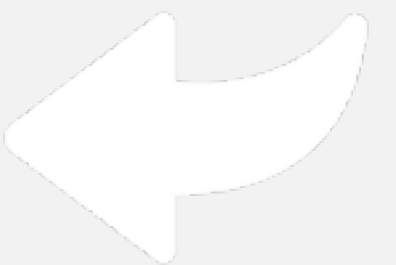


Q: How did you source pricing for your physical box?

A: We contacted a variety of suppliers via AliBaba to obtain quotes by sharing our technical drawings with them. Based on their quotes, we used a weighted matrix to assess who fit our needs best. The winning supplier's pricing was worked into our pricing model.



Q: How did you source pricing for your app?

A: Our app is being produced in-house. We did contact developers to estimate the length of time required to create our first release and website. This has been factored into our pre-launch timeline.

