Core Technology and Products

- Individual Room Control
  - Savings: vents smart on-off
  - Consider user preferences
- Automatic: Learning Algorithm
  - Learns occupancy patterns
  - Learns heating/cooling curves
- Smartphone App/Programmable
  - Consider user’s calendar
  - Consider multiple users in a room
  - Simple interface (comfortable? too cold? too hot?)

- Array of sensors
- Variable-size Wireless Vents

Mobile App

Central Hub:
- Gather data
- Data Analytics
- Run ML
- Execute Control
# Competitive Advantage

<table>
<thead>
<tr>
<th>Feature\ Company</th>
<th>KeenHome</th>
<th>EcoVent</th>
<th>One Oak</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>$90/ room</td>
<td>$200/ room</td>
<td>$100/ room</td>
</tr>
<tr>
<td>Temperature Sensor</td>
<td>✔ ✔ ✔</td>
<td>✔</td>
<td>✔</td>
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<tr>
<td>Motion Sensor</td>
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<td>✔</td>
<td>✔</td>
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<tr>
<td>Actionable Statistics</td>
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<td>X</td>
<td>✔</td>
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<tr>
<td>Learning Algorithms</td>
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<td>X</td>
<td>✔</td>
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<tr>
<td>Personalization</td>
<td>X</td>
<td>X</td>
<td>✔</td>
</tr>
</tbody>
</table>
Customer Value: Savings, Comfort, etc

Average savings: 30% per year.
Pays for itself in 2 years!

Personalized comfort in the entire home!

Actionable statistics and knowledge about your home or property.
Company Value: Building a Winner

Customer engagement: large customers first

Subscription based analytical reports (beyond basic services of personalized control)

Access to large user base and customers (sell data to utilities)