

## BACKGROUND

### **Our Desired Impact Is to Make Retrofitting the New Wave of Innovation**

Our original concept 'FoodGarage' was launched in 2014 to develop high-tech community refrigerators with lockable compartments for the 71% of Americans who reported their lunch stolen from their company break rooms. In 2018, we pivoted to a different industry to reimagine order pickup from restaurants, co-working spaces, and pharmacies.

At clevtech, our mission is to accelerate the benefits of exchanging goods efficiently and seamlessly for businesses everywhere. Our first step is to help restaurants use smart locker technology to automate the takeout process and improve their digital strategy on the rise of the on-demand economy and the Off-Premises Revolution.

The Yummy Box (food-locker) is designed to free restaurant operators from the old model of having to staff takeout counters, monitor mobile pickup shelves, and overcome exorbitant fees associated with partnering with third-party delivery services (30% to 40% of your revenue per order). In 2019, take-out generated nearly \$124 billion in sales. That's over 19 million orders per day picked up from restaurants across the country.

The Yummy Box is like no other locker system on the market. It's simple yet insanely powerful. Helping restaurants with social distancing, optimizing workflows, and enhancing the online orders' pick-up experience.

With The Yummy Box customers are in and out of a restaurant in 45 seconds or less. No delivery fees. No standing in line. Just quick and easy order pick up. To pick up an order, a customer will enter the Verification Code text to their cellphone on the kiosk screen. The kiosk screen will display a Box # and PIN. The customer types in the PIN at the appropriate box, grabs their order, and they're on their way.

The Yummy Box also makes it easier for companies like UberEats, DoorDash, and GrubHub to pickup delivery orders from restaurants.

Our simplified smart lockers serve as a stylish, affordable, and socially inspired alternative to traditional smart locker systems. With easily interchangeable parts & customizable designs, we've made exchanging goods simple, modern, and technician-free.

The Yummy Box hardware is free. We charge the restaurant a flat fee per order and a monthly software subscription. To power our solution it cost \$5 a year versus \$500 - \$600 from other tech-enabled smart lockers.

Our soft launch was in April of 2019, leading to \$15K in sales. In August, we got our first testing location, and in April of 2020, we got our first Pilot Partner processing over 1500 orders in 45 days. Our goal was to take a lot of care to make sure our first rollout went extremely well, and our MVP was solid. We built tools around the grander vision and implemented rigorous processes so we can now scale quickly and easily.

## LONG-TERM PLAN

We currently work with SouthernQ BBQ, a top ten BBQ restaurant in Houston recently featured on Good Morning America. Station Houston (The Ion), the largest tech accelerator in Houston, and our new partners Gatlin's BBQ, friends of the Bush Family, Gianelli's an innovative 50-year-old restaurant brand in Wisconsin, and This Is It Soul Food, approved by Beyoncé.

We've processed over 5,500 orders, error-free, and helped our Texas customers reimagine their digital strategy on the rise of the on-demand economy and the off-premise revolution.

Houston Business Journal honored us as one of the twenty-six most innovative companies in Houston because we're taking an approach drastically different than all other smart locker companies. V3 lockers that are 57% salt, 43% petroleum, and some chlorine, whereas V2 lockers are High-Pressure Laminate.

Another vertical we've identified and succeeded in is package pickup at co-working spaces, and prescriptions pick up at grocery pharmacies.

Our long-term strategy is to help smart cities of the future improve their restaurant operations. With a more efficient workflow and take-out process, restaurant operators can help reduce carbon emission from idling vehicles surrounding their locations to place and pick up orders. Idling for more than 10 seconds uses more fuel and produces more emissions that contribute to smog and climate change than stopping, going inside, and restarting your engine.

As stated, our mission is to lead a new wave of innovation by retrofitting products that redefine the customer pickup experience, help to support a clean planet, and make modern necessities more affordable.

We are a humble team of passionate people who genuinely want to make the world a better place. With our plug-and-play systems, we created a solution that would typically have one life form and gave it many!