TEAM DESIGN

Everything needs a design. Everyone wants to be part of a TEAM!

"If you can not measure it, you can not improve it.“

LORD KELVIN .oO(Sir William Thomson)Oo.

Investor “Tempus Flow IOT” Slide Deck

September 29, 2016

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Tempus Flow Overview

Opportunity/Problem:

- Typical bar (especially tap beer) is very inefficient, low tech and unmonitored – Industry estimates are ~20% waste/keg
- Typical sell price of craft/draft beer can be $10 for a 20 oz. beer or ~$2.00 down the drain per sale
- Loss due to spillage, foam (keg change), inefficient inventory, waste, down time, improper CO2/N settings, clean glass and bartender abuse/over pour, or after hours drinking can cost a bar owner/manager thousands per month

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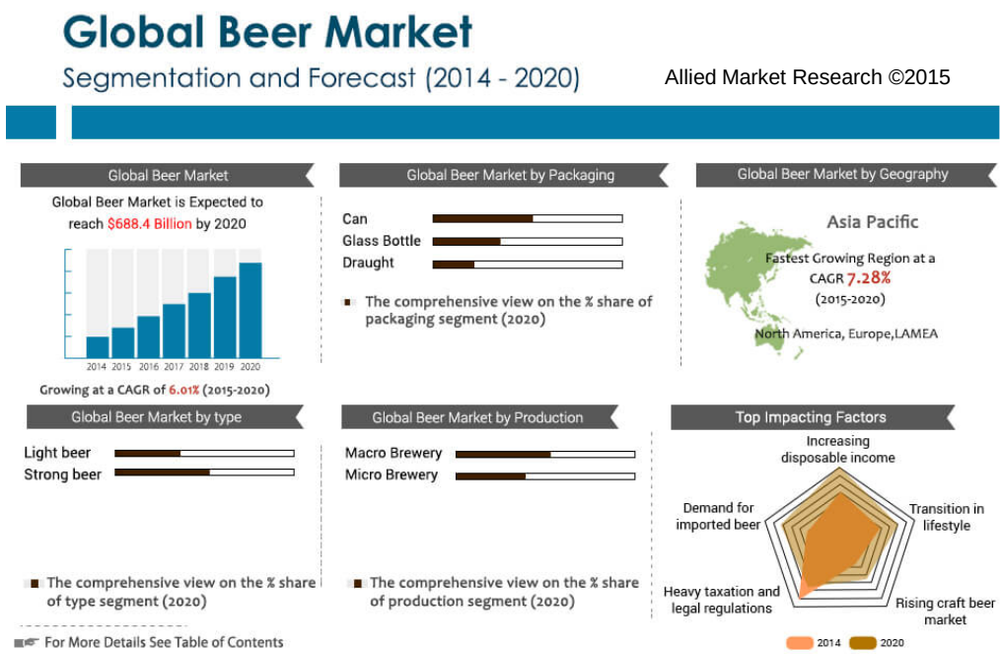
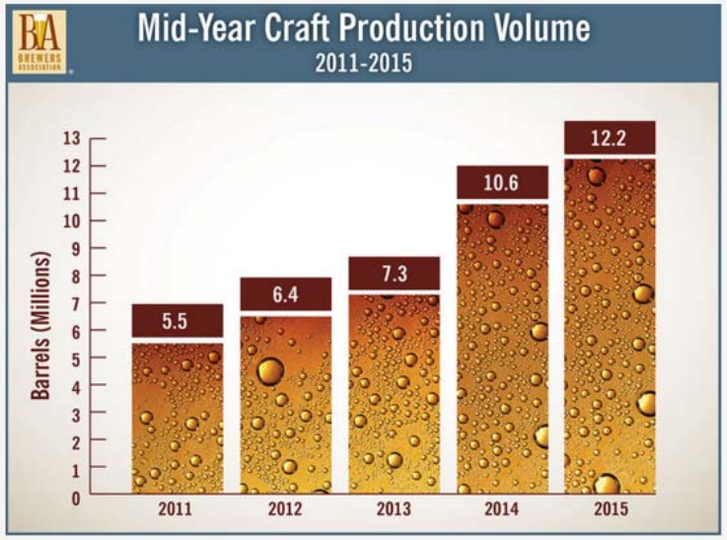
Craft Beer Market Status

- Global Beer Market to be $688 Billion by 2020 ($110B U.S. 2015)
- Draft Beer is over 20% of all beer sold!
- Craft beer is a $24B market and growing about 20% year over year through 2020





"The continued growth of small and independent brewers illustrates that additional market opportunities and demand are prevalent, although competition in the sector is certainly growing and the need for brewers to differentiate and produce world class high quality beer is more important than ever."

- Brewers Association ©2015

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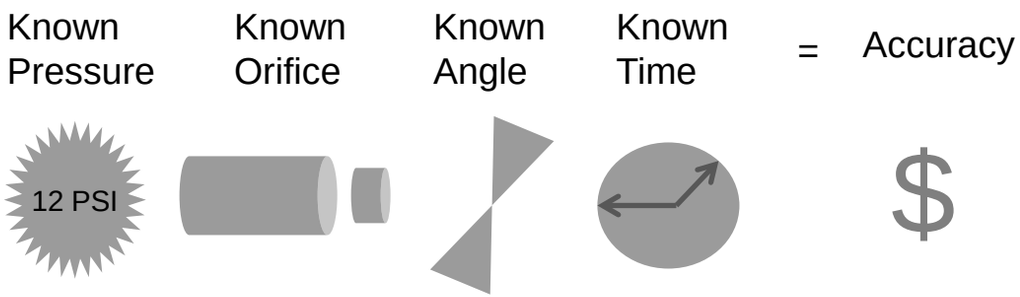
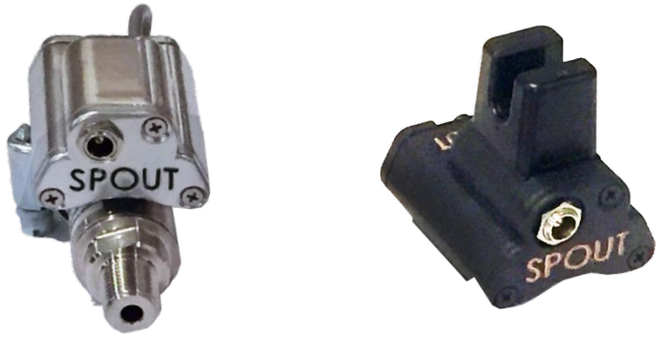
Timed Flow IOT Beer Distribution, Inventory and Measurement System

- Miniature Bluetooth® Low Energy Sensor Tag based Timing
- X, Y, Z Accelerometer, Gyrometer and Magnetometer attached to beer tap handle to determine 3D Space, event and angle of tap handle
- Precision timing of Tap On, including percent angle
- This along with known orifice(flow), pressure and foam detection can accurately determine product distributed
- Fits any industry standard tap handle



* Patent Pending

SPOUT Tap Handle IOT Sensors



Pressure & Foam Detection IOT Sensors

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Waste Calculations

“Pouring beer down a drain is nothing less than alcohol abuse”

Your bartenders could over pour or waste 30 ml/1 Oz. per glass into 200 glasses. You would lose about 6 L / 200 Oz. of beer at the end of the day. They could also serve 12 glasses and not collect the sales revenues. You would still lose about the same amount of beer but a lot more money. It is mostly this daily "unknown and variable" number of uncollected beer glasses that can make a big difference on your bottom line.

Additional yearly beer sales revenues Vs number of recovered beer glass sold daily using a metering system

Price	1 per day	2 per day	5 per day	10 per day	15 per day
4.00	1,460.00	2,920.00	7,300.00	14,600.00	21,900.00
5.00	1,825.00	3,650.00	9,125.00	18,250.00	27,375.00
6.00	2,190.00	4,380.00	10,950.00	21,900.00	32,850.00
7.00	2,555.00	5,110.00	12,775.00	25,550.00	38,325.00
8.00	2,920.00	5,840.00	14,600.00	29,200.00	43,800.00

Draft beer arithmetics

A 10% beer loss at 5 kegs/weeks = 1/2 keg

1/2 keg X 1984 Oz./keg = 992 Oz.

Time required: 496 sec or 8.3 min

992 Oz./ 16 Oz. per pint = 62 pints

62 pints X $4.00 = $248 per week

$248 per week X 52 = $12,896 per year

“Once a bartender taps the keg, it’s only a best guess as to how much sellable beer is really in the keg. SteadyServ Technologies recognized that the $1 million lost each year in beer inventory due to keg freshness issues could be curbed with better measurements and inventory controls.”

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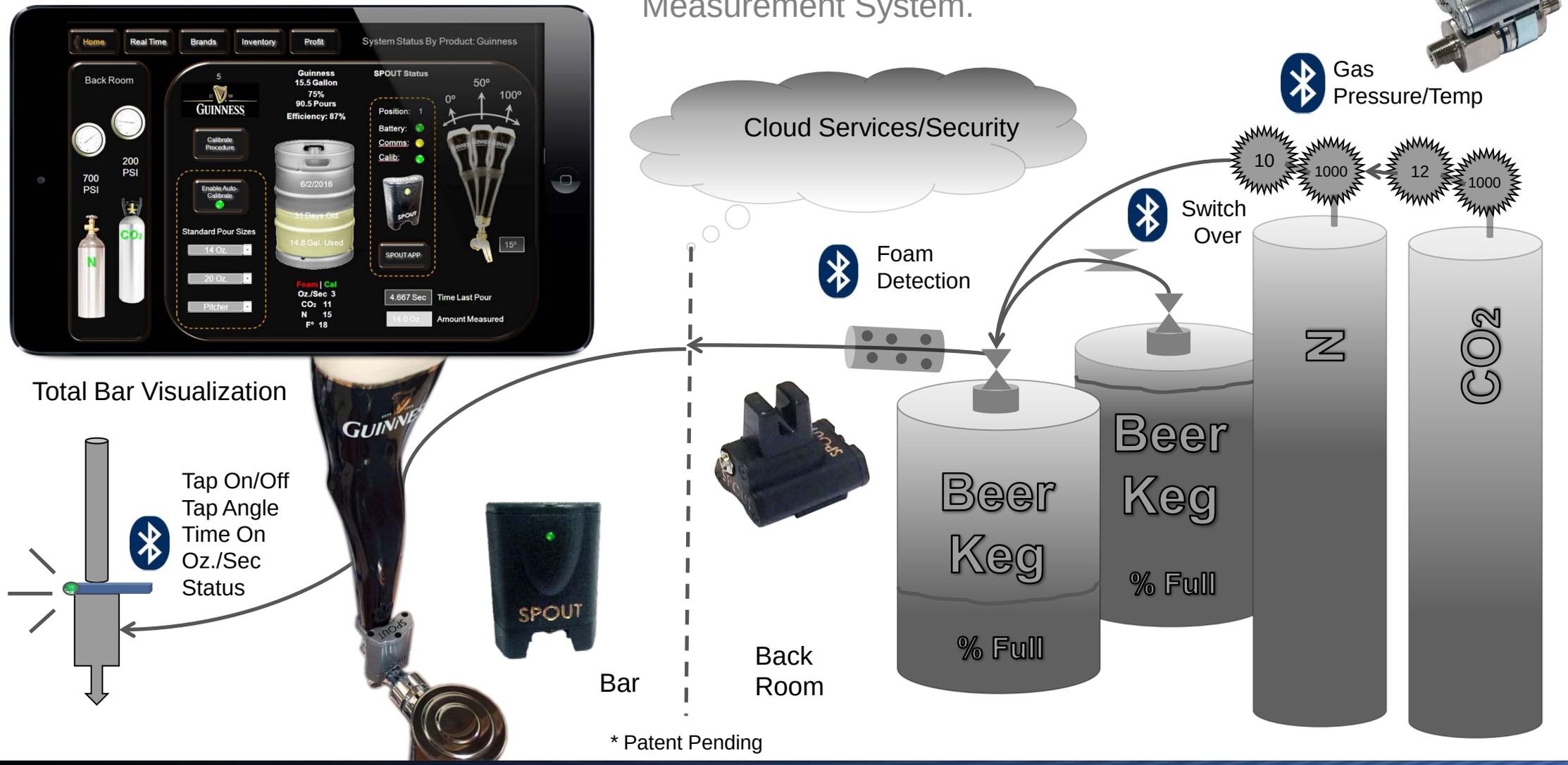
Tempus Flow IOT Overview

Timed Flow IOT Beer Distribution, Inventory and Measurement System.



* Patent Pending

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Tempus Flow* Benefits

- Accuracy of Product Distributed (including low flow/partial pour)
- Cloud Software Service Model - overall bar efficiency and inventory management
- Non-Invasive Measurement/Inventory System @ Tap Handle
  - Sensor does NOT touch product nor part of cleaning process
- Predictive Keg change/pour **status** and maintenance
  - Foam Detection (200 ft of line waste)
  - Valve/Keg Auto Switchover (Option)
- Improved Quality of product served
- Reduction of waste and abuse
  - Tamper Proof Algorithms
  - Measured Pour each time
- Secure Wireless Bluetooth® Low Energy
- Technology applies to other products
- Low Cost!

Reduction of:

- Over-pouring
- Cash Skimming
- Keg Change Down-Time
- Free Drinks/After Hours
- Drain Waste

Generations 1 - 2 - 3 - 4

* Patent Pending

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SPOUT Enterprise Software Approach

Intuitive GUI Flow

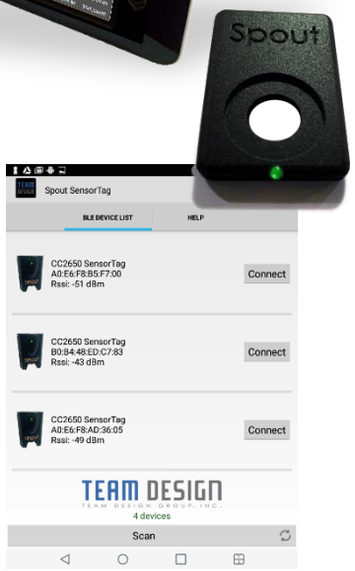
Touch/Gesture Friendly

Visual/Iconic Styling

Drill Down/ Hierarchal Detail

Predictive/Adaptive Analytics

Dropdown/Contextual Beer Database



Back Office
Real Time
Hardened
Secure

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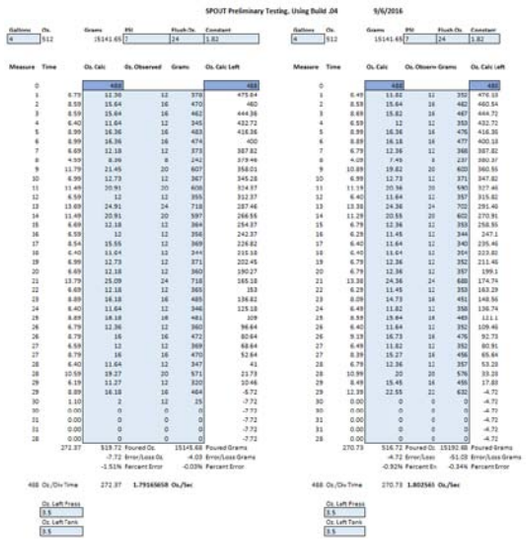
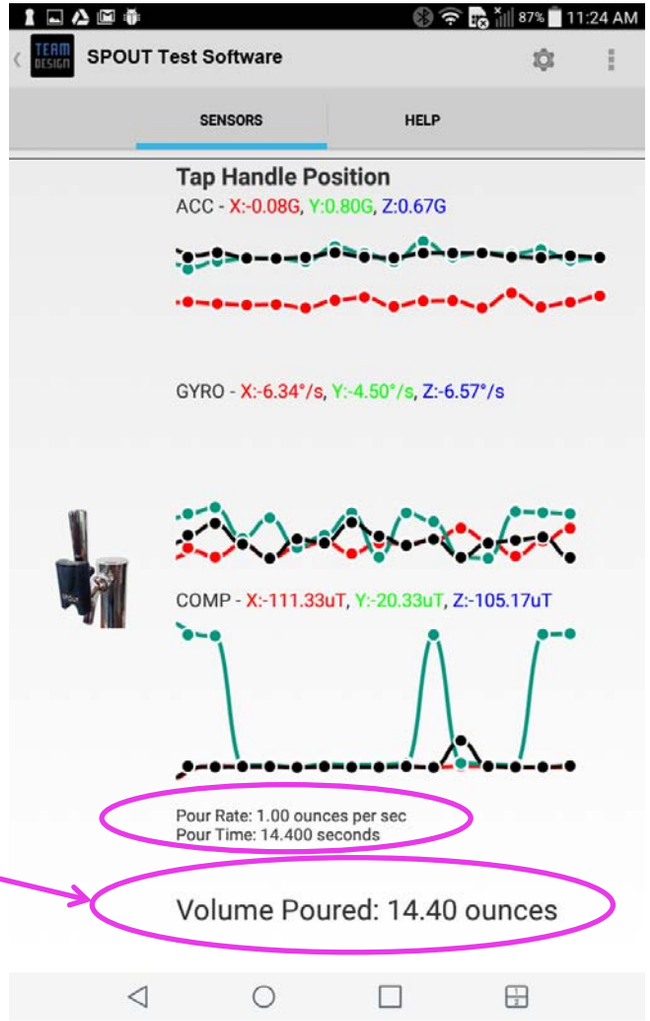
Test/Demonstration System

- All aspects of system are demonstrable
- Tempus flow could be ready for sale in short period of time
- Technical details have been mitigated
- Accuracy @ Tap eliminates system variables
- High Value/Low Cost Proposition
- >99% Accuracy using Alpha Filtering





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Bluetooth® IOT Pressure Monitoring

High Pressure CO_2

Low Pressure Liquid CO_2

By 2020 there will be 50 billion Internet of Things (IOT) devices

Cisco – IBSG ©2011

Worlds first Bluetooth®
IOT Pressure Transducer!*

* Patent Pending

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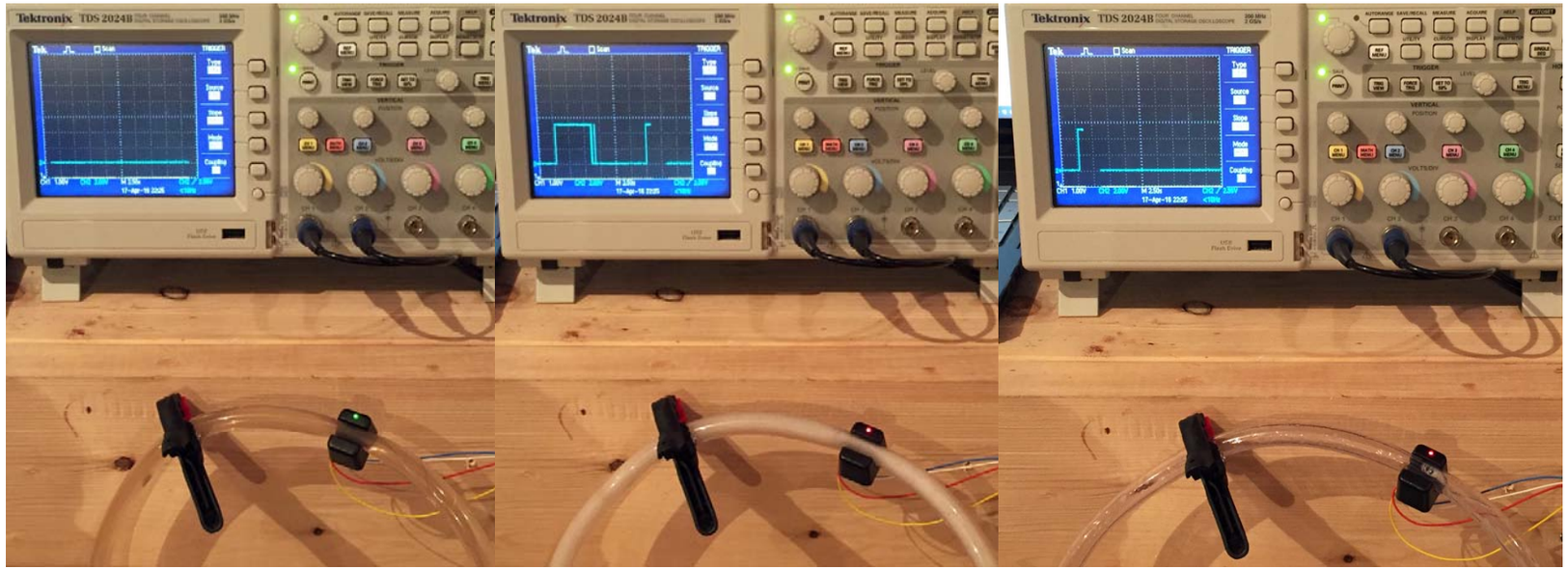
Bluetooth® IOT Foam Detection/Switchover



Liquid Flow

Foam

Empty

Worlds first non-intrusive Bluetooth® IOT beer foam detection unit!*

* Patent Pending

Kegs	Glasses wasted per week			
20	46	70	93	117
15	35	52	70	87
10	23	35	46	58
5	11	17	23	29
	100'	150'	200'	250'
Feet of beer line				

Automatic Switchover

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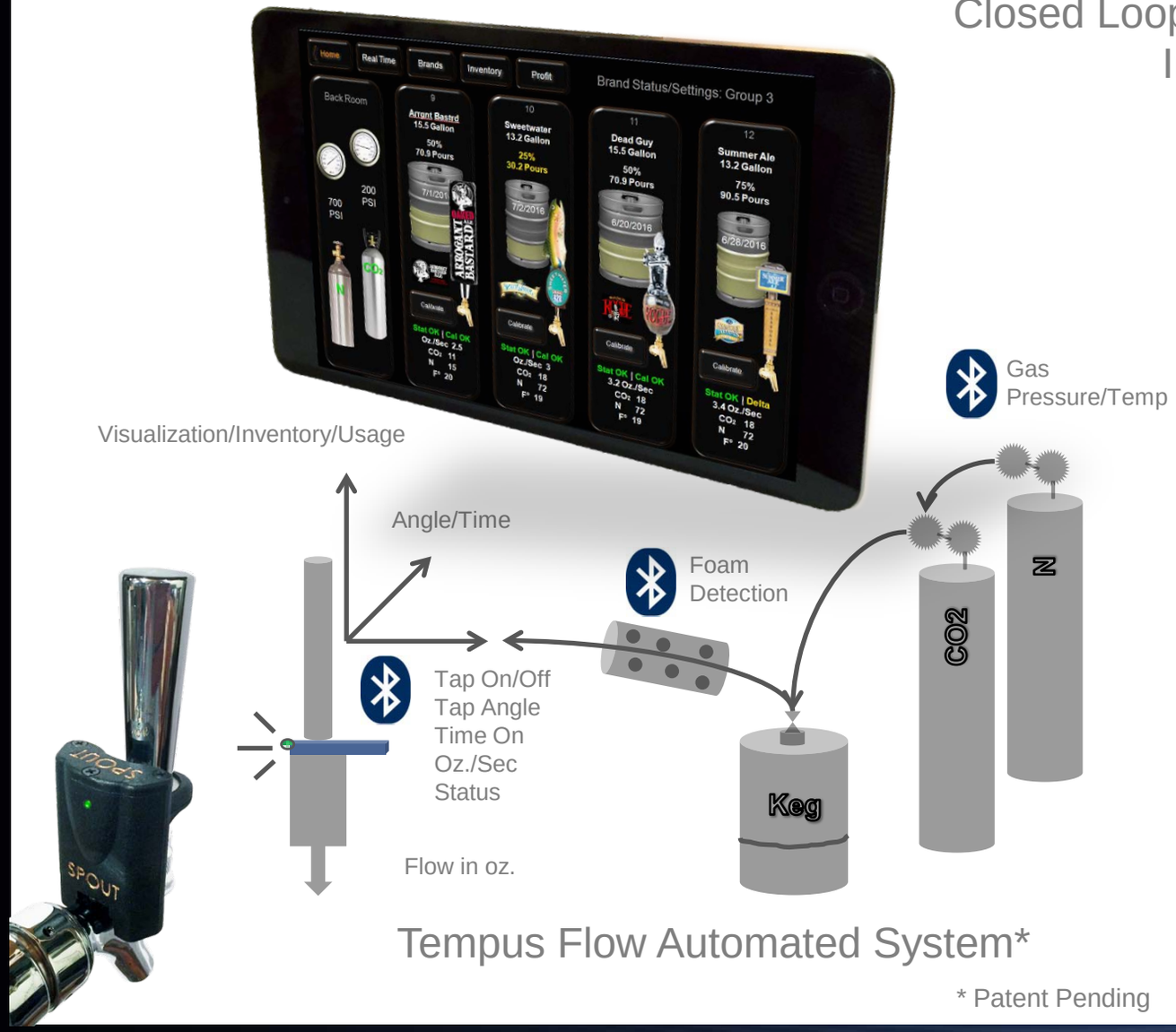
Tempus Flow Technologies

Closed Loop System for Optimized Pour Integrity & Control



Tempus Flow Automated System*

Manual System

* Patent Pending

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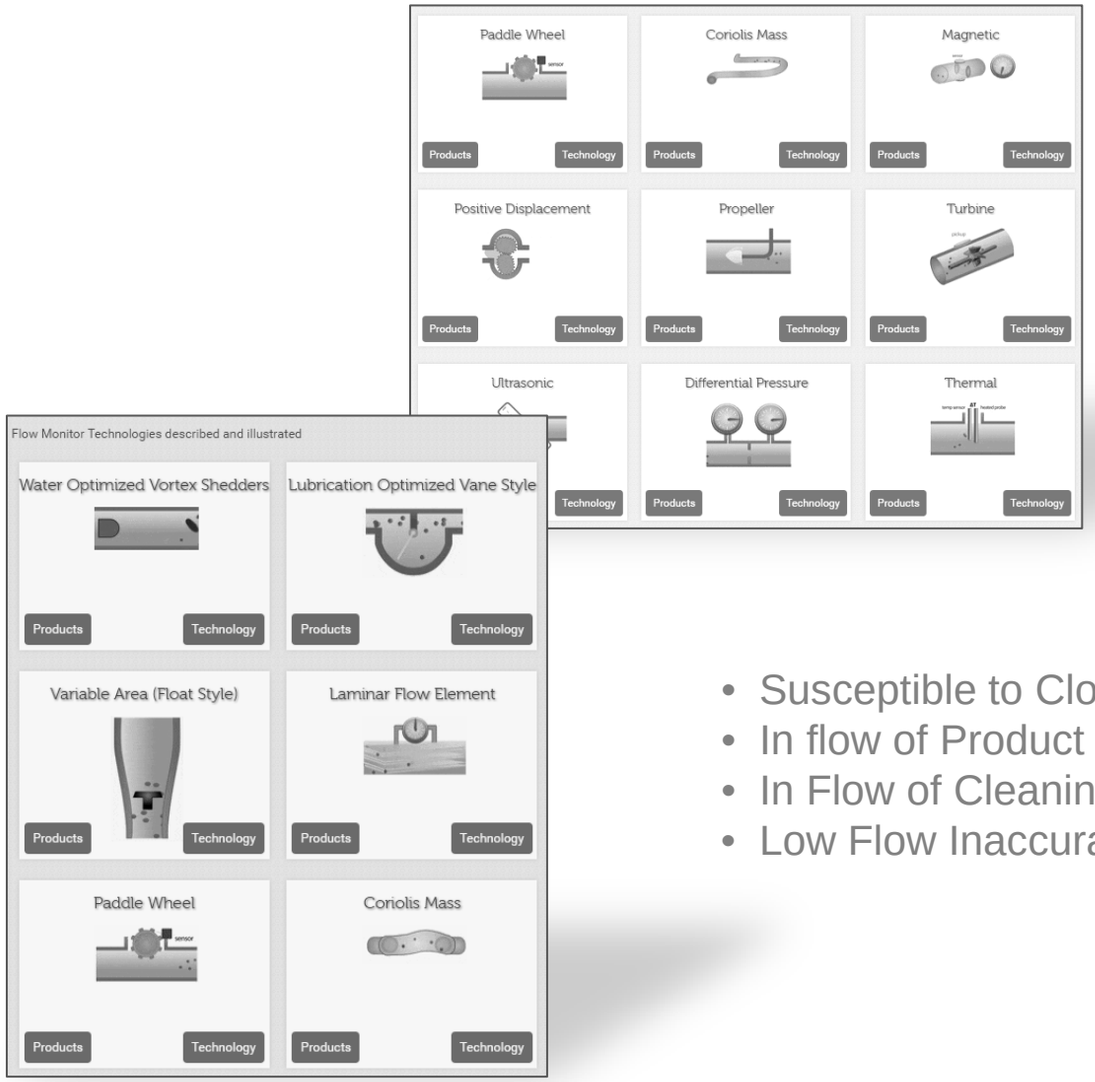
Tempus Flow Competitive Technologies

Competitive Flow Metering Technologies

- All other technologies' components are within the flow of liquid being measured
  - This subjects the devices to compatibility, corrosiveness, clogging and Cleaning
- All other technologies become inaccurate during low flow situations
- Typical price of competitive flow meter technologies is $300-$1000 per line (no wireless)
- Tempus Flow mitigates all of these shortcomings and costs about $40 per line
  - Precision timing of tap on, including flow percent & Keg Status



- Susceptible to Clogging
- In flow of Product
- In Flow of Cleaning
- Low Flow Inaccuracies

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Competition/Market Validation

Tempus Flow Differentiators (Top Level):

- Free Space/Absolute Position (3D (X,Y, Z) monitoring) and use of three sensors (Magnetometer, Gyroscopic & Acceleration), 3D angle detection and partial tap openings in any axis – Accuracy @ the Tap Handle
- Based on known pressure, variable orifice and time, not container size or dependency on POS system
- Non-Invasive Measurement/Inventory System, with predictive Keg change and maintenance scheduling
- IOT Valve/Keg Auto Switchover & Foam Detection System
- Measured Flow Pour each time – Works through power losses
- Unique Real Time Status to Bartender (Over/Under Pour, Keg Status, Quality Status)
- Wireless Bluetooth® or other PAN Low Energy secure wireless communications
- Scalable Lower Cost Subscription Model

You can use free pour spouts and still control your liquid assets with individual bartender accountability!

- First option is to do it yourself with proper inventory controls, accurate costs and bartender accountability. Need help setting up the controls, contact Accubar, Bevintel or Scannabar and they will get you started. Want independent inventory counting, costing and reporting? Contact Bevintel for their complete program.
- Want free pour and liquor control? Use wireless spouts that integrate with the POS system for complete control down to the individual bartender. Contact BarVision, Capton, Free Pour or Liquor Monitor for their solutions.
- Want to lock down the bar completely with a hardware based control system? Contact Berg or Easy Bar.

kegbot

CAPTON

STEADYSERV TECHNOLOGIES

BARVISION

Easybar®

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Differentiators

Tempus Flow Differentiators (2nd Level Detailed):

- Unique Systems approach to liquid/gas/granular solid distribution based on 3D positioning of tap handle
- Patent at System, Utility & Method Level – Known Pressure, Known Orifice, Known Angle, Known Time = Accuracy
- Keg Change Detection & Status, CO2 Monitoring (High and Low), Nitrogen Monitoring (Mix Library/Brew/Environment)
- Further Derived IP: Keg Accuracy (from brewery), reduced waste of time and product from keg change downtime/re-purge
- Non-spout , free pour or spirits focused – Most IP is focused on Spirits not Draft/Craft
- Non-Threatening, but aware status to bartender
- Invisible to Customer
- **Improved Quality**, not just inventory
- No Impact to current plumbing
- Enhanced but not dependent on POS
- Minimal Calibration and upkeep
- Enterprise Service Model – $0 Entry cost
- Return On Investment (ROI) proposition
    - Cost Per Tap
    - Entry to Full System Scalability
- Patent IOT Foam Detection
- Patent IOT Pressure Sensor
- System Feedback to Bartender (LED's)
- Craft/Draft focused

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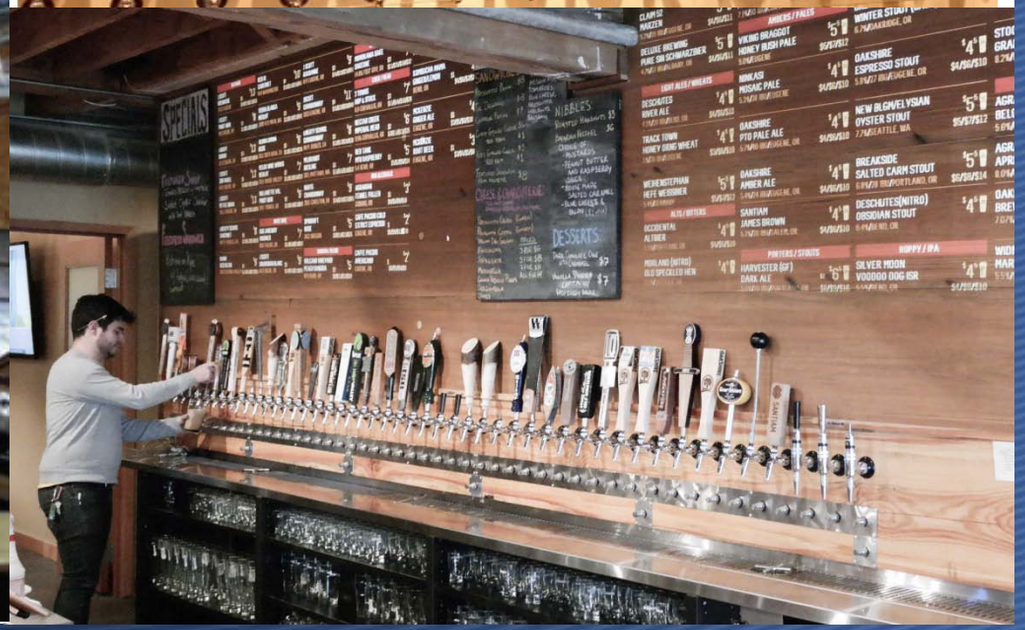
Craft Beer Market Status

- The movement is on, to have more Craft Beer on Tap!
- Craft is not just Draft and Waste is important!
- Management of 30+ beers on tap is not the same as 4!

THIS NORTH CAROLINA BEER BAR AND ITS 366 TAPS WILL SET A WORLD RECORD

BY MIKE POMRANZ | JUL 23 2015

Tagged: Beer Run North Carolina Bar



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Sales Model –> Entry Points

Relationships with Regional & Craft Beer Distributers/Installers

Strategic Relation with Spirits Metering Products/POS's & Installers

Organic Sales & Marketing: Large Franchises/Stadiums/ Branded Craft Bars…

Sales Model –> Entry Points

Sales Model – Service/Subscription

Deliver and Install:
$0 Initial Cost to Owner/Bar
½ Hour Up and Running
30 Day Free Trial

Enterprise Cloud
Software Service:
Any Device Any Time

+/- $40/Tap/Month
(Depending upon Value
Model of Establishment
Immediate ROI)

Our 5 Month ROI:
Continued Subscription
Revenue Model

High Value – Low Investment Cost to Bar Owner
Better, Cheaper, Faster

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Rollout Revenue Projection

Statistics and facts on the bar & nightclub industry in the U.S.

Infrastructure & Employment	Values
Number of enterprises in the U.S.	65,116
Number of establishments in the U.S.	65,224
Total employment at U.S. bars, taverns and nightclubs	363k
Average number of employees per establishment in the U.S.	5.56

$688 Billion
World Market

20% Draft
$138 Billion

$2MM
Penetration
Goal -18
Months

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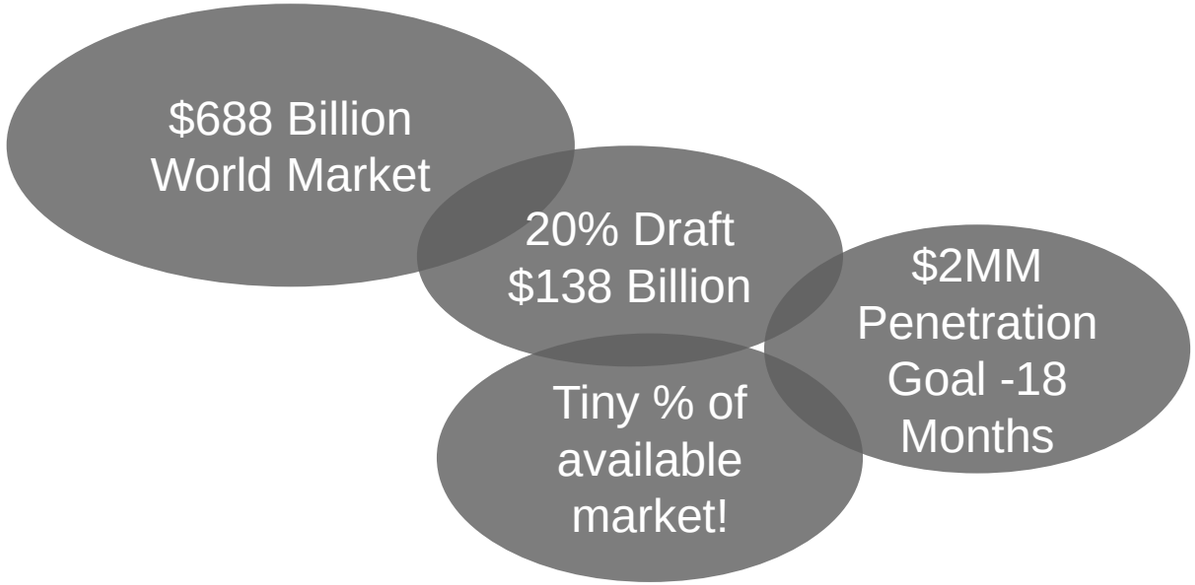
Rollout Revenue Projection

$45/Month Per Tap Average

* 12 Taps/Bar Average

* 300 Establishments

= $2MM



So many taps to tap

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Investment Opportunities

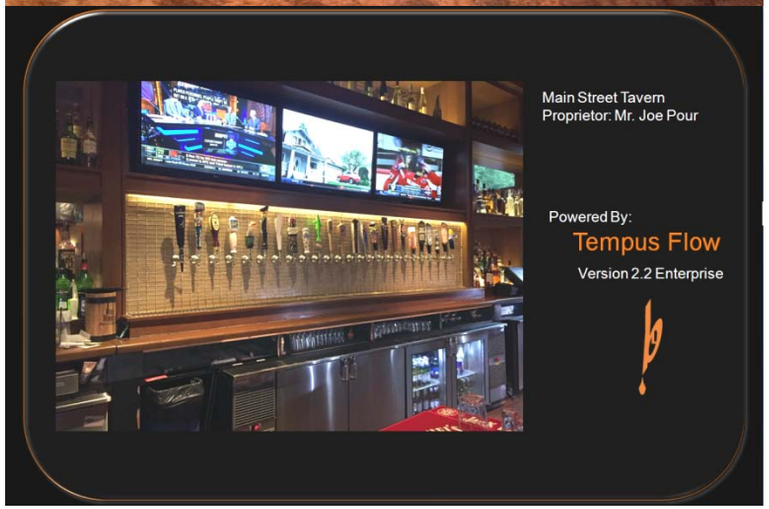
$650k Angel Round

Used to:

- Complete Team
- Complete Product Development
- Develop Marketing/Business Alliances
- Beta Evaluation Support

Results - $2MM Revenue over 6 Month Development/Rollout + 12 Months of Operations

Repeat Annuity Service Business, explosive 2nd year growth/diversity



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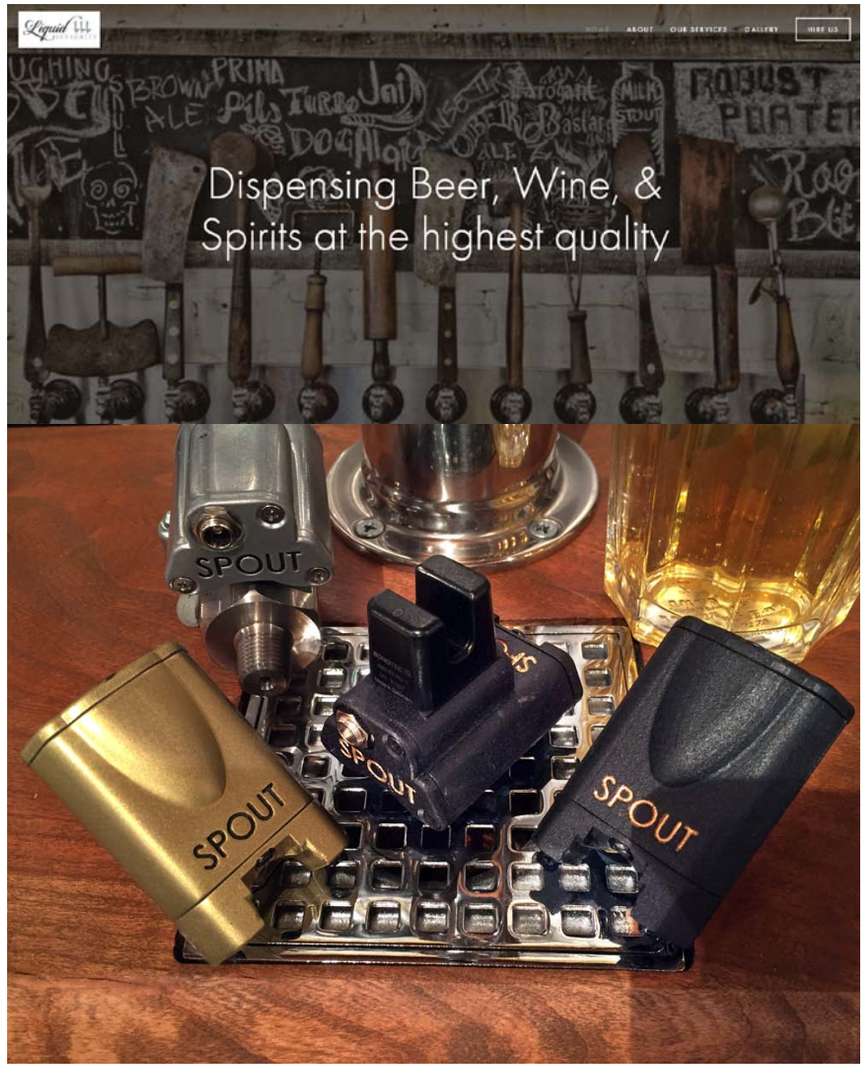
Strategic Relationship - Liquid Integrity & Team Design

Build Upon Existing Relationships

- Liquid Integrity in good position for initial product marketing/sales – major discriminator for their existing business
- Principals of Liquid Integrity are well known in the Craft Beer Industry and DC social scene.
- Help to identify Beta and Early Adopters



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Team Design – Beta Clients

Strategic Relationships

- Existing Relationship
- Tempus Flow would complete the offering and value proposition for BarlinQ Clients:
  - Spirits & Draft Beer
- Plug-in System component for

  existing software
- Beta Client Interest
- Investment Interest
- Good contacts/relationships in larger franchise restaurants/bars
- Established installed base will coincide with Spout product release

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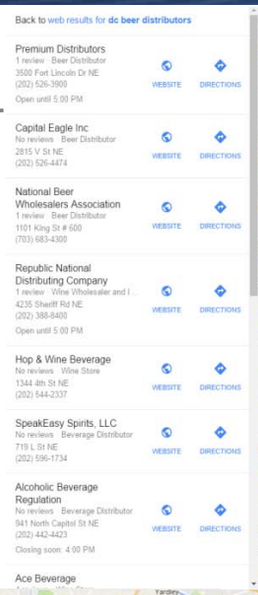
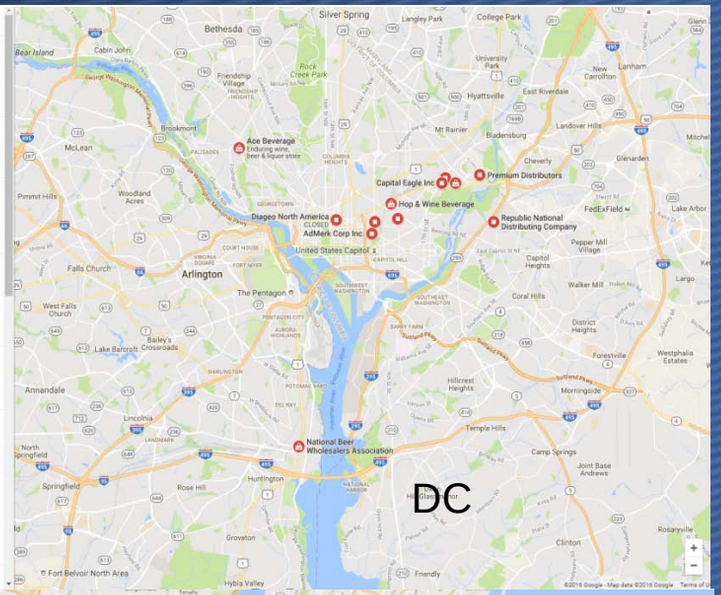
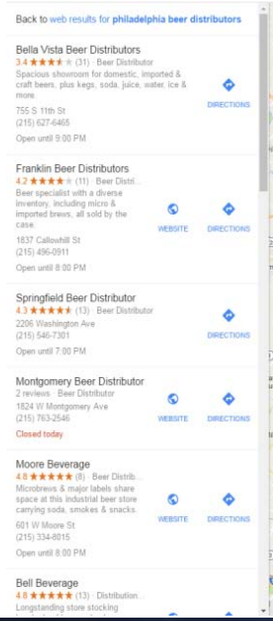
Tempus Flow – Distribution Clients

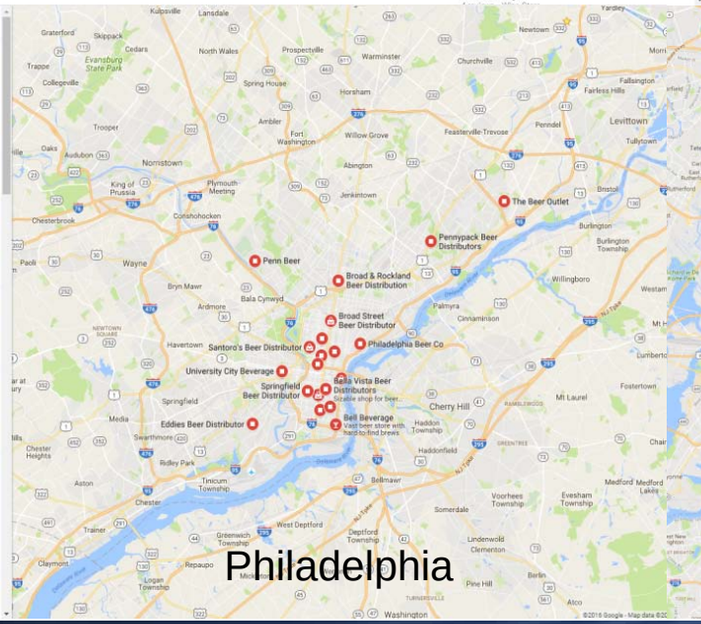
Strategic Relationships:
Value Added Revenue Sharing with Beer Distributors

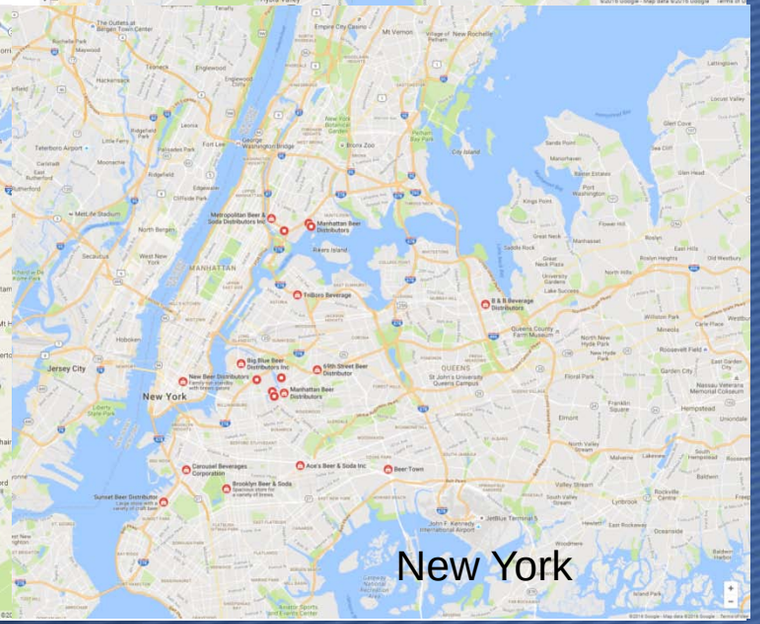
- Inventory Management
- Direct Stock
- Real-Time Status
- Revenue Sharing
- Client Big Data











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Tempus Flow – Future Diversity

Diversification - Social Media/Festivals/Supply Industry

- Social Media – Trending, Popular, Events, Buzz,
- Craft Ratings/Regional Supply/Availability, Ask the Experts
- Who's drinking where, ask my bar to stock, best pour in town
- Festivals/Contests/Portable Outdoor/Temp Events
- Craft Beer Database – History, Blend, Trend
- Distributor/Supply - Alliances/Acquisitions
- Brand Building - Merchandizing
- Spirits Metering Companies – Diversity to Wine, Spirits, Mixology
- Craft Beer Big Data – Real-Time Customer Ratings – Anytime Anywhere
- Other system environments, such as: soda/juice carbonated/non-carbonated drinks, spirits, corrosive chemicals, petroleum, hopper grain, loose candy, medical/pharmaceutical supplies or bulk product, coffee…

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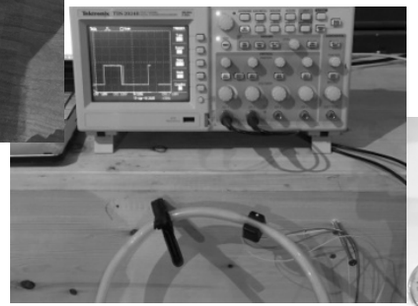
Action Plan – Demo/Evaluation System

- Build Test Software – Time/Event - Done
- Develop IP White Paper/Patent Process - Done
- Patent Attorney/Freedom to Operate - Done
- Foam Detection Bluetooth® IOT units - Done
- Build High & Low Pressure IOT devices - Done
- Build small set of filter/data handlers – Done
- Build Demo visualization – Done
- Develop SaaS Model/Pricing – Done
- Mitigate Custom Technical Risks – Done
- Mitigate Industry Technical Risks – In Process

Today

- Build Demo Software/Hardware System - Funding
- Develop Demonstration Plan/Roll-Out (Beta) – In Process
- Produce 1-X number of demo systems – Funding
- Develop Gen 4 Systems Software & Hardware – Funding+
- Marketing and Product Launch– Funding+



Tempus Flow

By:

TEAM DESIGN
TEAM DESIGN GROUP, INC.

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Champion

Principal Electrical/Firmware

We are a group of Professional Product Developers

See TeamDesignGroup.Com

We are a mix of Senior and Junior – Systems, Software, Electrical & Mechanical Engineers/Part Time Beer Drinkers

Industrial Design/Mechanical

Software Visualization/Mobile

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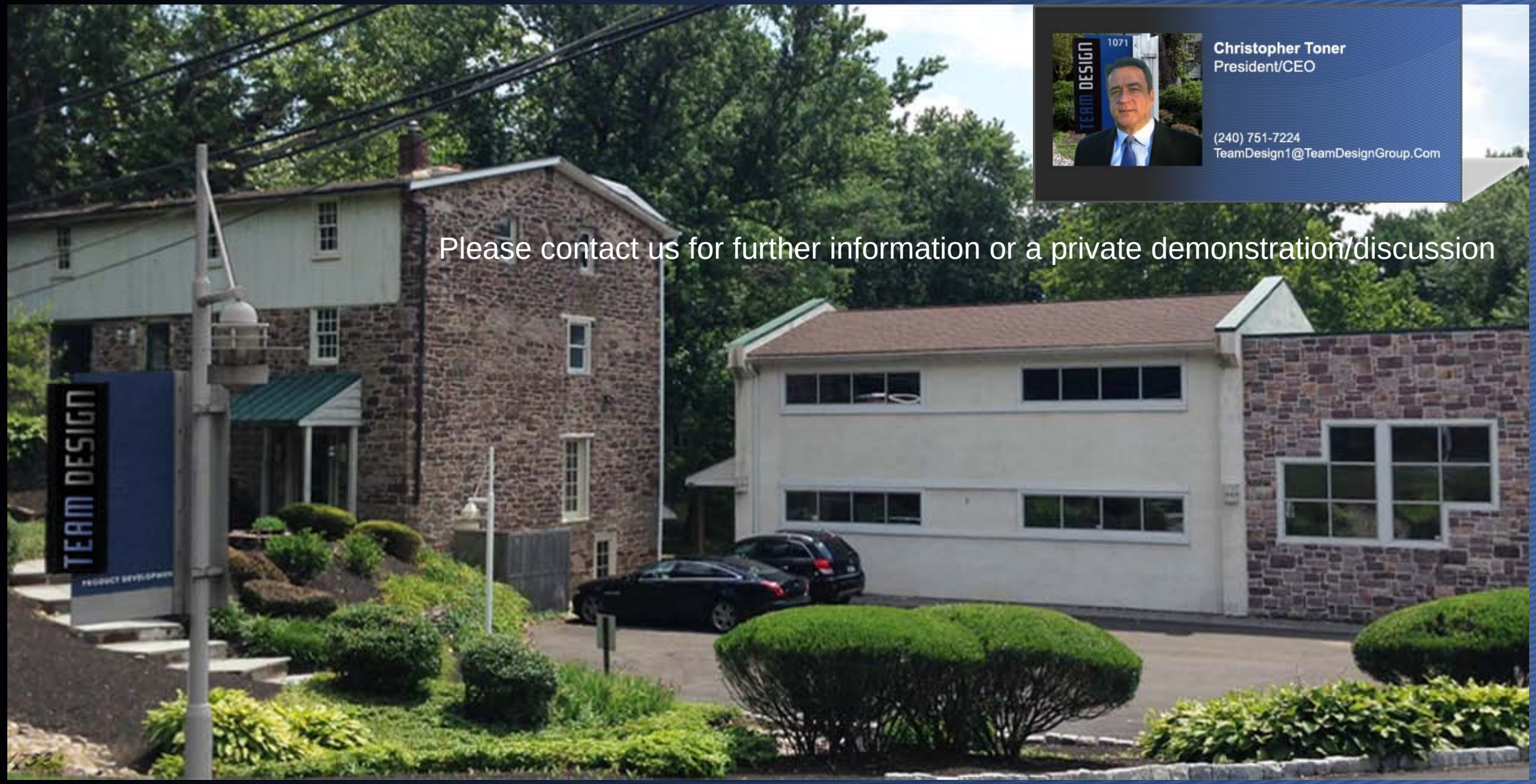
Follow-Up



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