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CONNECT EVERYTHING INSTANTLY

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TODAY THE SOFTWARE STACK IS OUT OF CONTROL

The average company uses over **200 apps** that churn by **39%** bi-annually¹

Employees spend an average of **8 hours** per week re-entering data across systems²

IT **spends up to 70% of their time** managing fragmented data across disparate applications²



Costing companies **\$140 Billion** a year²

THE SOLUTION

WRAP & CONNECT YOUR APPLICATIONS



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INTEGRATES any cloud application instantly with Machine Learning & "Drag and Drop"



MANAGES access across multiple application suites



PROTECTS by adding an additional layer of security



**SAVING COMPANIES MILLIONS WHILE
INCREASING EFFICIENCY, VISIBILITY & CONTROL**

SHADOWBOX VS THE COMPETITION



DRAG AND DROP FOR
INSTANT INTEGRATION



Integration in minutes

instead of months



Data stays secure in each application

instead of requiring storage, hosting and vendor contracts



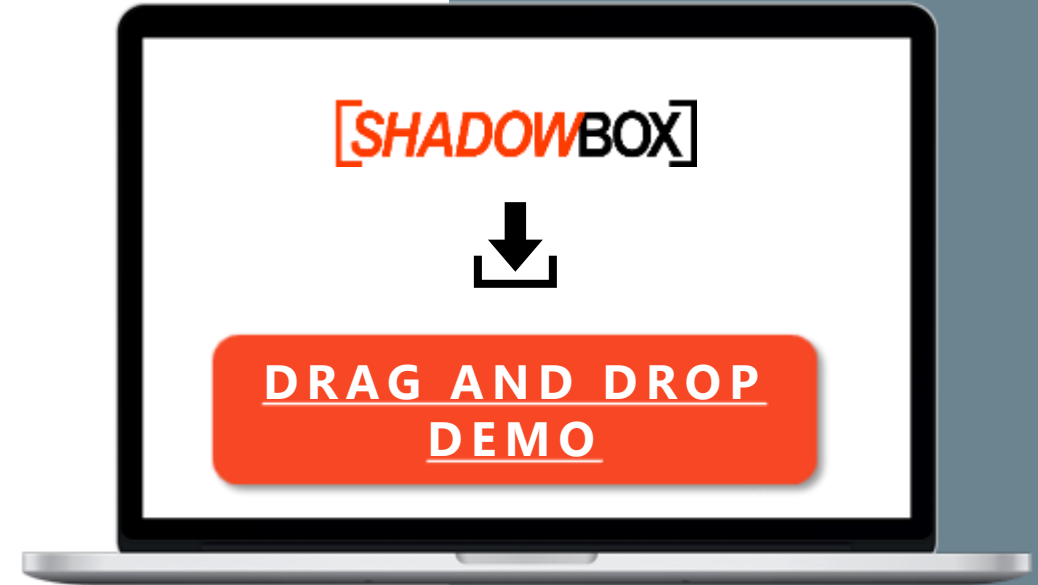
User-driven connections that require zero code

instead of code heavy APIs to build, maintain & store



ML/AI suggests connections for user confirmation

instead of pre-coded APIs that may not fit your custom app



ENTERPRISE-WIDE
VISIBILITY FOR
MANAGEMENT &
SECURITY



THE TEAM



GREGORY A. STEIN

CO-FOUNDER, CHIEF EXECUTIVE OFFICER



JACK SAMATOV

FOUNDER, CHIEF INNOVATION OFFICER



BETH CROCKER

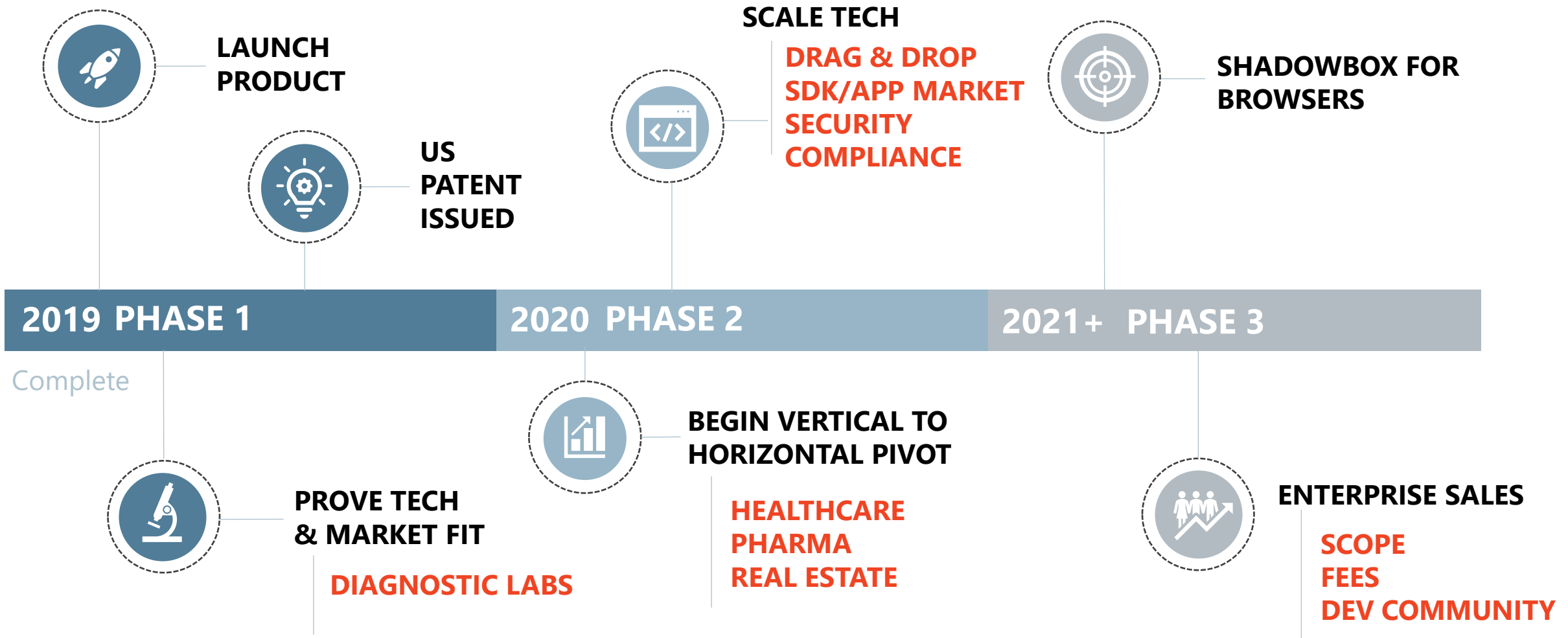
CHIEF FINANCIAL OFFICER



**FTEs: VP Sales & VP Sales Eng. (both long-time colleagues)
+ 2 Off-shore Dev Teams**



THE ROADMAP



PHASE 1 PROVEN TECH AND MARKET

USE CASE: "1 TO MANY" CONNECTIONS THROUGHOUT THE ANCILLARY SERVICES ECOSYSTEM

14 FULL IMPLEMENTATION CUSTOMERS

RECURRING REVENUE

(up to \$5K/mo minimums
+\$1/transaction fee
+ \$15K set up fee)

AVERAGE DEAL SIZE
INCREASED TO \$100K

(2 RECENT CONTRACTS >\$200K)

LTV:CAC = 6:1¹



SATISFIED CUSTOMERS



[CLICK FOR LAB DEMO](#)

33,000 ANCILLARY SERVICE PROVIDERS | **25** SPECIALTY CATEGORIES | **≈30%** HEALTHCARE SPEND² | **\$6.5 B** TAM³

(1) Current ratio reflects focus on R&D (vs. Sales & Marketing). We expect the ratio to normalize closer to 4:1 as S&M spending increases, offset in part by increasing deal size

(2) Sources: Ancillary Care Services, Horizon Blue Cross Blue Shield, Bankrate.com

(3) Sources: Gartner, March 2017, Grandview, February 2017

FINANCIAL HIGHLIGHTS

- Exponential Growth
- Recurring Revenue
- Robust bottoms-up model
- Offshore R&D
- Capital Efficient Spending

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5 Year Proforma Profit & Loss

In 000's

<i>USD (in '000s)</i>	<u>F</u> FY20	<u>E</u> FY21	<u>E</u> FY22	<u>E</u> FY23	<u>E</u> FY24
<u>Revenue</u>					
• Subscription	224	1,956	13,341	70,628	203,176
• Services	281	1,562	7,620	32,536	56,735
Total Revenue	504	3,517	20,961	103,164	259,911
<i>Growth Rate</i>	252%	598%	496%	392%	152%
Total COGS	179	837	4,590	20,065	45,891
Gross Profit	325	2,680	16,372	83,100	214,019
<i>Gross Margin %</i>	64%	76%	78%	81%	82%
Operating expense:	976	3,191	15,212	50,577	92,641
EBITDA	(651)	(511)	1,160	32,522	121,379
<i>EBITDA Margin %</i>	-129.0%	-14.5%	5.5%	31.5%	46.7%
Headcount	13	30	84	173	280
Customers	19	72	195	785	1,375

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SUMMARY

- **TRACTION** | **\$500K** 2020 Revenue Forecast
- **IP** | **ISSUED PATENT** | 2nd Patent Pending | .COM URL
- **PLATFORM** | **CUSTOMERS ACROSS MULTIPLE VERTICALS** | Proving horizontal appeal
- **RAISE** | **\$3M** | Finish & incorporate Drag & Drop, SDK | Scale Sales to **\$250K** MRR | Scale Support to match Customer Growth



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