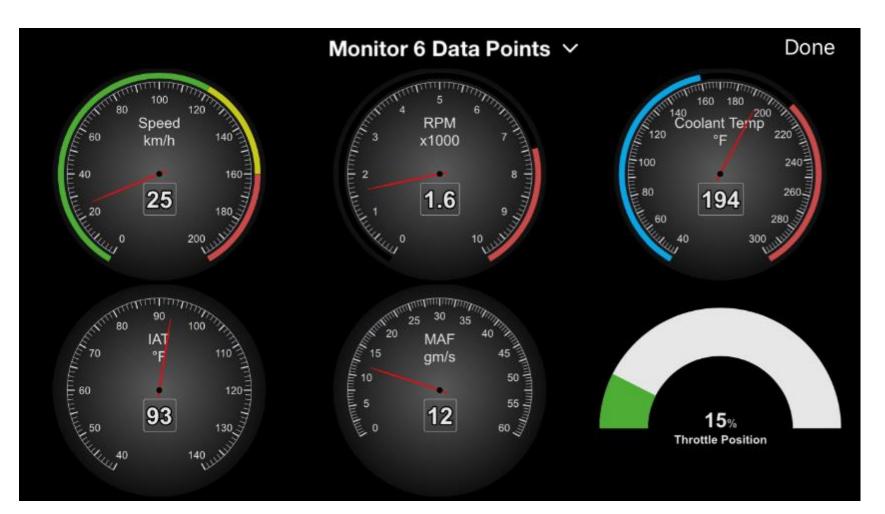
Gluon products bring this information to the vehicle owner's tablet or smartphone. We translate the "check engine" light into an actual error code with suggested parts and repairs. Advanced safety features, such as backup cameras, lane sensors, collision detection, and parking assist will be integrated into the Gluon platform and are on our project's development roadmap.

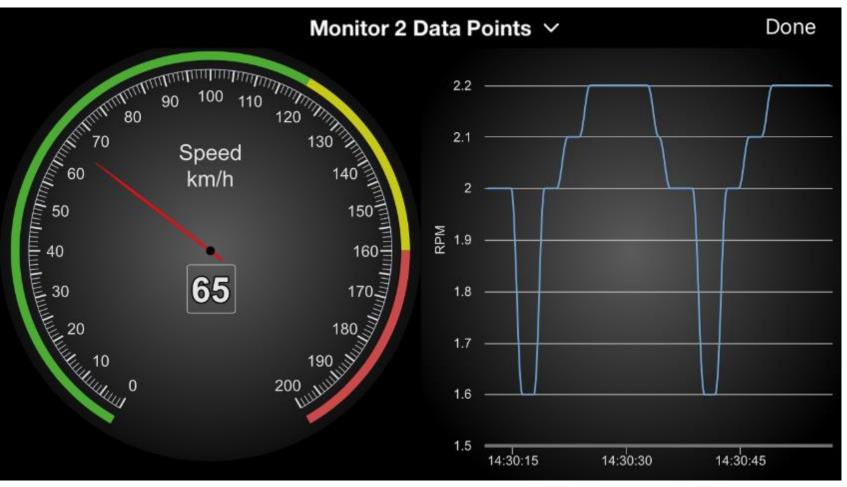




# Diagnostics



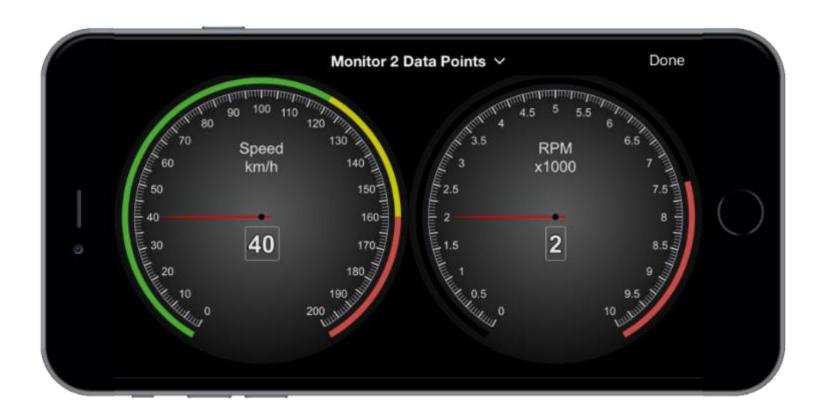


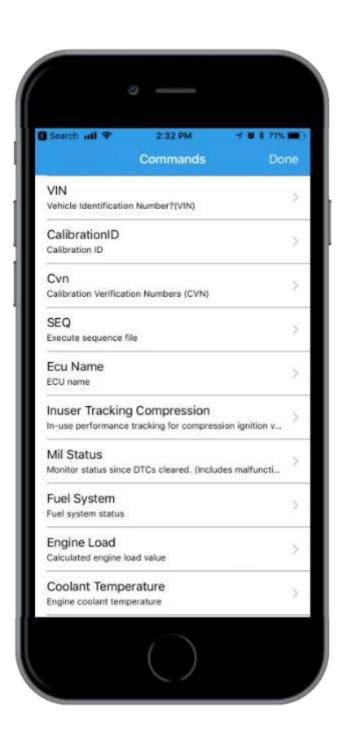


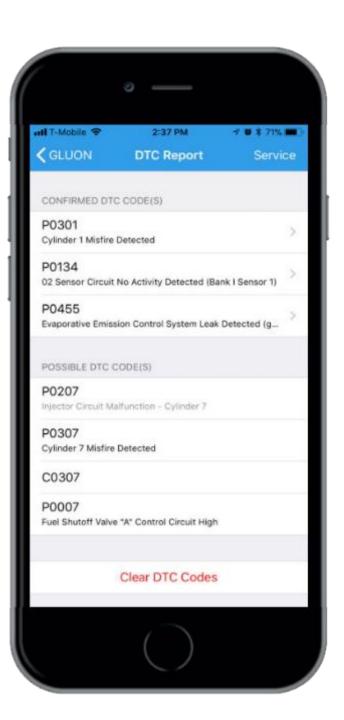


# Diagnostics

With Gluon products, consumers and fleet managers can now get diagnostic information as well. Gluon devices pull the diagnostic trouble code, or DTC, from the vehicle and translate it for the consumer. The consumer will know what the problem is before they get to the repair shop. They will also know which parts are necessary to fix the problem. The consumer can even order the parts through the app, potentially saving them hundreds or even thousands from unscrupulous mechanics. We believe you should not be charged for what you don't need, and empowering our consumers with this knowledge will help them curtail these sort of repairs.





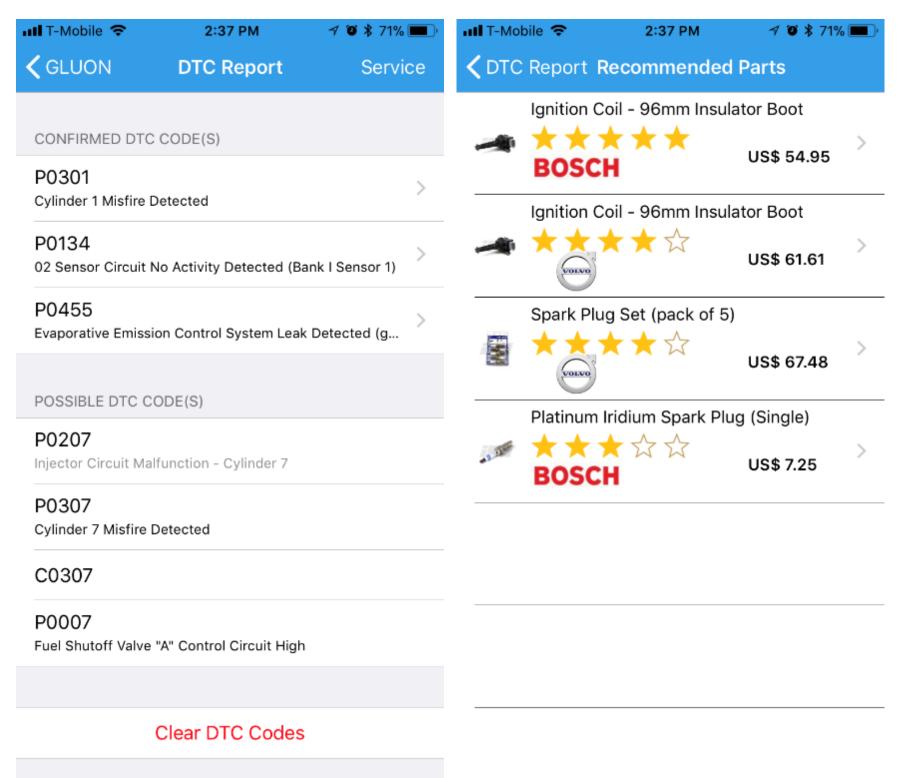




# Diagnostics

What is more frustrating than the 'check engine' light? Is the engine about to overheat? Is the block going to crack? Will I be left on the side of the road? Or is it simply that the attendant forgot to tighten the gas cap after the last fill up? Believe it or not, this is a common cause of that pesky 'check engine' light. The vast majority of drivers do not know what the 'check engine' light indicates, or how to find out what it means. They either ignore it, or go to the nearest repair shop with no idea what could be awaiting them.

Some vehicles may have more complex display screens that can show error messages with more information, however, the majority of vehicles on the road today only give you a yellow triangle and in order to learn what the error is, you need to plug in a diagnostic tool into the OBDII port. Even after repair shops run diagnostics, it may still not be



enough information for the driver to determine if the problem is urgent and how much it is likely to cost to repair it.

Gluon products can even monitor and diagnose multiple vehicles remotely. Vehicles that have an OBD (on-board diagnostic) II port, which includes any vehicle sold in the United States since 1996, provide self-diagnostic information about the vehicle to the repair technician.

GLUON

### Emissions Control

Over the past few decades, countries around the world have implemented emissions control standards into their vehicle registration process. All non-electric vehicles at one point or another will have to pass an emissions test. Certified stations throughout the country require the vehicle owner to bring their vehicle at set intervals and to pass their test. If the vehicle does not pass the test, then repairs are required.

The old testing method was to enter the vehicles information into a computer system and put an emissions sniffing tube into the tailpipe. New vehicle testing equipment has largely been adopted that plugs into the OBD port of the vehicle and conducts a series of tests. The vehicle either passes or fails the test and a report is given to the consumer to provide to the registration body.

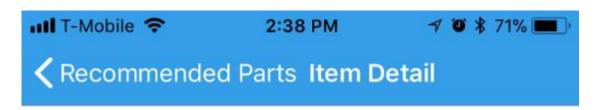
Gluon's solution is to empower the consumer to test his or her own vehicle using the Gluon hardware and platform. We have currently implemented the California SMOG requirements into our device and will be applying for state certification in 2018. Our goal is to prove to the government authority that Gluon can conduct emissions tests in a far more reliable and secure manner. Gluon's device is already capable of running the same emissions test that a shop would conduct. Our goal is to put this technology into the consumers hands and write the test records into a private blockchain built on the Stratis platform. Unlike a centralized machine or database, a record written into the blockchain is cryptographically verified, and bad actors or data can be identified immediately. Centralized computers can be hacked and/or tampered with, the Gluon system eliminates a good deal of these issues.

Until adopted by local governments, Gluon can still provide its consumers a fast and simple way to check or actively monitor their vehicles emissions without having to schedule time and visit a service center.

# Enterprise Users

Gluon runs a success based business model for our enterprise solutions. Our goal is to provide manufacturers, distributors, retailers, and repair shops with solutions such as a backend office system and hardware to replace or augment their existing system. The software is always up to date as the repair shops access it from the cloud. We envision that our platform will be provided to these users without any upfront fees. Our goal is to maximize our footprint around the world with as many adopters as possible by increasing our product and service offering to our consumers. In return for access to data such as part usage, parts inventory, scheduling and payments, the enterprise users can cut costs and receive an increased ability to connect with consumers and their supply chain.

By connecting manufacturers, distributors and repair facilities, we are able to connect consumers with solutions that are not available within the industry. We connect the entire ecosystem by essentially bringing the consumers to the platform far more efficiently than any other solution available in the industry.



Ignition Coil - 96mm Insulator Boot



**BOSCH** 

US\$ 54.95



Cross Reference

8677837, 0221604010, 30713417, 00082, 72953007001

#### **Item Description**

Gluon SKU#: 112278

Classification: Repair & maintenance

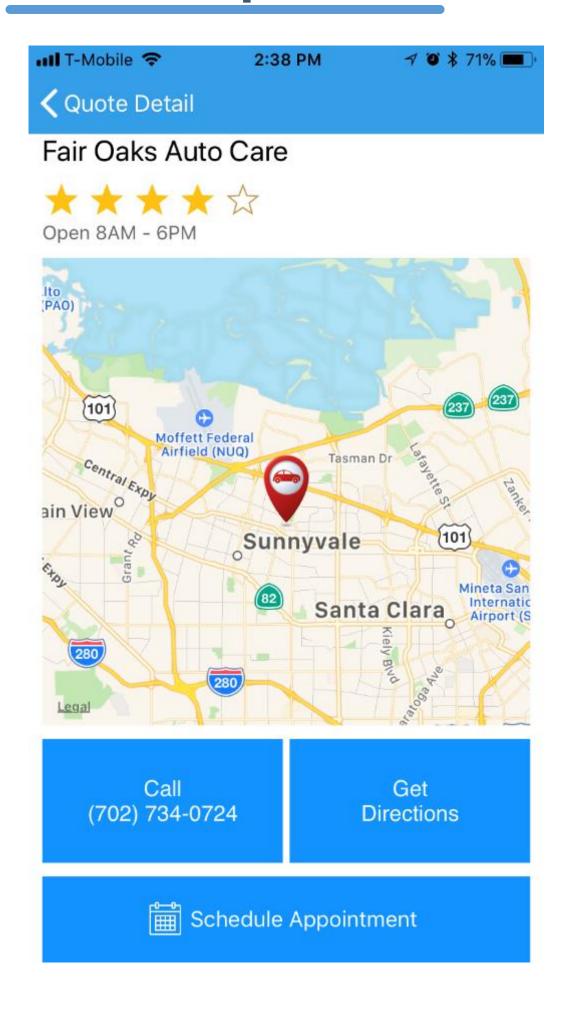
Quality: Better (OE) Brand: Bosch Color: Black

Units Per Car: ONE PER CYLINDER Warranty: One Year Parts Warranty Specifications: 96MM INSULATOR BOOT

Add to Cart



# Enterprise Users



By and large, orders and inventory control needs to take place in secure and trusted transactions. By implementing blockchain to enhance the Gluon system, our customers will be increasingly able to ensure accurate and trusted information retrieval. In addition to emissions records, we have worked with large fleet management companies that are regulated by multi layers of government oversight to maintain their fleets. Using our blockchain and hardware, we will be implementing automated vehicle checks and only exceptions will be manually inspected and recorded into the record.

Gluon will introduce its own utility token (GLU) to allow businesses and individuals to conduct trusted, fast and secure transactions within the entire ecosystem. Our token users will receive deep discounts from participating manufacturers, distributors and retailers in addition to discounts from Gluon for its products and services.

Our enterprise solutions users will now have the ablity to accept payment methods such as Bitcoin, Stratis, GLU and others once they are supported.



# Fleet Management

The most important factor for a fleet is to keep it healthy and moving. Our enterprise solutions allow carriers to utilize parts ordering, vehicle monitoring and diagnostics in order to ensure that if a vehicle does go down, the parts and repairs are a click away.

During our development phase, Gluon partnered with many large fleet organizations to develop its solution and platform. Our main objective was to keep the fleets moving and to ensure accurate and reliable records. One of our beta test clients operates a Para transit company that is required to keep records before and after a vehicle leaves the facility. These records were kept manually by filling out a written form and keeping it on hand in case of an audit. Our solutions simply require the hardware to be connected and an automated test would initialize during start and stop and record all relevant data into our private blockchain. Any exceptions and/or alerts would be recorded and fleet teams alerted.

Current fleet management solutions cater to large fleets, leaving smaller fleets with fewer options. Gluon can work with fleets of any size, from the very largest corporations to the single vehicle used by a small restaurant for delivery.

With Gluon products, a fleet manager can address a wide range of problems before they happen. That sales rep who never checks the oil in their company car? Gluon can alert the fleet manager who can manage the problem early, eliminating expensive repairs and frustrating breakdowns.

The Gluon fleet solution will include the monitoring, diagnostic, and tuning features available in the consumer product, as well as asset management tracking and logistics solutions. The Gluon fleet solution can replace other, more complex fleet management products, providing all the necessary functions at a lower price.



# Tuning

With Gluon, the consumer purchases a single hardware device that connects to and works with any vehicle with an OBD II port. A consumer can use the same Gluon device for example to tune their BMW M3 and their Mercedes C300, rather than having to purchase a separate device for each vehicle.

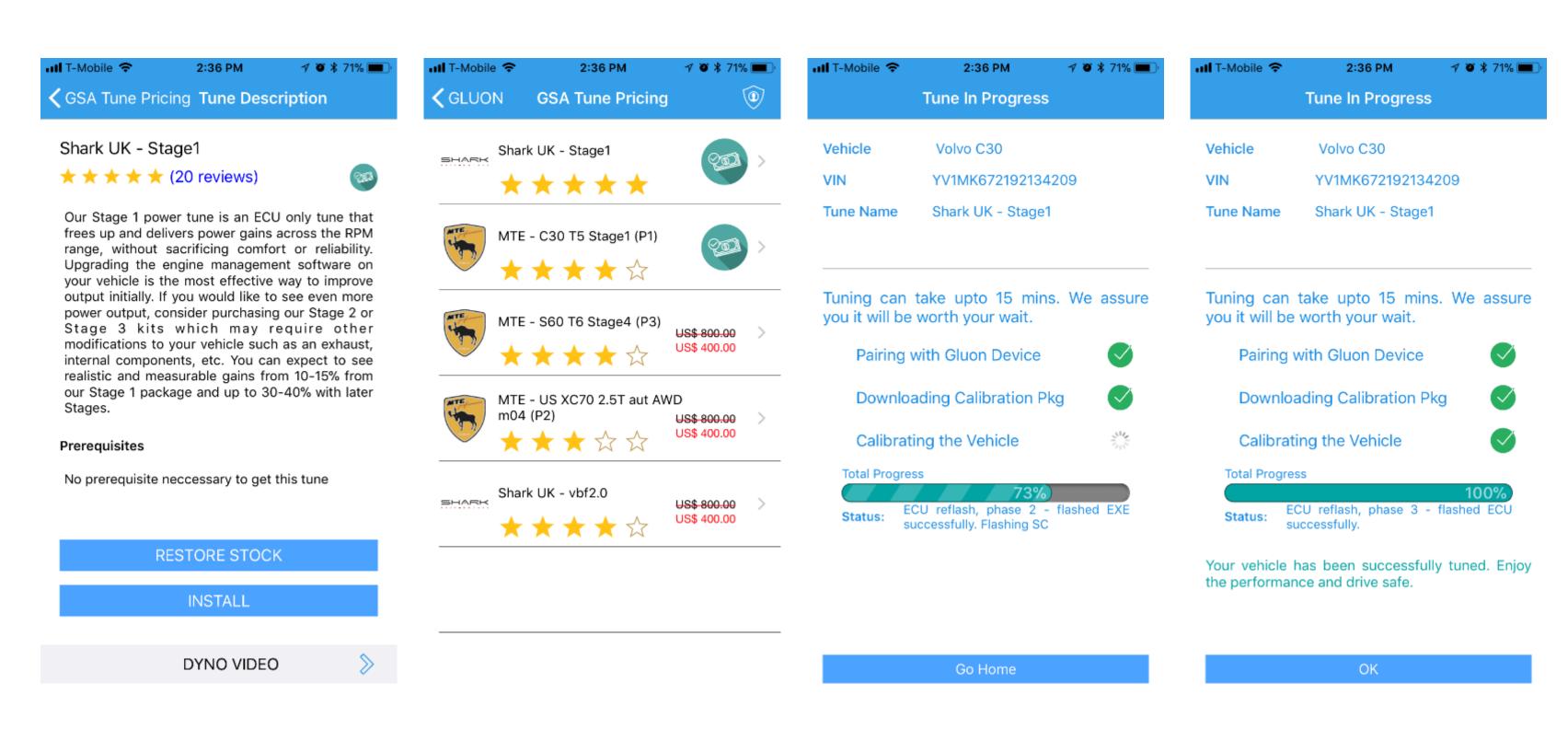
Users can setup real-time notifications if the vehicle travels outside of a prescribed area or above a certain speed. In addition to tuning a vehicle to increase performance, if available, users can also upload software to restrict the vehicle's speed. This can empower parents with the assurance that their young drivers are safe when taking the car, and help prevent dangerous driving or even joyriding if the vehicle is left with a valet or other third party.





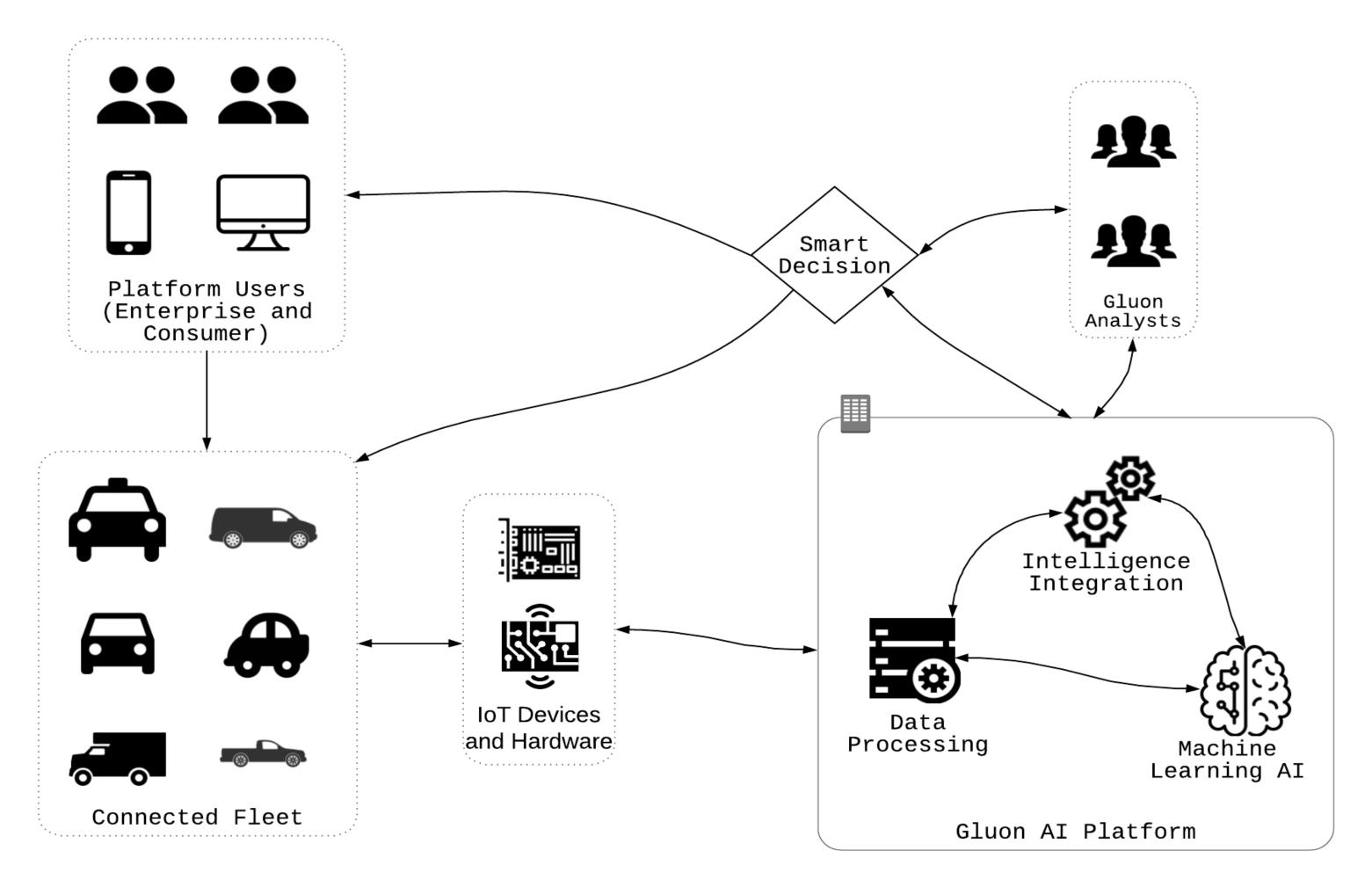
# Tuning

We are unaware of anyone other than Gluon to not only remotely, but by also using wi-fi and cellular connections to load new software into the vehicle ECU with an IoT device. Old antiquated methods of tuning are now a way of the past. Below are actual images of the tuning process.





# Autonomous Machine Learning

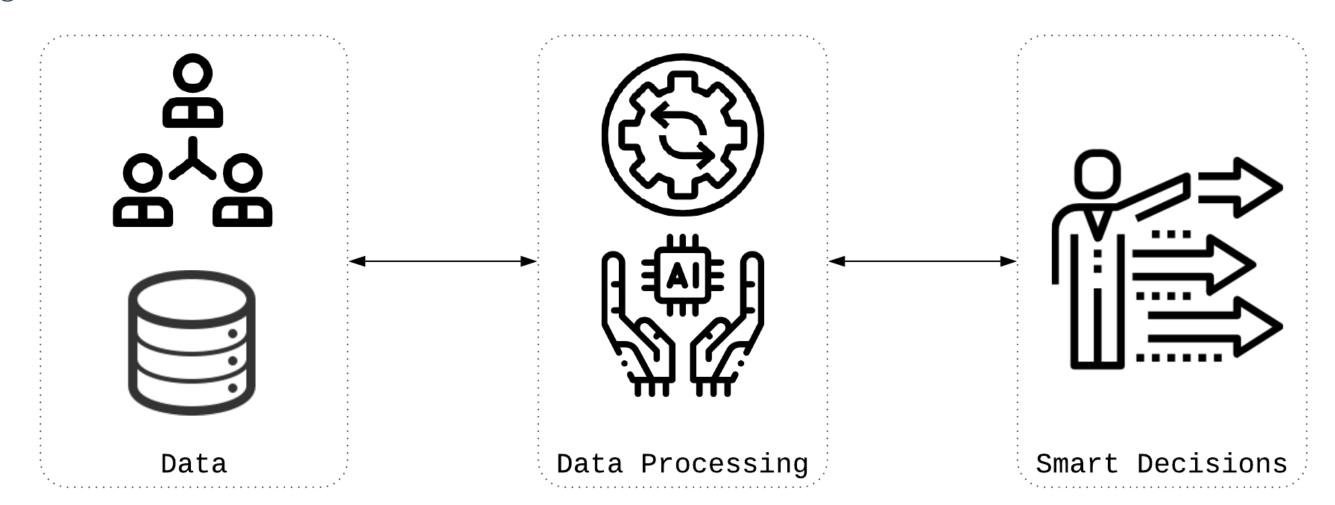




# Autonomous Machine Learning

In a rapidly changing environment, vehicles, repairs and connectivity will need to rely heavily on autonomous technology. We are developing a wide range of technology to incorporate into the platform. The sheer amount of data the Gluon platform will collect will be tremendously useful for our AI algorithms. The existing fleets of vehicles are largely disconnected from the benefits of group learning. For example, predictive algorithms are being developed to analyze repairs across a region and also assess opportunities for manufacturers and distributors to combine efforts to increase revenue and/or improve efficiencies. What this means for consumers is a greater amount of availability of products and a decreased cost of services and parts.

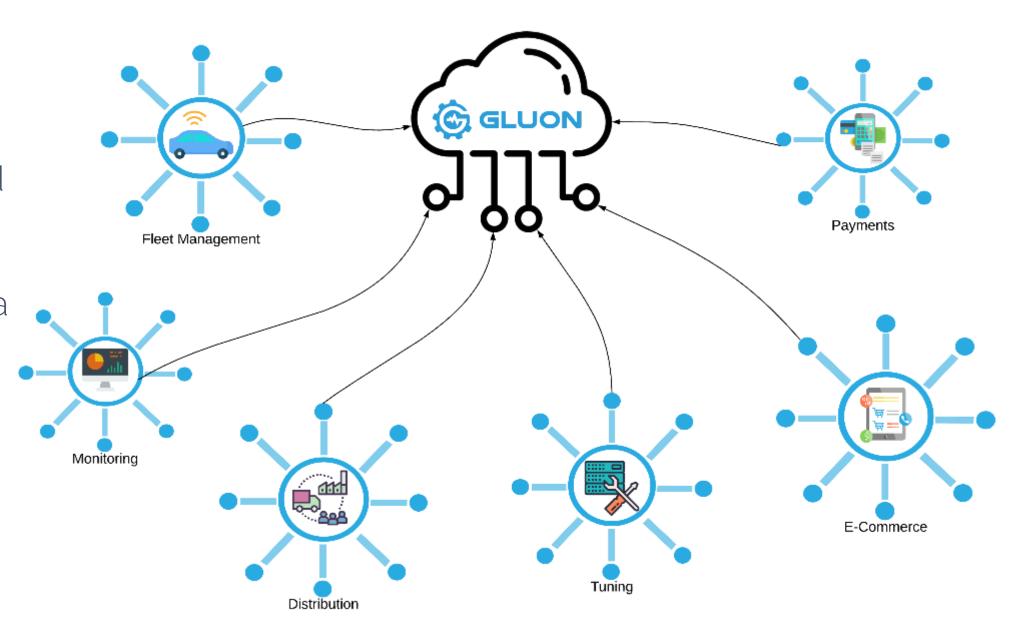
Vehicles that were largely left off the autonomous radar will now be empowered and connected to the grid.





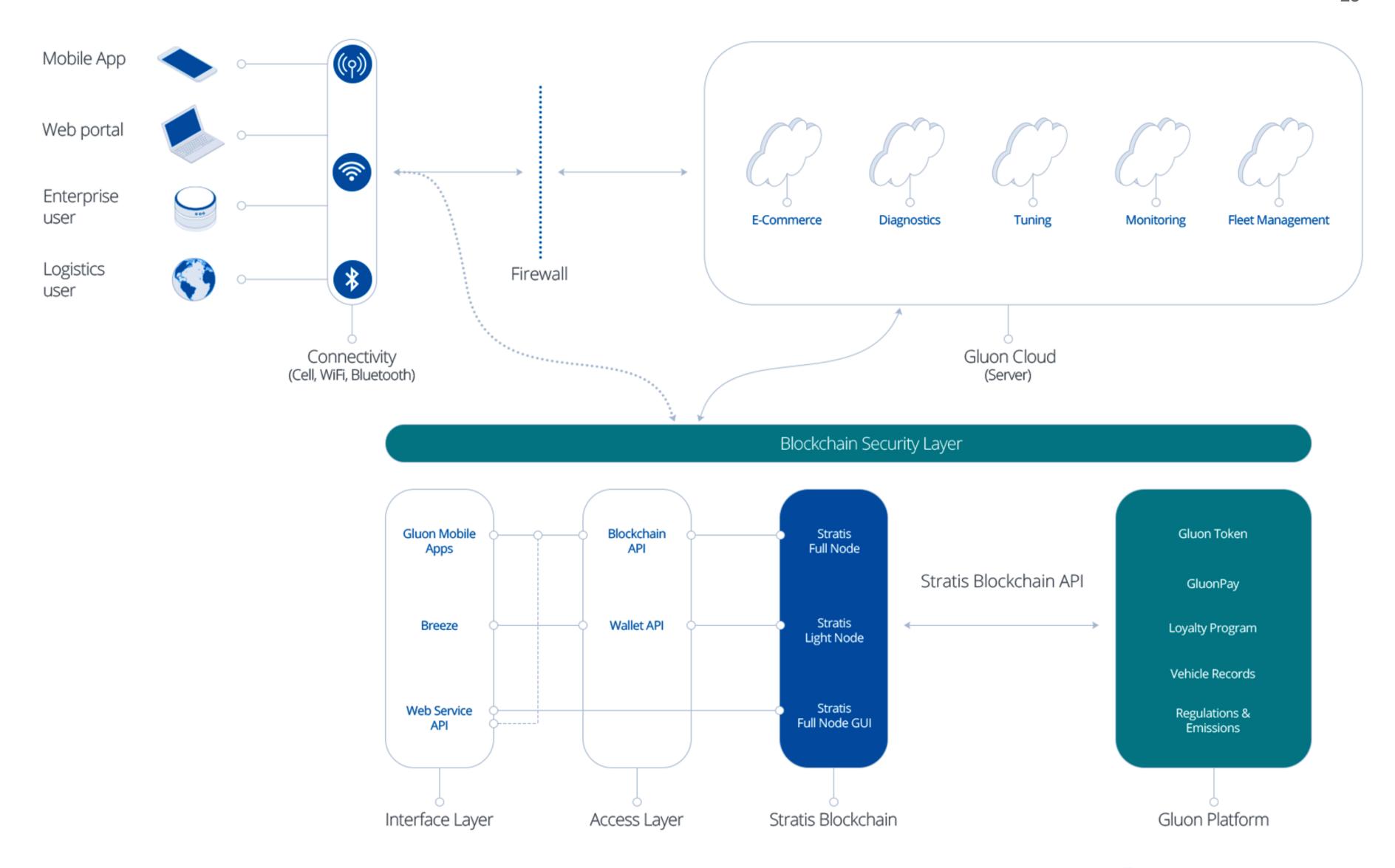
# Blockchain Technology

We envision worldwide usage of the Gluon platform. To facilitate widespread adoption and international use of the Gluon Platform, the company developed a unique approach to cryptocurrency payments and has developed a reward and payment token to be used within the system to promote adoption and participation. Using cryptocurrency eliminates the need for currency conversions between traditional payment methods, and removes large risks associated with long settlement periods, unwarranted chargebacks, and fraud.



Our user base will enjoy the highly competitive transaction fees and other benefits such as autonomy, speed and instant settlement periods associated with cryptocurrencies. This is a stark contrast when compared when conducting business using traditional methods such as processing credit cards, wire transfers and writing checks that require a longer period of settlement and oversight that can harm the business user.







### GLU Token

In short, the Gluon payment platform provides advantages over other systems because processing fees are lower, fraud is reduced and currency conversions, chargebacks and settlement periods are almost eliminated, and they can be used as a reward system within the program.



The Gluon blockchain solutions will be built using the Stratis platform and smart contract system. Smart contracts are trustless, autonomous, and self-sufficient. Instead of reinventing contractual relationships, smart contracts are making their formation and performance more efficient, cost-effective, and transparent (https://bol.bna.com/what-is-a-smart-contract/). The best way to describe smart contracts is to compare the technology to a vending machine. Ordinarily, you would go to a lawyer or a notary, pay them, and wait while you get the document. With smart contracts, you simply drop a bitcoin into the vending machine (i.e. ledger), and your escrow, driver's license, or whatever drops into your account. More so, smart contracts not only define the rules and penalties around an agreement in the same way that a traditional contract does, but also automatically enforce those obligations (https://blockgeeks.com/guides/smart-contracts/).



### Advertising Big Data

The volume of data collected by Gluon about drivers and their vehicles will be valuable to a large number of third parties. There are various ways this data can be monetized.

Gluon will sell advertising on the app to repair shops and parts distributors, but also to local business who want to reach vehicle owners in a certain geographical area, or those who own a specific type or make of vehicle. All advertising will be limited to customers who opt in, and those who do will have the option to opt out at any time.

Aggregated data without personally identifiable information may be sold to third parties as well, keeping customers' privacy concerns in mind at all times. The data will have the ability to be shared with various organizations such as law enforcement, departments of transportation, and departments of motor vehicles. The system will be able to accomplish vehicle titling, registration, and other transactions, reducing the need for drivers to appear at the DMV and reducing costs.





#### Core Team:

#### Sameer Misson, CEO

is a skilled executive with extensive experience in the automotive industry. He has over a decade of experience in company creation, growth, and strategy optimization. Having worked with start-ups and automotive companies his entire career, he understands the challenges facing the automotive industry and hopes to innovate in order to solve some of them. He holds a bachelor's degree in political science and government from the University of California at Davis and is currently pursuing a JD in his spare time. He speaks English, Punjabi, Hindi, and Spanish.

#### Hakam Misson, President

has over 40 years' experience creating and growing companies within the USA and Internationally. His companies employ over 100 people worldwide and have generated well over \$500M in revenue. Since moving to the United States from India in the 1970s he has become one of the premier entrepreneurs of his generation. Truly self-made, Hakam is an innovator in technology and automotive manufacturing systems.

#### Narinder Bajwa, CIO

was CTO and Chief Software
Architect at Infonox, a FinTech
company specializing in financial
payments. He was instrumental in
writing Infonox's payment platform
which led to the company's
acquisition by TSYS. He brings his
advanced knowledge of banking
systems and software to the current
secure structure of the Gluon
platform. He holds a bachelor's
degree in electrical and electronics
engineering and a master's degree in
computer science from the India
Institute of Technology.



#### Core Team:

#### Stuart Hockman, COO

Stuart is a pioneer in the automotive parts industry. In 1975 he co-founded IMPAC and after 18 straight years, he played a significant role in its doubledigit growth to become a multimillion-dollar distributor of import auto parts. In 1994 IMPAC received an unsolicited offer to be acquired Gulf States Toyota with the intent to merge IMPAC with World Wide Trading, a previous acquisition of Gulf States, to form Worldpac, Inc. one of the most successful auto parts distributors in the world. Worldpac was subsequently acquired by Advance Auto Parts for in a multibillion-dollar buy out in 2013 and took Worldpac on the New York Stock Exchange.

### Sumeet Singh, VP of Development

is a passionate, knowledgeable, and experienced software architect who serves as Gluon's Senior Technology Director. He specializes in financial transaction processing, blockchain payment technology, and payment applications, financial application security, front-end point of sale applications, and back office applications. He was a software architect at Infonox and TSYS and worked on several projects that revolutionized the payment industry. He holds a computer science degree from Visvesvaraya Technological University.

#### Sandeep Suryavanshi, Technical Director

is a computer engineer specializing in payment technology. Prior to joining Gluon, he managed teams of 50+ engineers at TSYS and began his career at Infonox. He specializes in payment protocols including legacy protocols for ATM machines and online payment solutions. He drew upon his experience as a web console developer to design the backend system for Gluon. He holds advanced degrees in Computer Science and Chemical Engineering.



#### Core Team:

### Chris Delano, Marketing Director

is an energetic automotive enthusiast with nearly twenty years' experience in the development of automotive companies. He is also Vice President at iPD, a performance, genuine, and aftermarket parts retailer. He has broad experience in digital and print marketing and a proven track record in customer acquisition.

### Ben Wardle, GM of European Operations

A global operations executive, he has over a decade of experience managing and heading development. He is founder and managing director of Shark Performance, a successful vehicle tuning company based in the UK with partners and distributors worldwide. Shark Performance provides aftermarket performance hardware and software for Audi, Volkswagen, Seat, Skoda, and Volvo vehicles. His experience includes running the global operations of several companies and working with both trade and retail customers.

#### Marco Alsterfalk, Lead Embedded Engineer

Marco is the world's premier automotive systems tuner for Volvo vehicles. He holds multiple degrees from the University of Michigan – Ann Arbor in embedded systems, computer science and control systems. He has worked with the likes of Porsche Cars AG, MTE Tuning, iPD Volvo. Marco is a highly capable engineer and is currently a lead embedded systems developer at Gluon.



#### Advisors:

#### Chris Trew, Strategic Advisor.

Founder and CEO for Stratis. He is a consultant, architect and technologist with over 10 years' experience in Enterprise IT. Chris's background includes extensive experience in the financial sector, working for some of the top financial institutions as well as in the Legal, Aviation and Local government sectors. Chris is also a backend developer specializing in C# and ASP.NET technologies. He has been involved in blockchain technologies since late 2013, Most recently Chris has worked as a volunteer developer in his free time on the Blitz project, in the course of which he has developed The Viral Exchange, a social exchange that allows people to earn BTC and Blitz by completing social interactions such as tweets, sharing and likes. He also created the Fitalize platform that allows people to earn Blitz by walking, using hardware fitness trackers such as Fitbit.

### Matthew Johnson, Business Advisor.

Matthew Johnson is a disciplined senior executive, board member and strategist with over 38-years of experience. His core strengths are organizing fractured leadership structures to quickly align, produce growth and gain market share. He is president and the most senior executive of Altrom, a \$200 million USD North American auto parts importing and distribution business. Altrom operates as a subsidiary of Genuine Parts Company (NYSE: GPC), a \$16 billion USD global publically traded company.

GPC has a vast array of subsidiaries, distributing over 7+ million different items and accessories, and supports over 6,000 NAPA Auto Parts stores throughout the United States, 700 wholesalers in Canada and 481 automotive locations in Australia and New Zealand.

#### Joe Blackburn, Advisor.

The Creator and Co-founder of Crypto Coin Trader Joe Blackburn has cultivated and grown one of the largest and most influential social media platforms in Crypto. Joe has advised over 20 Blockchain related projects and has a vast history in social media and community building.

Joe genuinely enjoys the crypto ecosystem and has devoted countless hours to being involved, from attending conferences and speaking regularly to being listed as one of the top influencers in crypto in 2017, Joe maintains a grasp of the pulse of the crypto community and culture.



#### Advisors:

#### Blaine Laney, Financial Advisor,

has been a commercial lender for 36 years. He has developed an extensive referral network for small and medium-sized minority owned businesses that has generated over \$130 million in business in less than four years. He is experienced in commercial real estate, trade finance, letters of credit SBA loans, assetbased lending, commercial lines of credit, selling participation loans, and more. He has lived and traveled throughout Asia, and speaks fluent Japanese. He also has some understanding of Mandarin Chinese, Korean, Tagalog, French, Hindi, Farsi, and Vietnamese.

#### Robert B. Dellenbach, General Counsel.

Since 1989, he has represented hundreds of technology, media, and science-related companies as advisor and outside counsel, helping them to articulate and achieve their business objectives while minimizing risk and transaction costs. He specializes in representing technology startups and venture-backed companies in areas such as intellectual property transactions, financing, and mergers and acquisitions. He holds a bachelor's degree in Political Science from the University of Utah and a JD from Stanford Law School.

#### Gurmeet Naroola, Business Advisor.

Gurmeet is a seasoned entrepreneur, executive, and author having held key positions at SunPower, Apple, Sanmina, Mahindra GenZe in Business Development, Global Operations and Customer Management. He has enabled \$100+ million in revenue and business growth for electric vehicles/automotive (EV) and solar technology (PV) segments. C-level global connectivity and experience in over 25+ countries in emerging markets and high-growth segments. Gurmeet has his executive education from -GSB Stanford, MS engineering from SJSU, BE in mechanical engineering. He is the recipient of the US Department of Commerce award and Apple quality award. Gurmeet has authored three well-known business books.



#### Advisors:

### Pran Haran, Embedded Advisor.

He has extensive knowledge of hardware design and applications, particularly in embedded technologies. He has developed several products from early stage to full production release. He has held VP-level positions with companies such as VuCast Media, Agnity, and Smart Embedded Systems. He holds engineering degrees from the Indian Institute of Technology in Madras, and from Kansas State University.

#### Alka Sabherwal, Investment Advisor.

Alka has extensive experience with financial growth planning and investments. She advises investors and companies with respect to the strategic management of assets and real estate investments. She is a member of the 100% Club, and the RE/MAX Accord Platinum Club and Hall of Fame. She holds an MA/PHD in Sociology/Economics from SUNY Stony Brook.

#### Walt Spevak, Financial Advisor,

has over 20 years of experience working with start-ups and public companies in both strategic and tactical roles. He has built financial models and cap tables, performed financial analysis, and raised capital. He has also contributed to project management, producing marketing, improving and managing operational processes. Walt holds a bachelor's degree in economics and an MBA in technology marketing and general management from Stanford University.



### Conclusion

The experienced automotive, engineering, and computer science pioneers who have come together to form Gluon have created an end-to-end solution to the problem of disjointed and expensive vehicle diagnosis, maintenance, repair, and security. Consumers and enterprise users will be better able to maintain their businesses and vehicles all the while taking advantage of the very latest technology and advances that will be implemented into the systems.

The platform will also utilize traditional payment methods and blockchain technology. Utilizing the security and reliability of blockchain, the Gluon platform will ensure that the connected ecosystem of individuals and businesses can rely on an integrated web of services, diagnostics, monitoring, payments, tuning and enhanced features still under development.

