

[?] Overview of the company

Ubihere, an Ohio technology company, is a solutions developer of geo-spatial information solutions. The company is quickly emerging as a leader in adaptive easy-to-implement computer vision solutions. Ubihere is working diligently to develop cutting-edge technologies which benefit the Department of Defense and US economy. The company's artificially intelligent (AI) hardware and software systems are specifically designed to support optimization of operations across a range of industries. Ubihere has a proven history of successfully deploying the company's AI enabled computer vision (CV) and real time location tracking (RTLS) solutions across the DOD to improve operational effectiveness. Ubihere was founded on the research of Ohio State's Dr. Alper Yilmaz, one of the most cited photogrammetry researchers in world.

Ubihere, an Ohio company, is a high-tech start-up developing innovative geo-spatial information technologies and solutions to support multiple market verticals. The company is rapidly approaching the launch of a set of commercial products developed to support tracking, tracing, locating, and monitoring the assets, equipment, and people of our customers. Ubihere's core technologies all involve the real-time accurate interpretation of space and interaction of objects within that space. The company's artificial intelligence software and modular smart hardware solutions support multiple current and potential future product lines. Ubihere's business model is centered around the ability to rapidly and cost-effectively design and implement customer specific logistics and analytics solutions which address known and voiced value challenges. The company's revenue model incorporates features of consultative services, hardware/software sales, and ongoing licensing of the system by customers. This comprehensive three-pronged approach to customer engagement and solution development is a key discriminator of Ubihere over its competitors. By engaging customers in paid pilot design and demonstration projects specific to their needs, Ubihere gains customer insight and trust not typically offered to typical commercial solution vendors. Ubihere's flexible hardware and software architectures allow for custom enterprise-level tracking implementations which specifically address those identified customer challenges. The stickiness of custom solutions supports the retainment of large customers during the ongoing support and maintenance phase of customer engagement. Each revenue stream provides positive net-profit to Ubihere while supporting customer retainment and long-term growth.

[?] "Who we are" details

PhD Candidate Michael Karnes (Ubihere – US Citizen) – Mike (Principal Investigator) is completing his Ph.D. in GeoInformatics and Computer Vision with The Ohio State University (advised by Dr. Yilmaz). He is the Principal Researcher for Ubihere's computer vision and AI-based solutions. Prior to joining Ubihere (and pursuing his Ph.D.) Mike developed leading edge computer vision algorithms for the Air Force Research Laboratory and other industry leaders where his innovative computer vision solutions were deployed.

Dr. Alper Yilmaz (Ubihere – US Citizen) - Dr. Yilmaz is the founder and CTO of Ubihere, as well as a Professor of GeoInformatics with appointment in Civil Engineering Department, CSE Department, and College of Medicine at The Ohio State University. He is serving as the Editor-In-Chief for the Photogrammetric Engineering and Remote Sensing Journal. Dr. Yilmaz has published over 120 journal and conference papers which received more than 9,000 citations. His geospatial research laboratory at OSU is considered one of the best in the nation. He has advised 17 PhD students to completion which were placed at prominent institutions. His research forms the foundation of this project.

John Bair (Ubihere – US Citizen) – John is the Chief Engineering Officer of Ubihere, where he leads the design, development and manufacturing of Ubihere's innovative microelectronics products. Prior to joining Ubihere, John co-founded Pinnacle Data Systems, a full product

lifecycle, diversified integrated computer and electronics systems company, which he IPOed on the Nasdaq-AMEX exchange (Nasdaq: PNS). The company developed and sold over 500 different electronic products directly to OEMs.

[?] Eric Wagner (Ubihere – US Citizen) – Eric is the Chief Executive Officer for Ubihere. Prior to joining Ubihere, he worked at Ohio State University where he oversaw commercialization for engineering innovations and launched over 20 successful technology start-ups. Before OSU, he was the president of D&SCI, an aerospace and defense commercialization company with revenues exceeding \$270 million annually which developed high-tech field deployable commercial solutions which were fielded and integrated into programs of record for the DoD. Ranging from communications to intelligence systems to virtual simulators, Eric has a wide breadth of experience.

J.D. Bourke – Program Manager – J.D. currently leads the ongoing design and development of Ubihere's task-agnostic tracking and visualization software platform, overseeing the company's industrial designer and software development team to combine the company's hardware-based tag tracking technologies and its computer vision technologies into one system.

[?] Current Service offering

Ubitrax is a suite of multi-sensor tracking tags, anchors, and user interface software developed on top of Ubihere's patented artificial intelligence software. Ubitrax is highly customizable and scalable to meet the indoor/outdoor tracking, movement, operational status, and environmental monitoring needs of our customers.

Suite of intelligent modular hardware tracking and sensing tags.

Multimodal indoor/outdoor localization and movement supported.

Active and passive modes of localization supported by AI.

Built-in standalone LoRa networking extended range capabilities.

Can add nearly any analog or digital sensors to enable IoT.

Proven and piloted with DoD and commercial customers.

Sales Model:

Hardware Sales

Tags and Anchors

40%+ margins

From \$30 to \$300

Lifecycle Refreshment

Software as a Service

Data and User Interface

Annual License Model

Priced by Install Size

Customized Development

Customer Verified Example

Large Research Hospital - Real-Time Tracking

12,000 tags @ \$200 (avg) = \$2,400,000

2,000 anchors @ \$250 = \$500,000

Installation Support = \$100,000

Annual Software License = \$300,000

Ubivision is a lightweight flexible powerful artificially intelligent computer vision solution for edge applications. Ubivision allows customers to capture object interactions, ensure process integrity, track movement of people and things, and navigate autonomous systems visually.

Customers can use their own cameras or Ubihere's.

[?] Powerful flexible vision architecture tailorable to customer.

[?] Easily-trainable artificial intelligence for valuable data insights.

- ☐ Edge-enabled solution supports low-compute environments.
- ☐ Definable object recognition, tracking, and interaction functions.
- ☐ Supports existing video feeds and/or uses Ubihere's cameras.
- ☐ Proven and piloted with DoD and commercial customers.

Software as a Service

Data and User Interface

Annual License Model

Priced by Video Stream

Still Vetting Pricing Model

\$10 to \$25/month/stream

Hardware Sales – Custom Cameras

Ubivision Cameras As Needed

45%+ margins

\$2,500 target price

Lifecycle Refreshment

Customer Verified Example

Large National Retailer – Customer Analytics

500 stores nationally

20 Ubivision Cameras/Store @ \$2,500 = \$25,000,000

Monthly Software Service - 20 streams @ 500 locations @\$15/stream = \$150,000

Target Markets:

Healthcare Facilities

Inventory management

Process efficiency and improvement

Workflow and people tracking

Department of Defense

Asset control and management

Process efficiency and improvement

Chain of custody assurance

Logistics

End-to-end tracking solution

Multi-modal indoor/outdoor tracking

Global cellular enabled

Manufacturing

Work in progress tracking

Component trace analysis

OSHA compliance and accountability

- ☐ Future Service offering

Ubinav

Near-time efficient feature based artificially intelligent visual-based navigation solution

Supports navigation indoors and outdoors without GPS or other RF beacons

Simultaneous Location and Mapping (SLAM) algorithms developed and tested at Ohio State

Successful demonstrations completed with a drone (outdoors) and person (indoors)

Funded by the Air Force and partnered with industry leading partners for deployment

Ubiviewer

Designed to be customer agnostic
Customer/Enterprise segmental
Producer flexible (Ubitrax, Ubivision, or other)
Web and mobile application enabled
Independent architecture, including map rendering and 3D visualization
Cloud or local server implementations
Historical tracking of all collected data
Easily defined custom reporting
User implementable alerts and notification
Camera feed, alert overlay, and other Ubivision specific capabilities
Foundation off which to build industry specific commercial applications

☐ Core Values and Goals

Be the leader in geospatial awareness and understanding technologies and solutions

☐ Strategic Vision

Address markets with specific implementations of the Ubihere solutions but only where those implementations align with the core underlying solution architecture