



# **BLOODHOUND**

## **TRACKING DEVICE, INC.**

***The world's first supply chain visibility tool with low-cost, long battery life, 100% communications under any circumstances, track and trace, sniff and identify device.***



\$15 - \$30  
billion

Lost each year  
to cargo theft  
in the US alone

# BLOODHOUND TRACKING DEVICE (BTD)

## WHAT IS IT? WHAT DOES IT DO?

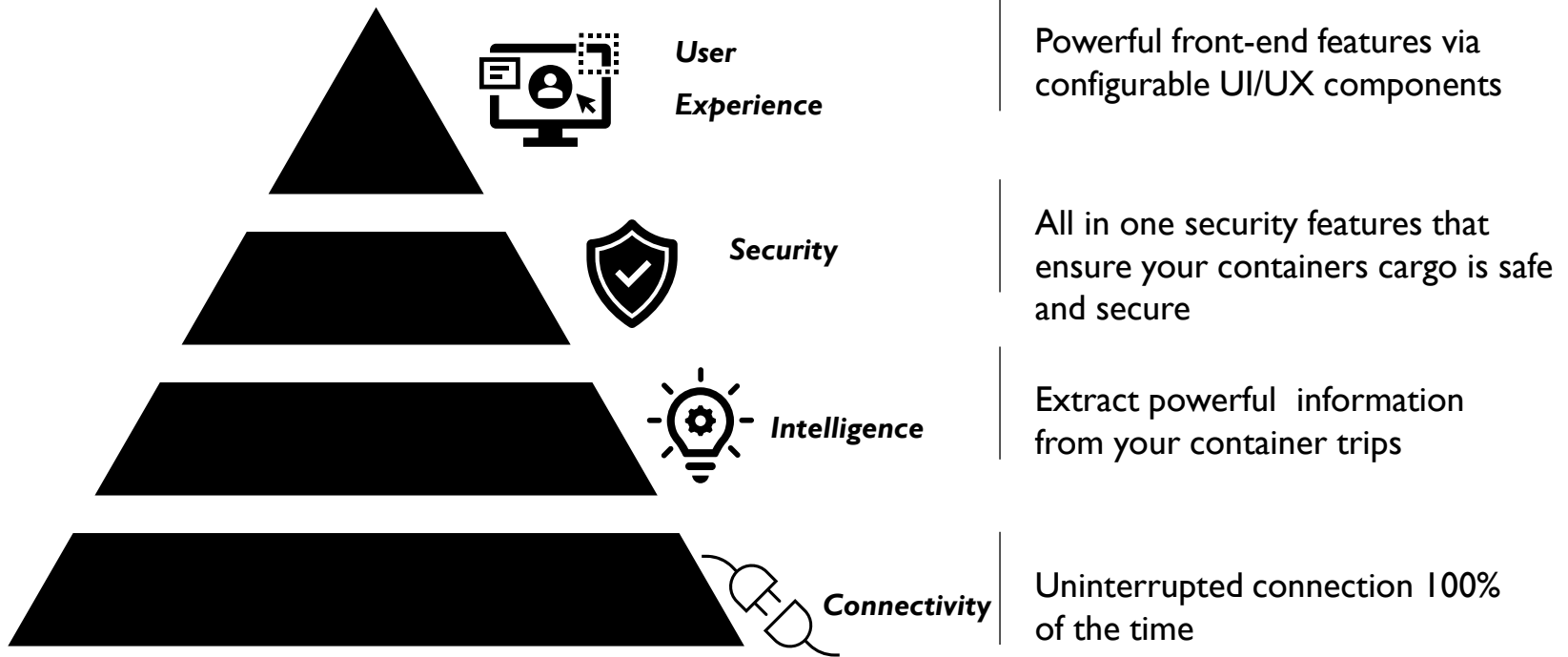
### THE NEW STANDARD IN TRACK & TRACE TECHNOLOGY BECAUSE GPS IS NOT ENOUGH!

- BTD is a non-parasitic, non-interfering system; commonly referred to as a “container security device” or “black box. + software monitoring system.” BTD’s unit is installed inside the box! Not outside on the door.
- BTD uses Cell, GPS and our **patented Disruptive Tolerant Mesh Networks** to provide world class, 100% communications, anywhere in the world, under any conditions! BTD monitors it all:
  - Temperature
  - Humidity
  - Door open/close
  - Internal noise levels
  - Air pressure
  - Volatile organic compounds (VOCs)
- Power for the BTD is self-contained and requires no scheduled maintenance for 2+ years. BTD is leased by Carriers/NVO/FFs for a low monthly fee.

**No more contraband in your box!**

**Detect human trafficking and dangerous VOCs with BTD sensors!**

# The BTD Platform



# Competing Tracker Specs Matrix

Matrix of Competing Trackers																	
Cargo Tracker Products	Cap Ex	Monthly Fee	Permanently Installed	Installed on Inside or Outside	Battery Life	Tracking Options				Sensors/"Sniffing"		Other Sensors or Alerts				Other Attributes	
						Cell	Sat com	GPS	DTN	Chemical	Human	Light	Sound	Humidity /Temp	Movement or Door Sensor	Easy Install	Simple Package
<b>Bloodhound (BTD)</b>	<b>\$0</b>	<b>\$26</b>	<b>Yes (&amp; mobile)</b>	<b>inside</b>	<b>3-5 Years</b>	√	√	√	√	√	√	√	√	√	√	√	√
Blackberry Radar	\$265	\$10	Yes	outside	5 Years	√	no	no	no	?	?	?	?	√	√	no	no
Arrow Spot	\$289	\$0	Yes	outside	8 Years	√	√	√	no	?	?	no	no	√	√	no	no
hoopoSense Solar	\$150	\$4	?	?	10 Years	√	no	√	no	?	?	?	?	?	√	√	?
Global Trackers CyberSpy TT1	\$79	\$6	No	outside	1 Year (in sleep mode only)	√	no	no	no	?	?	?	?	?	?	no	no
Orbcomm ST-6100	\$705	\$0	Yes	outside	No internal battery	√	√	√	no	no	no	?	?	√	√	no	no
Traxens Box	\$260	\$9	No	outside	4-6 Years	√	no	√	no	no	no	?	?	√	√	no	no
Next4 N402	\$104	\$5.20 - \$8.32	Yes	outside	2 Years	√	no	no	no	no	no	?	?	√	√	no	no
LandAirSea 54	\$99	\$20-\$50	No	outside	Up to 6 Months	√	no	no	no	no	no	no	no	√	no	no	no
Sony VISION	?	?	?	outside	2 Years	√	no	√	no	no	?	√	no	√	√	√	?
Nexxiot Crossmodal	?	?	?	outside	?	√	?	√	no	?	no	?	?	?	?	√	?



# BLOODHOUND TRACKING DEVICE (BTD)

## WHY DO BCOs NEED IT?

- Carriers are the entity inside the global supply chain that has control of the containers for the longest period of time! Carriers/NVOCC/FFs control YOUR CONTAINER from origin to destination. However, they really can't ever tell you, **“Where is my box!?”**
- The Federal Maritime Commission “FMC” is pushing Maritime Transportation Data Initiative “MTDI” as a method to get the BCO and other stakeholders more transparency, granularity and access to location and status of YOUR BOX.
- It's just a matter of time before the FMC requires MTDI. **BTD provides that solution; both hardware and software for Zero CapEx!**
- With BTD, the carrier can finally give you accurate location status, security status, and status of your goods inside the container.
- **All for a low monthly subscription basis!**

# BLOODHOUND TRACKING DEVICE (BTD)

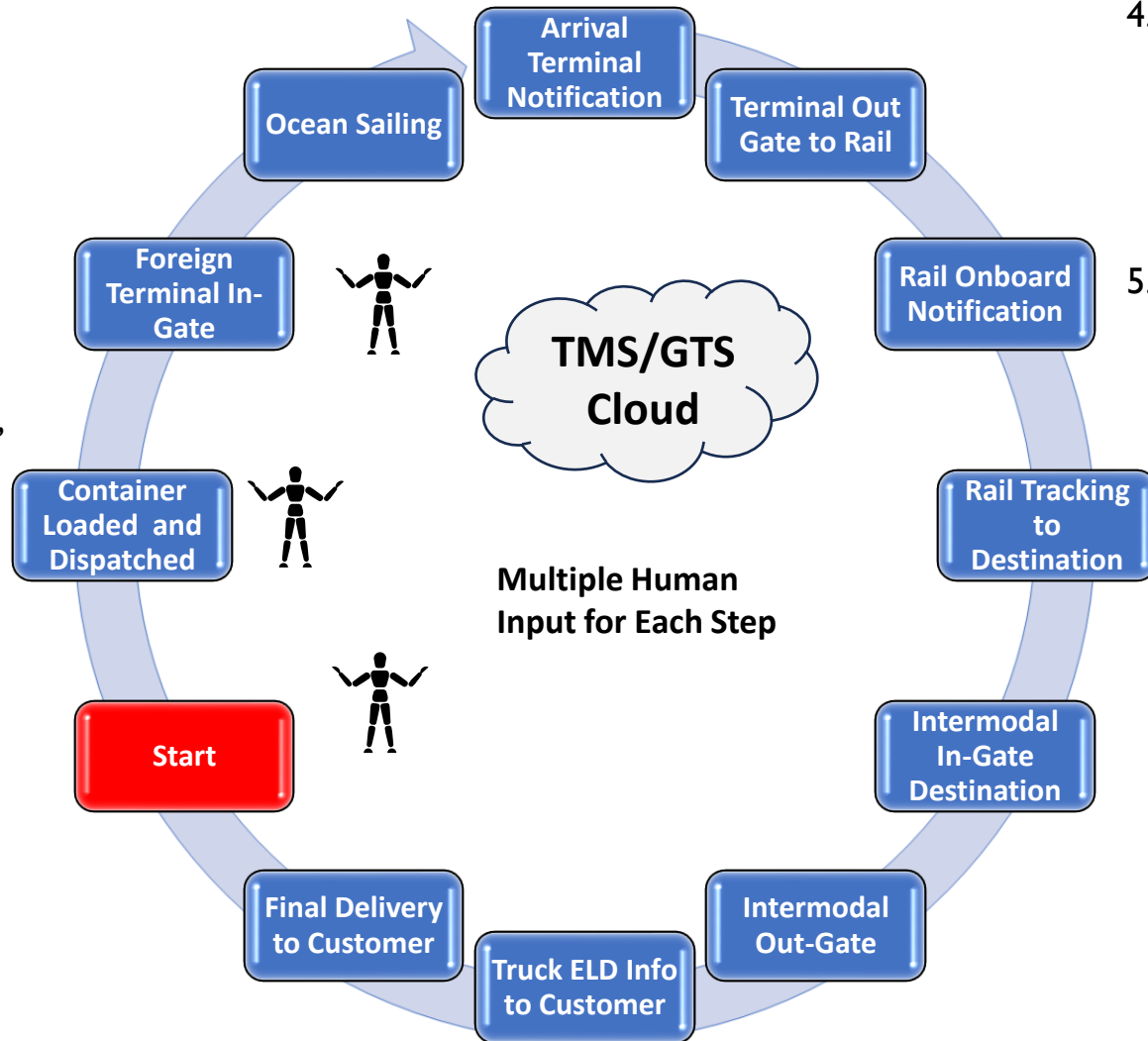
## BCO and Carrier Value Proposition

- There are many “track and trace” software systems (TMS, GTMS, etc.) in today’s marketplace that claim to provide real-time information to shippers and shipping companies. In practice, they really only capture “human input” and terminal data, vs using a device to precisely capture “where, status, integrity and real-time security.” The critical piece of information from the standpoint of BCOs is **accurate knowledge of exactly where my box is within the Global Supply Chain.**
- For the planning, purchasing, and re-routing processes that are KEY in supply chains today, **there is no commercial offering that accurately and unobtrusively assists shippers and shipping companies with these issues – for Zero CapEx, low cost, and long battery life.**
- There has never been a global, multi-functional, low-cost, long-lasting, low-touch device to track, sniff, and report the location and status of a non-powered container/conveyance. The Bloodhound Tracking Device system will set and remain the standard for decades to come.
- Here is the Real Problem today.....

# CURRENT TMS/GTMS SYSTEM FOR TRACK AND TRACE AND TRACE

## CURRENT PROBLEMS:

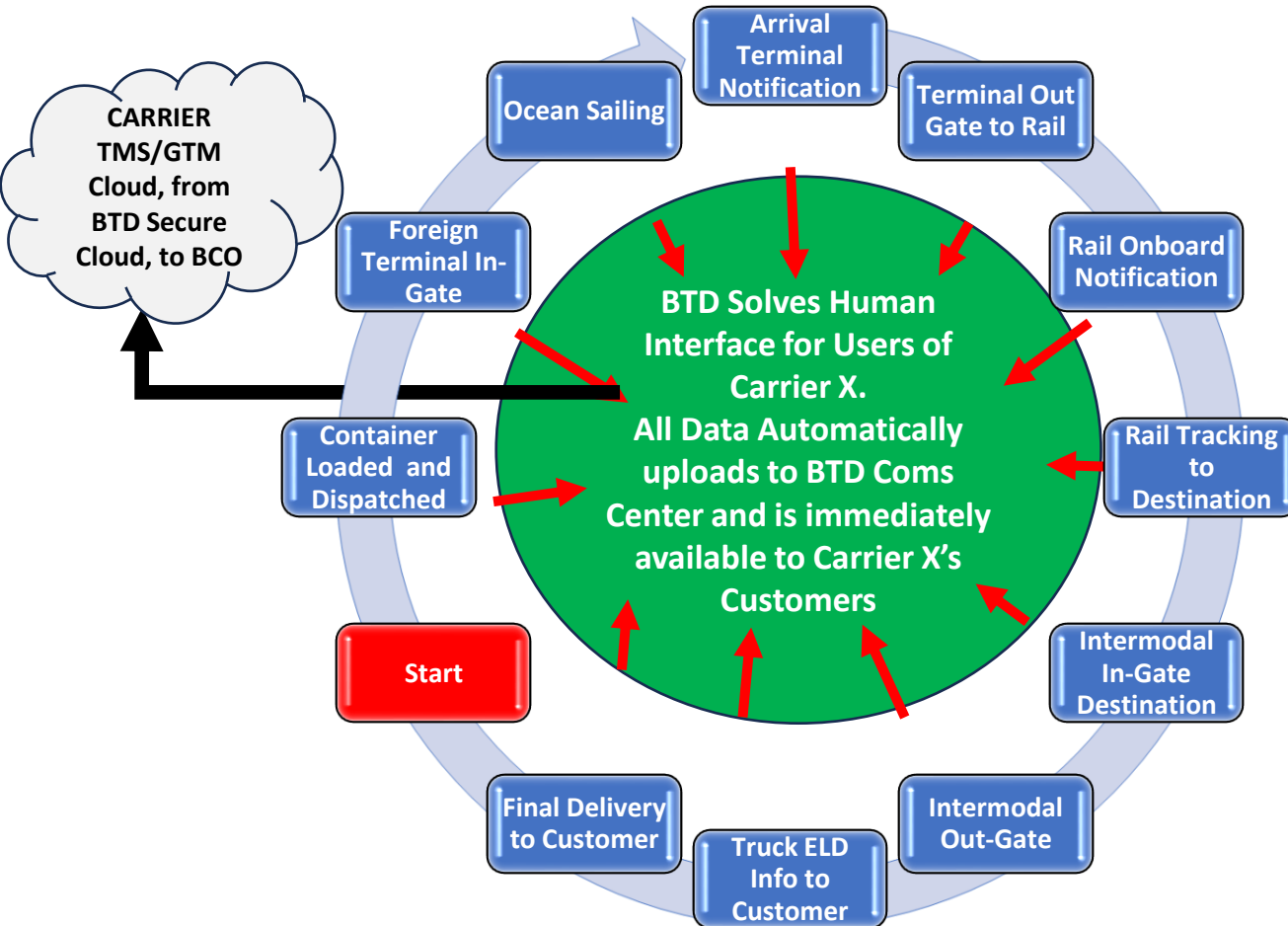
1. The “input” for all track and trace (T&T) systems today relies on human input, scouring the internet for “clues” as to the whereabouts and other methods (bots, etc.)
2. This process is error prone, leaves YOUR CARGO location and “health status” to unknown people.
3. On many of the nodes in the Global Supply Chain, there are multiple inputs on multiple days for the same deliver!



4. Some steps are missed altogether, especially in foreign countries and the chain of custody is marred.
5. By removing the human input, using the BTM Device that sits inside the container and has patented communications protocols to get that information OUT, the Logistics Executive will know exactly where the box is, what the status is of the cargo inside, creating Actionable Intel for the user.

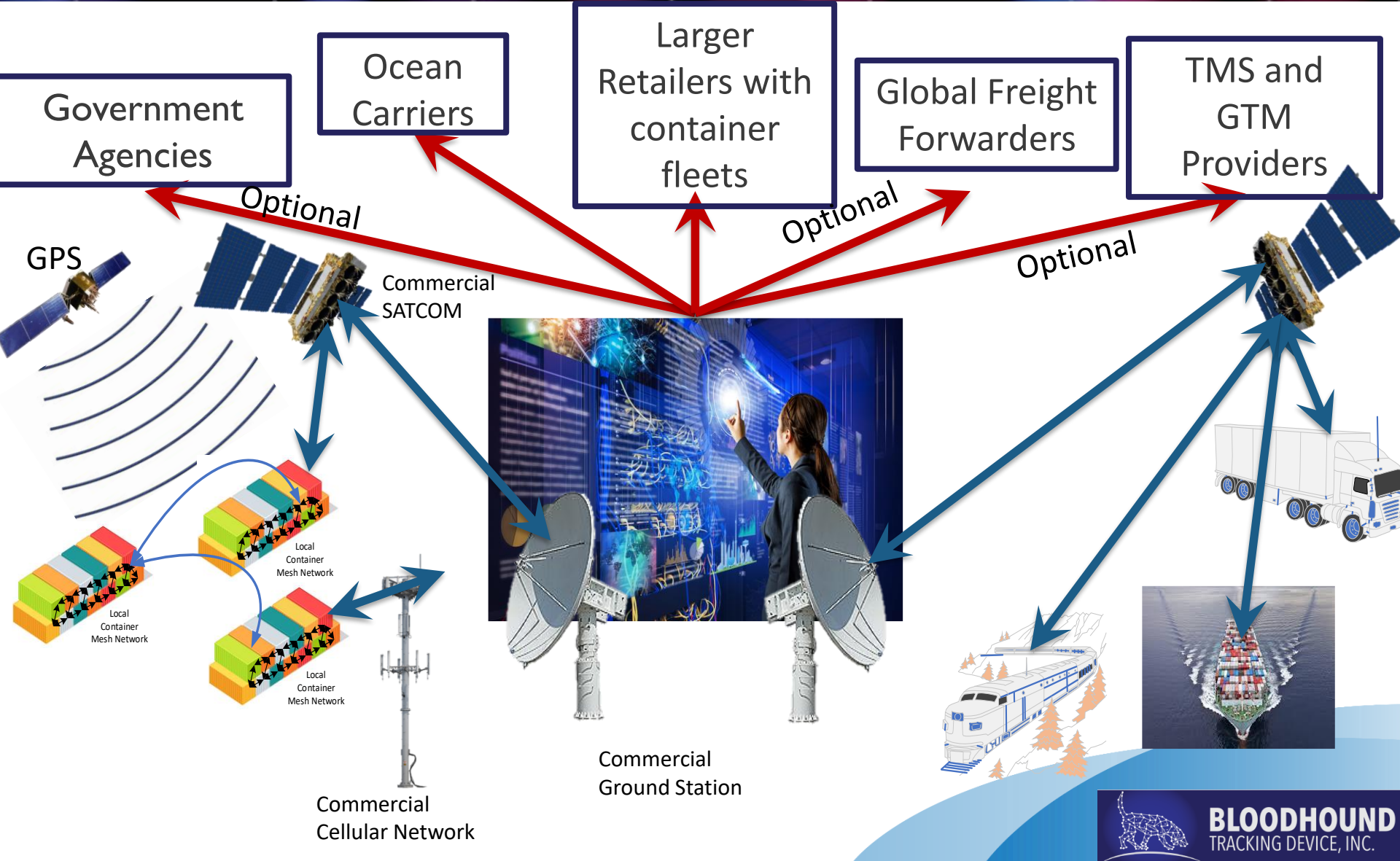


# TMS/GTM SYSTEM WITH THE BTD SYSTEM



- NO human input at all.
- Real Time status updates.
- Useable all over the world.
- Exact status updates.
- Actionable Intel available 24/7 on each box.
- Event notification direct to the user's hand-held phone or pad.

# ARCHITECTURE, COMMUNICATIONS AND OPERATIONS



Government Agencies

Ocean Carriers

Larger Retailers with container fleets

Global Freight Forwarders

TMS and GTM Providers

Optional

Optional

Optional

GPS

Commercial SATCOM

Local Container Mesh Network

Local Container Mesh Network

Local Container Mesh Network

Commercial Cellular Network

Commercial Ground Station

# CONTAINER INSTRUMENT UNIT

## CAPABILITIES:

1. Extremely Low Power (2 year, no-service required)
2. Ruggedized for Maritime and Airborne Environments
3. Container Monitoring and Detection
  - Radiologic Detection / Identification
  - Chemical Detection / Identification
  - Geolocation
  - Environmental Condition (Temperature, Pressure, Humidity, Shock and Vibration)
  - Open/Close Detection
  - Container Internal IR & Visible Imagery
  - Life Sign Detection
4. Real-Time & Ad-Hoc Global Communication
  - Delay/Disruption Tolerant Networking (DTN)
  - Ad-Hoc Mesh Network, Neighbor Detection / ID
  - Non-Hackable Communications
5. Event Trigger & Real-Time Alerting
  - Geofencing
  - Environmental / Sensor Detection



# BENEFITS TO OCEAN CARRIERS



1. **Know exactly where your boxes are, both full and empty.**
2. **Much higher box utilization** when the carrier knows exactly where the box is and is able to use it for more turns. BTD can achieve another full turn per year which is easily quantified by the carrier.
3. **IMSW has engaged with Customs (CBP) to review the demo models to consider zero inspections for shippers/importers that use a device like Bloodhound.**
4. **“Empty” Management can increase Carrier Revenues by up to 18% (from a CEO of a major carrier)**

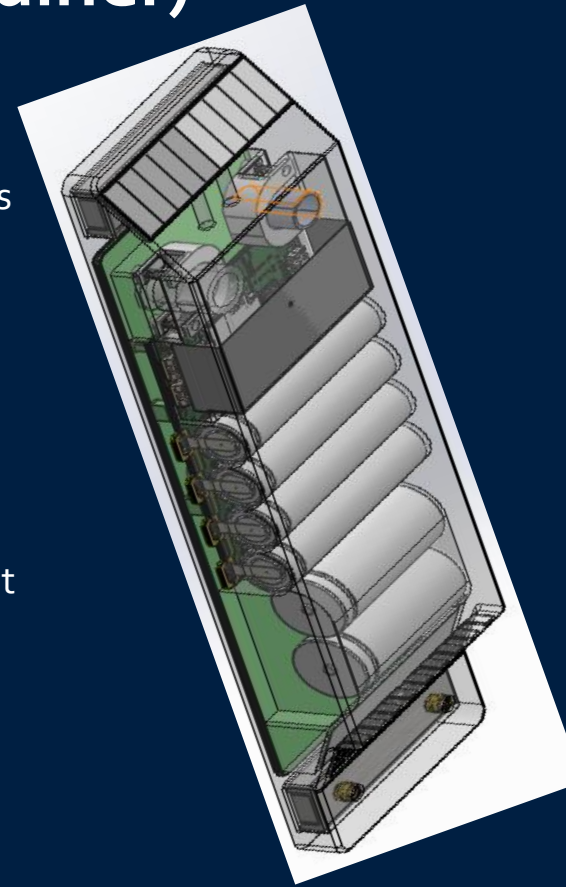
# BENEFITS TO SHIPPERS/BCOs AND TMS/GTM PROVIDERS



1. **Know exactly where your boxes are; anywhere in the world, at any time. Know if your box has been compromised or is holding hazardous/dangerous goods loaded by others, not the shipper.**
2. **Better route management of your merchandise.** Every BCO using a BTD equipped carrier will know precisely where the box is, and be able to manage re-routes, alternative pickup/drop-off details for accurate supply chain management.
3. **Theft reduction, contraband reduction, and “black-hole dwell time” shall be a thing of the past with the BTD.**
4. **BTM will impact the BCO’s ESG rating by providing accurate dwell time and custody transfers.**

# Communication Unit (Outside Container)

- Low power usage (2 year battery life, no service required)
- Manufactured specifically for Maritime Environments – 100% USA parts
- Real-Time & Ad-Hoc Global Communication
  - Disruption Tolerant Networking (DTN)
  - Ad-Hoc Mesh Network, Neighbor Detection/ID
  - LPI/LPD Secured Communications
- Event Trigger & Near Real-Time Alerting
  - All sensors inside container communicate with external comms unit
- Concealed
  - Exact same footprint as a standard ocean container vent
  - Unidentifiable by an expert from a distance of 5 feet



# Instrumentation Unit (Inside Container)

- Container Monitoring and Detection
  - Geolocation
  - Chemical detection & identification
  - Environmental conditions (temperature, pressure, humidity, shock and vibration)
  - Door open/close detection (\*takes a picture of all door breaches)
  - Internal infrared & camera functionality
  - Detection of signs of life



# Device Installation

## INSTALL ONLY OCCURS ON EMPTIES

- A (IU) & B (CU) mounted to container via high strength magnets- easy on, easy off
- No danger to Installer.
- No assessment or testing by Installer

## 10 Minutes to install

- Auto start, Auto ping to system,
- Lights indicate on and ready.

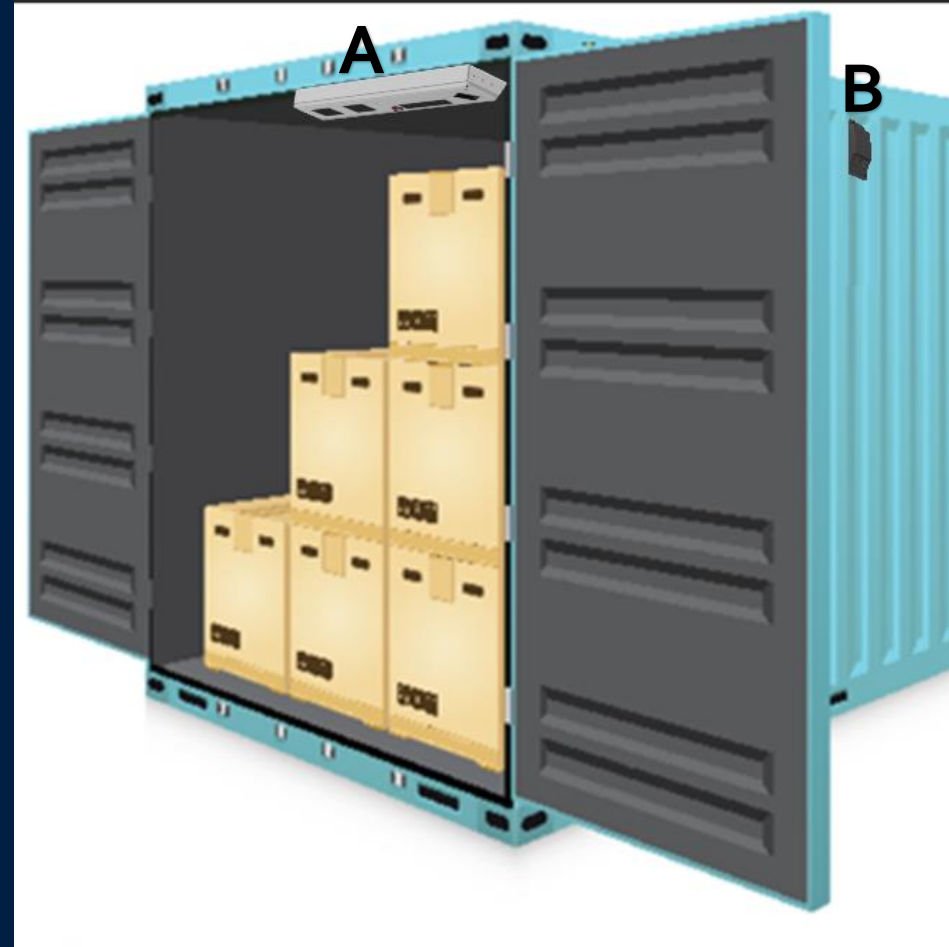
## 5 Minutes to change out Battery

- Old Battery displays **red light**
- New battery displays **green light**.

No requirement for any interface except taking the pic of the unit and container

Installer takes Pic on Phone/App of Container number + Unit to "initiate" unit to ON

Installer gets "auto pay" when unit goes ON



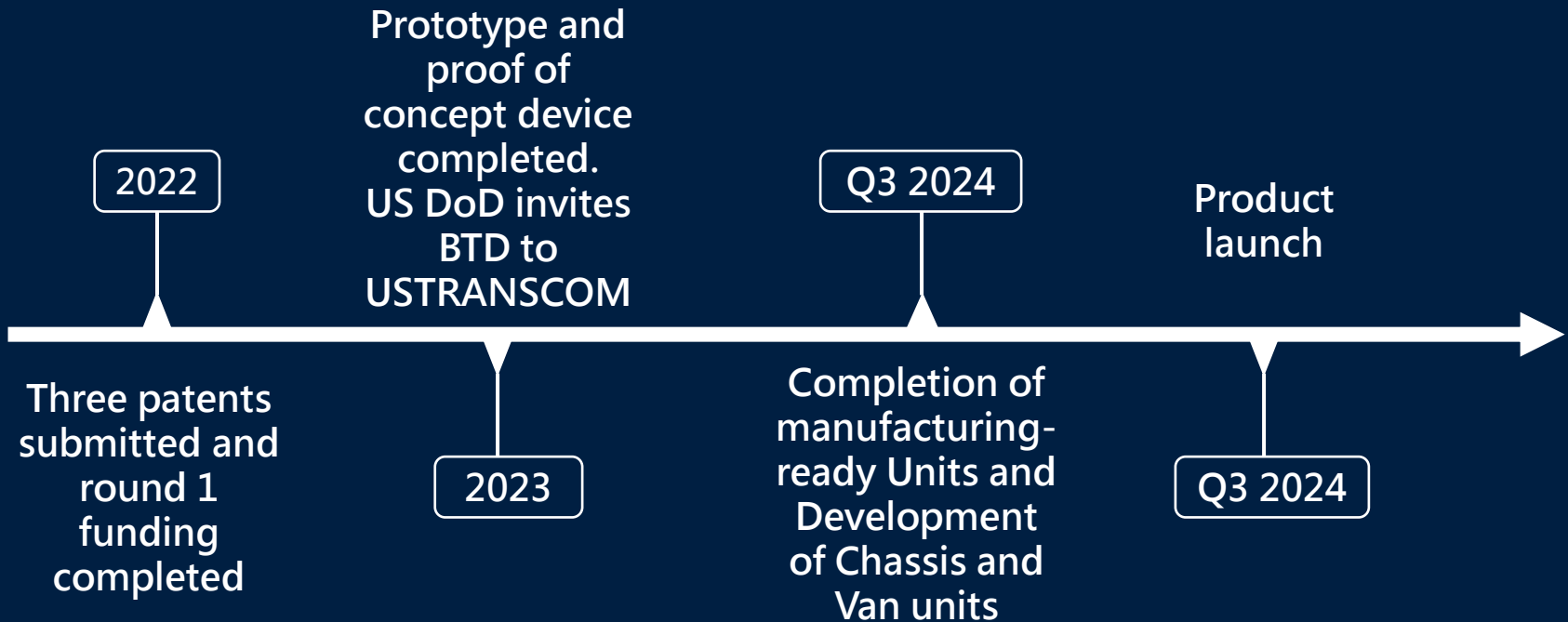


# User Interface

- Powerful front-end features via configurable UI/UX components
- Notification of any event trigger with time, location, and sensor event
- Customized reports (Dwell times, Travel history, and Security events)
- Multiple container tracking, reporting, and search capabilities
- Plug and Play security features that ensure your containers cargo is safe and secure
- Custom alerts and thresholds for different scenarios that only you have access to



# Go to Market Plan



# What Comes Next?

## **Bloodhound 2.0 --Truck and Air environment:**

- Truck Version will have all of the same sniffing capability but will also have the ability to **detect human smuggling from within the trailer, (\*available now, Q2, 2024)** notifying the lessee and if requested, law enforcement. CBP has requested sniffing of drugs, ammunitions/firearms and currency. Those 2 sensors are under study today. Fentanyl sniffer will be ready January 2025!
- Plans are already underway to create a ULD and Air version of Bloodhound, Offering the same level of track and trace + event detection suite for the Air environment.
- Truck and Air versions will be able to sniff out contraband and certain drugs. (\*available in 2025, see next slide)
- Demos to carriers and government agencies begin 2024.
- **Truck Product Launch Q4 – 2024**



# Environmental Trace Chemical Detection Potential for Opioid & Fentanyl Identification \n En-Route

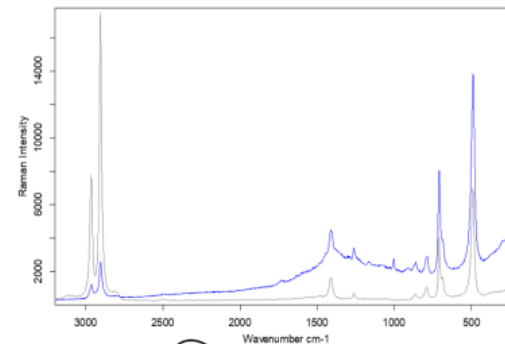
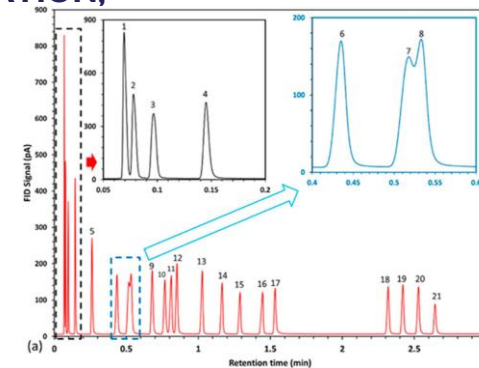
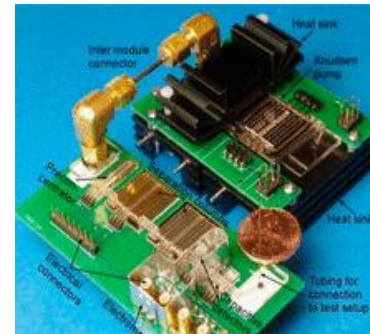
OFF-THE SHELF TECHNOLOGIES EXIST REQUIRING ONLY MINIATURIZATION, PACKAGING, AND INTEGRATION INTO THE BTD 2.0

## Option 1: Micro Gas Chromatography

- Detects the presence of chemicals against a background “carrier gas” through separation by mass.
- GCs have been reduced to “chip scale” detectors, but the challenge of the inert carrier gas remains.

## Option 2: Raman Spectrography

- Raman spectroscopy is a form of vibrational spectroscopy. The technique analyzes a sample chemically, by exciting the sample with laser light to cause molecular vibration and analyzing the



Compound Name	DIMETHICONE
Molecular Formula	(C <sub>2</sub> H <sub>4</sub> Si) <sub>n</sub>
Molecular Weight	
CAS Registry Number	9016-00-6
Other Names	POLY(DIMETHYLSILOXANE)
Sample Preparation	Raman
Comment	siloxane
Reference	G179/ NDR3433
Copyright	(c) 2017 Nicodrom
Entry No.	758



# Management Team



Curtis Spencer (CEO) of IMS Worldwide is a 47-year veteran of Logistics and US Customs consulting. IMSW's largest clients are the Top 100 Importers, Carriers and Railroads. Curtis served on COAC for 4 years after 9/11.



Jason Soloff (CTO) is the Chief Engineer on the project and is an Ex-NASA engineer who helped pioneer space-based communications using DTN and other communications protocols he helped invent for NASA.



Steve Schellenberg (CSCO) is a Top Logistics consultant and supply chain creator with over 50 years experience. Steve's work with CTPAT and Operation Safe Commerce helped shape our Secure Supply Chains.



William Anderson (CGO) is an Ex Special Operator with 45 years of DoD/IC experience. DoD has expressed interest at several layers for the BTD System.

# Contact Us

Curtis Spencer, CEO

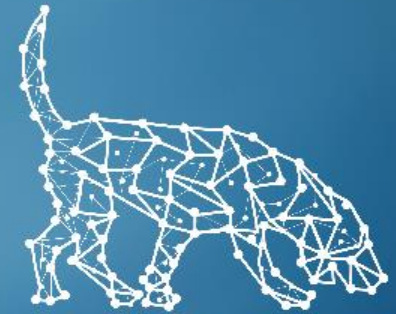
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farSight  
technologies

***Questions:***

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More Technical data of how DTN works available after NDA