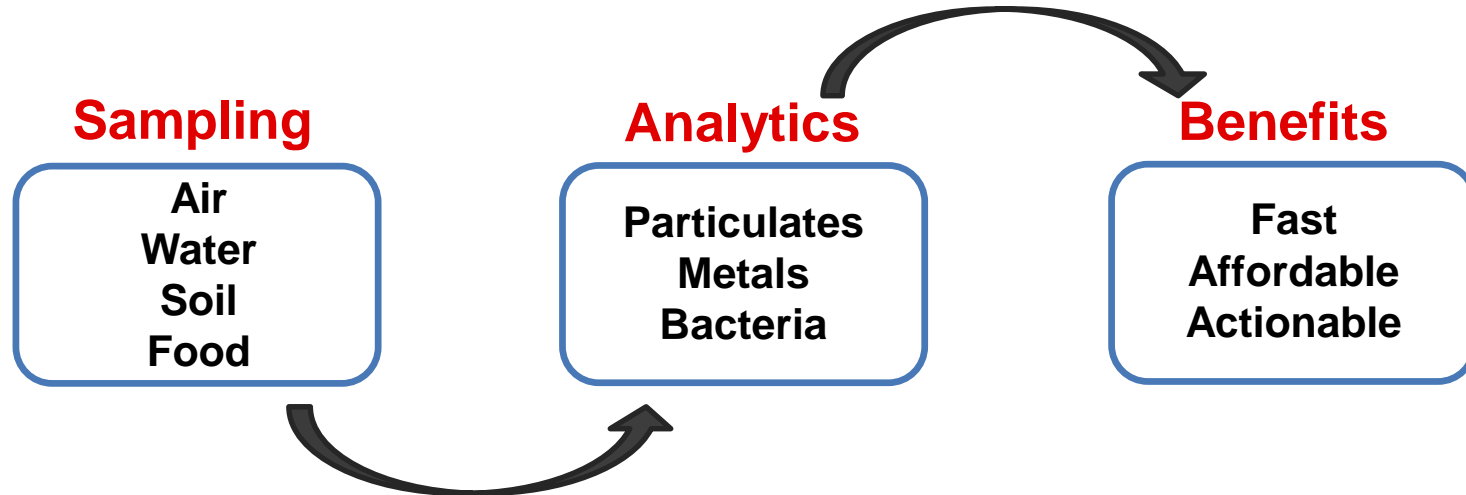




Access Sensor Technologies

Making Our World Safer Through Accessible Technology



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August 29th, 2018
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Value Proposition



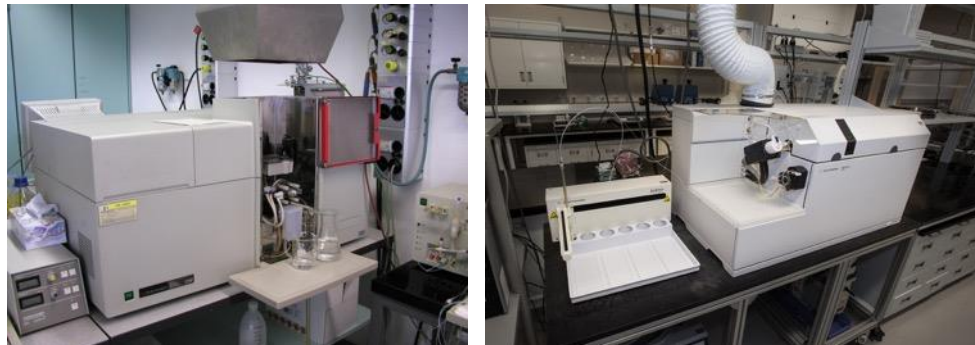
Mining and remediation operators can accomplish accurate on-site testing of soil and water, in minutes.



What is the need?



A more efficient and cost effective method to monitor mining and remediation sites, acid mine drainage, and environmental waters.

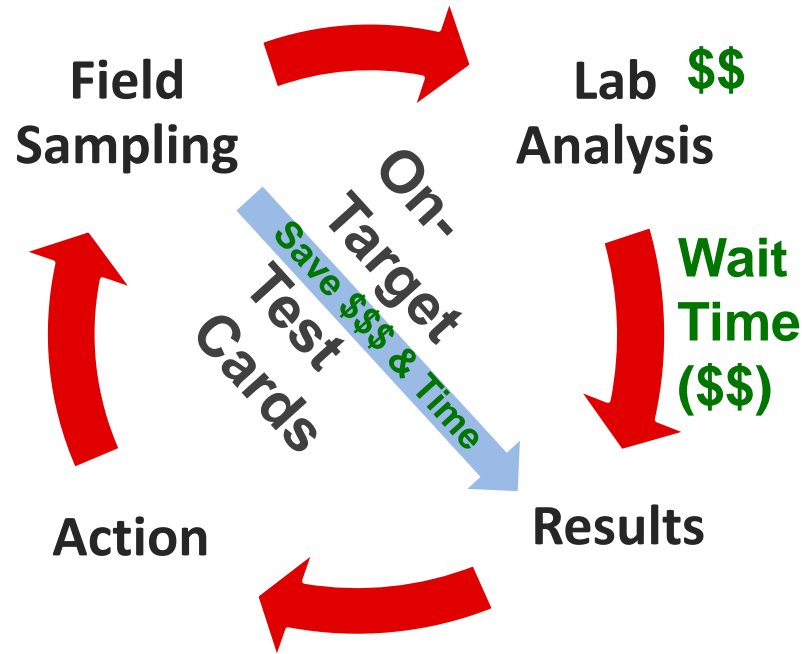


To augment traditional laboratory testing with screening at the point of sampling.



What is the opportunity?

Skip the cost and wait time of lab analysis and get immediate results in the field.



Monitor sites



Reduce burden



Test storm water runoff

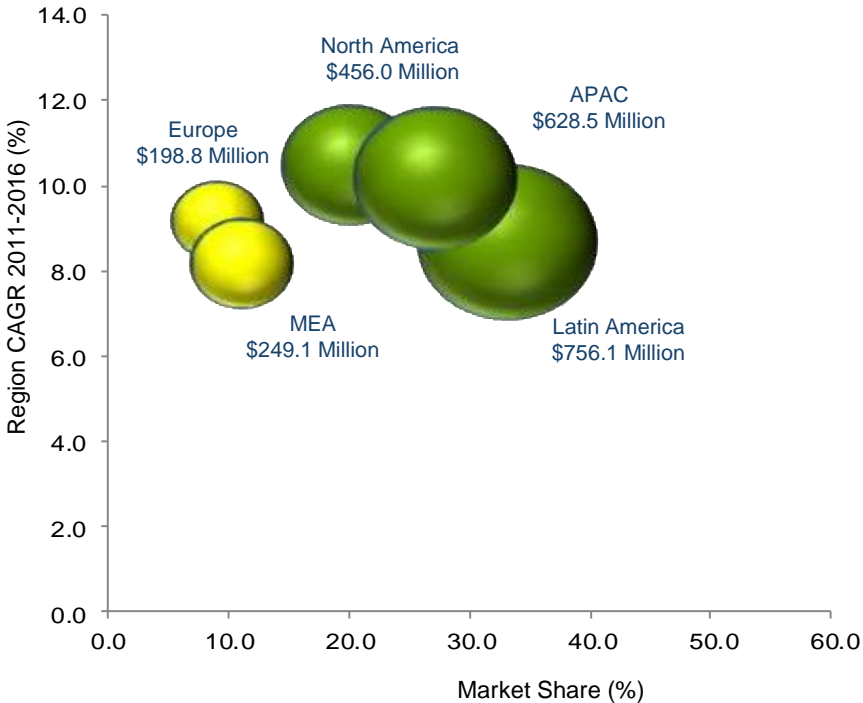


Be prepared for EPA visits



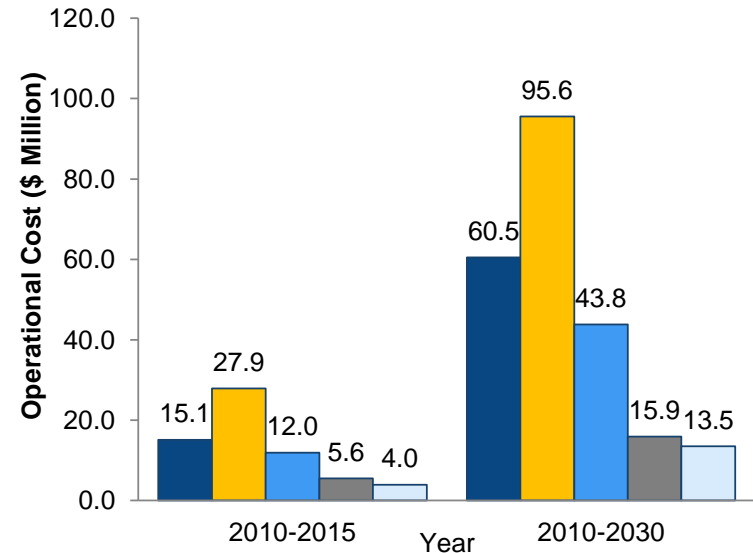
Global Opportunity

Mining Water and Wastewater Treatment Market: Attractiveness by Region, Global, 2011–2016



\$3B Global Market
CAGR 9.5% through 2016

Mining Water and Wastewater Treatment Market: Operational Cost of Active Treatment with High-flow and High-acidity AMD, Global, 2010–2015 and 2010–2030



Operational Costs of AMD Active Treatment are Dominated by Costs of Chemicals. – Frost and Sullivan (CEO 360 May 2012)



On-Target™ Test Cards

Patent-pending

STEP 1:

Add aqueous sample



STEP 2:

Read concentration or use App



Cost Effective

Multiple Analytes

Safe to Handle, Safe to Ship

Immediate Results

Accurate

No Training Required

Analysis w/ or w/o App

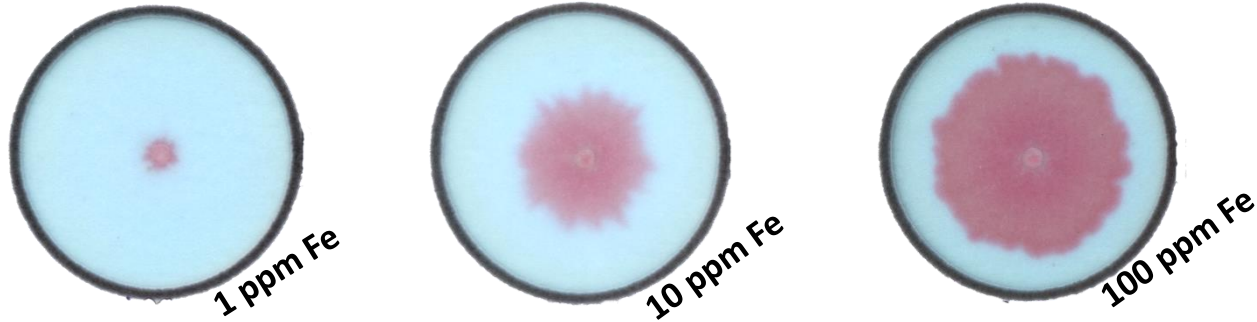
Data Tracking

Remote Decision Making



On-Target™ Test Cards

Patent-pending



METAL (M+)	COLOR CHANGE	RANGE	LIMIT	SHELF LIFE	TEST TIME	pH RANGE
Zinc (Zn ²⁺)	Green to Pink	0.1 to 100 ppm	0.05 ppm	> 1 yr at room temperature	< 5 minutes	3 to 9
Iron (total Fe)	Blue to Pink					
Copper (Cu ²⁺)	Pink to Blue					

*All specifications are subject to change. Please contact info@accsensors.com for the most recent information.

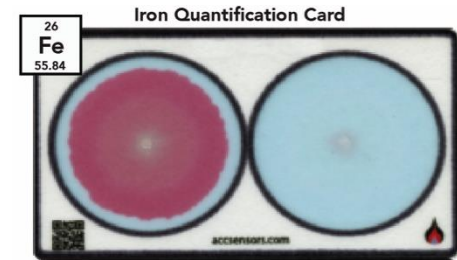
Our results are in agreement with third party lab analysis at the 95% confidence interval.



Silverton



Argo Tunnel



Pre-remediation
90 ppm Fe

Post-remediation
< 1 ppm Fe

Gold King Mine



On-Target™ Soil Digester



Rapid extraction or digestion of soil samples in the field in 5-30 min.

Analyze soil sample with On-Target cards for early detection.

Ask us to be a beta tester!



Go to Market Strategy

We are engaged with US and Canada based mining and remediation companies focused on base metal production and management.

- Build upon what we learned from our customers and how they purchase
- Leverage digital marketing to create visibility to our target customers
 - Google ads, Facebook, LinkedIn, Twitter etc.
 - Build leads into CRM, mine data and execute digital marketing plan
- Identify and develop relationship with key distribution channels e.g. (Hach,
 - WW Grainger, Fisher Science, LaMotte, Ben Meadows, etc.)
- Identify International distribution partner, target Asia (leverage existing introductions to China as springboard for distribution, possible Mfg.)
- Add other distribution and Mfg. partners for other target markets internationally
- Present at industry trade shows and targeted user groups, generate additional leads for CRM and digital marketing
- Publish technical reports



Part 2 - Our Story

How did we get from an idea to a product for a market?

What have we learned?

What advice/insights can we offer?



Starting Point

There are many ideas for products, how do you select the right one?

Start with a process to prove out an idea. Business Model Canvas is a great one!

Keep it simple, write down what you know.

Involve the team and key Partners in this process!

Benefits to me (+)	What I give up (-)
Customer Benefits (+)	Customer gives up (-)



Validate

Technical solutions are worthless without a customer that will pay for them!

Validate your idea with REAL customers!

- Interviews
- Trade Shows
- DITL (Day in the life of the customer)



Have a Plan

Make a plan, stick to it, review it often!

- Keeps focus
- Helps with investors
- Change it when you have new inputs

Ask for help/inputs

- Talk to other start-ups
- Look for local resources



Push yourself

As you learn validate what COULD happen

- Stretch for the aggressive goal
- Protect against risks
- Plan for your funding

Do you have the right team to make it happen? Don't underestimate this issue!

- Spend time getting the RIGHT team
- Same is true for partners



Advice

Keep it simple – you need SOME structure

- Structure guides, not restricts activity!

Establish priorities, it creates focus.

- There are many distractions.

Instill a “customer first” mentality.

- Without them we cease to exist!

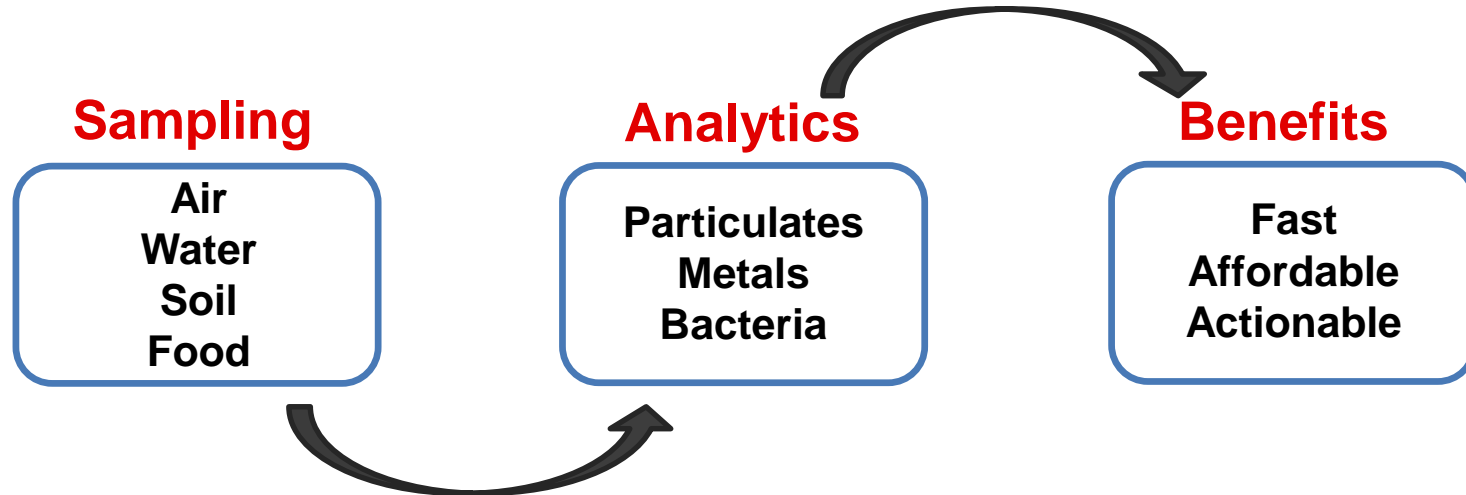


Questions?



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