



20+ years of relentless growth and execution

Lease stability, potential for local expansions as needed.



2004

Paul starts
in a garage



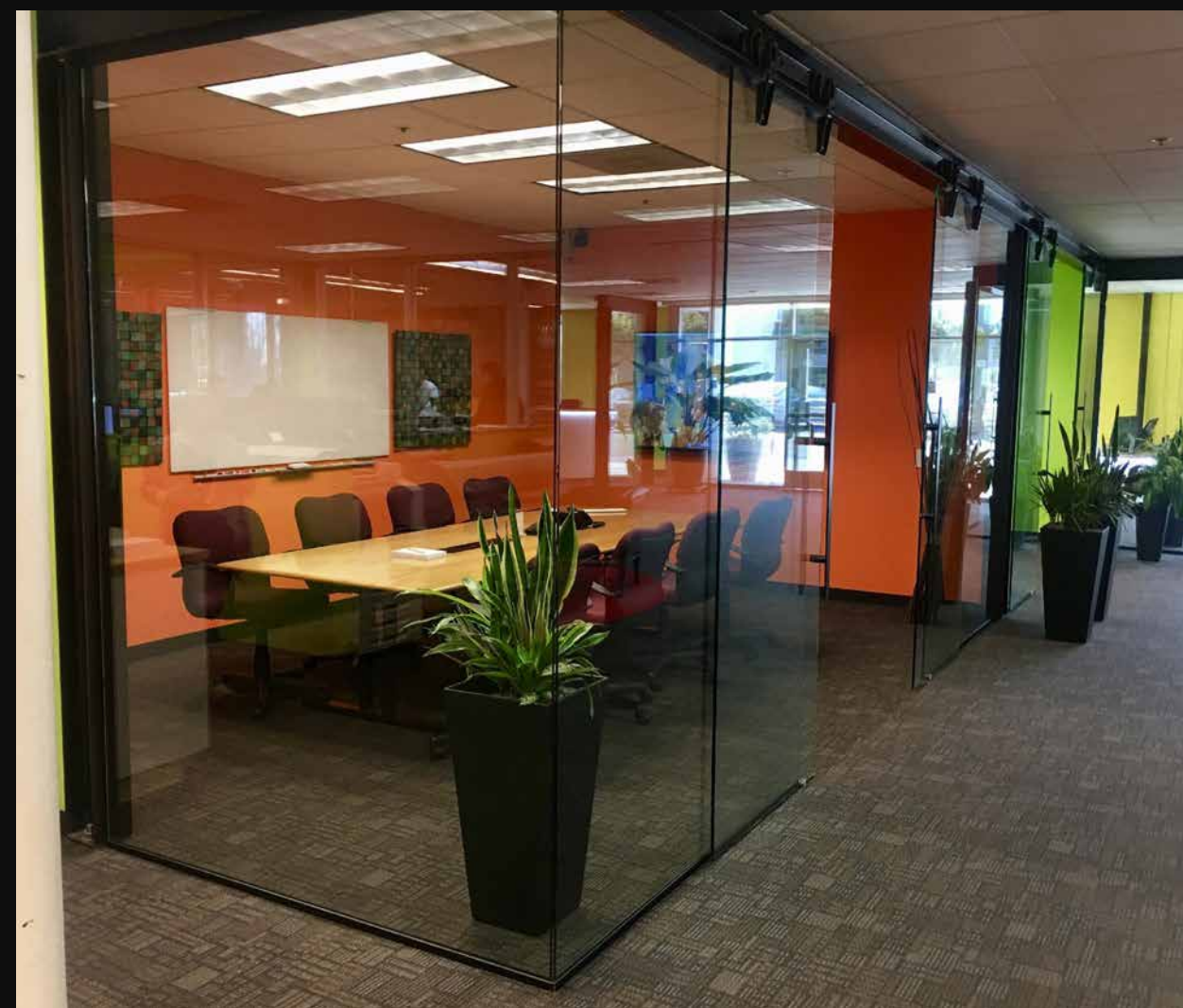
2007–2009

Team and
footprint begin
to scale



2014–2018

Real growth
begins



2019–2023

Increase in
capabilities and
capacity



2024–2026

Record sales
pipeline (again)

on



**TOP
WORK
PLACES**

6 years in a row

Why Ohio...



Chapel Hill Mall

 [Add languages](#) 

[Article](#) [Talk](#)

[Read](#) [Edit](#) [View history](#) [Tools](#) 

From Wikipedia, the free encyclopedia

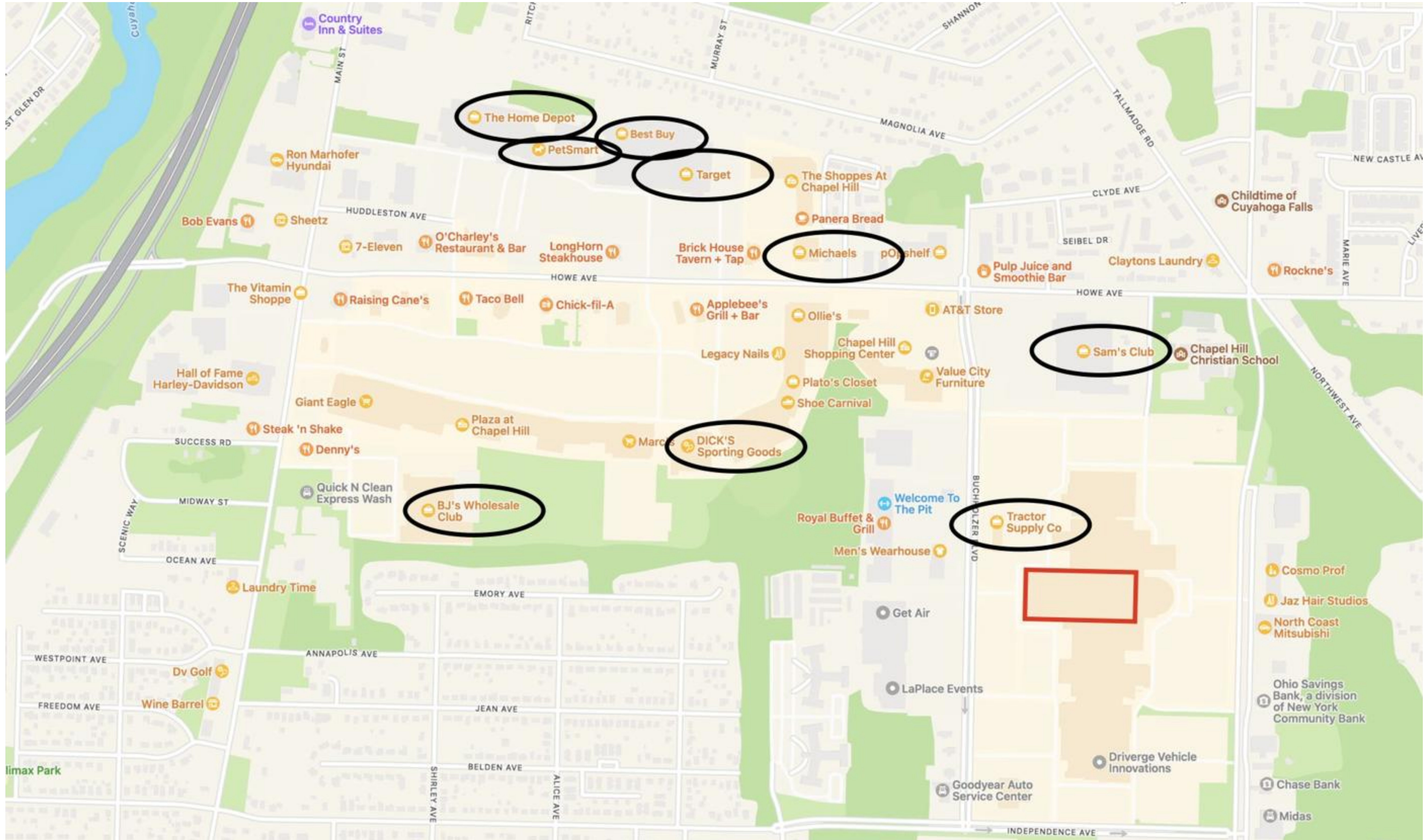
Coordinates:  41°11′39.97″N 81°46′46.55″W﻿ / ﻿

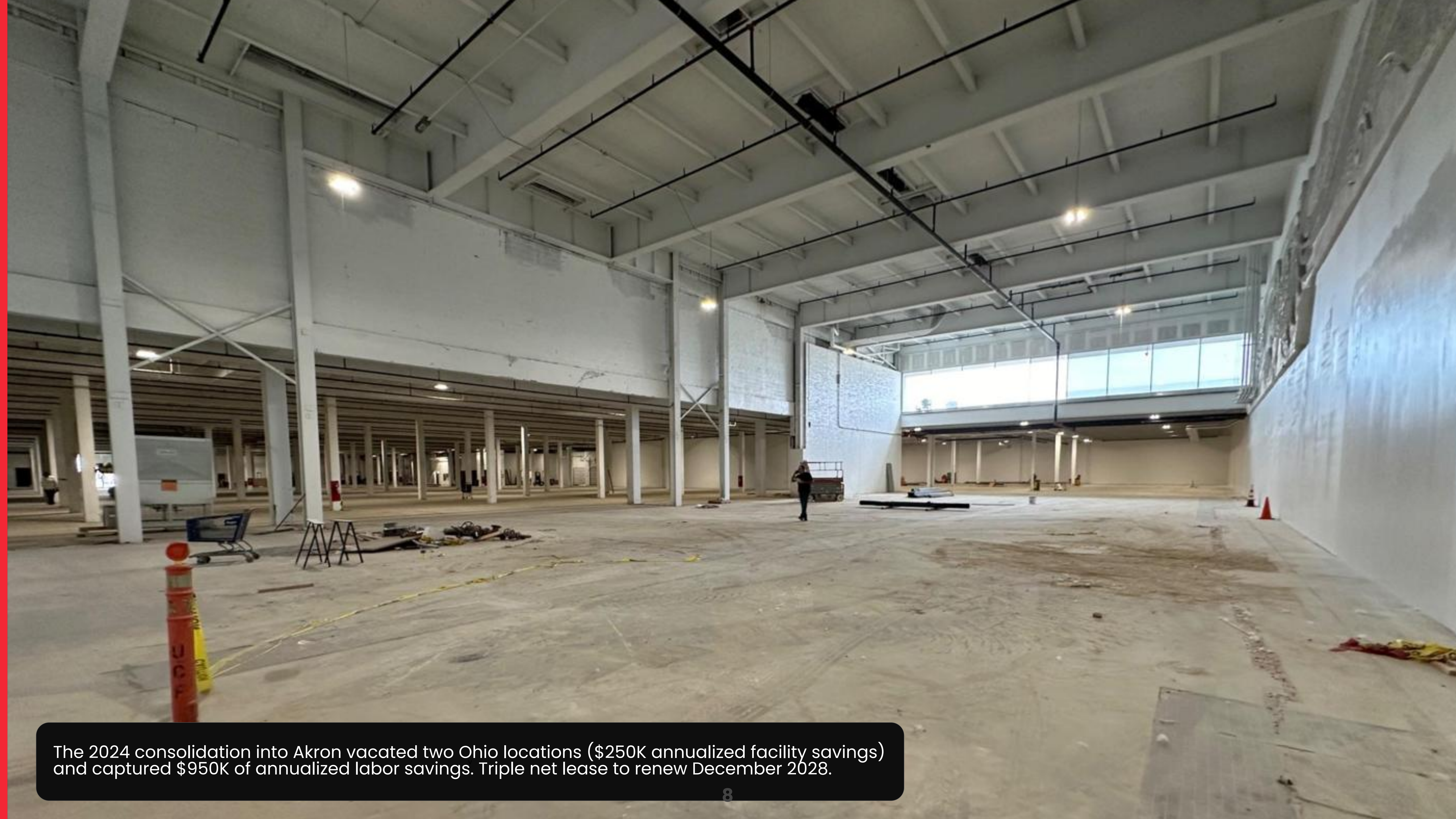
Not to be confused with [Chapel Hills Mall](#).

Chapel Hill Mall was a shopping mall located in [Akron, Ohio](#), United States.^[1] It was built by Richard "R.B." Buchholzer and [Forest City Enterprises](#),^[2] and opened in 1967. At its peak the mall featured more than 100 stores, with [Sears](#), [JCPenney](#), and [Macy's](#) as [anchor tenants](#). In 2021, after several years of financial issues and ownership changes, the mall was purchased by Industrial Commercial Properties with the intent of turning it into a business park. Within a few months the mall was permanently closed.

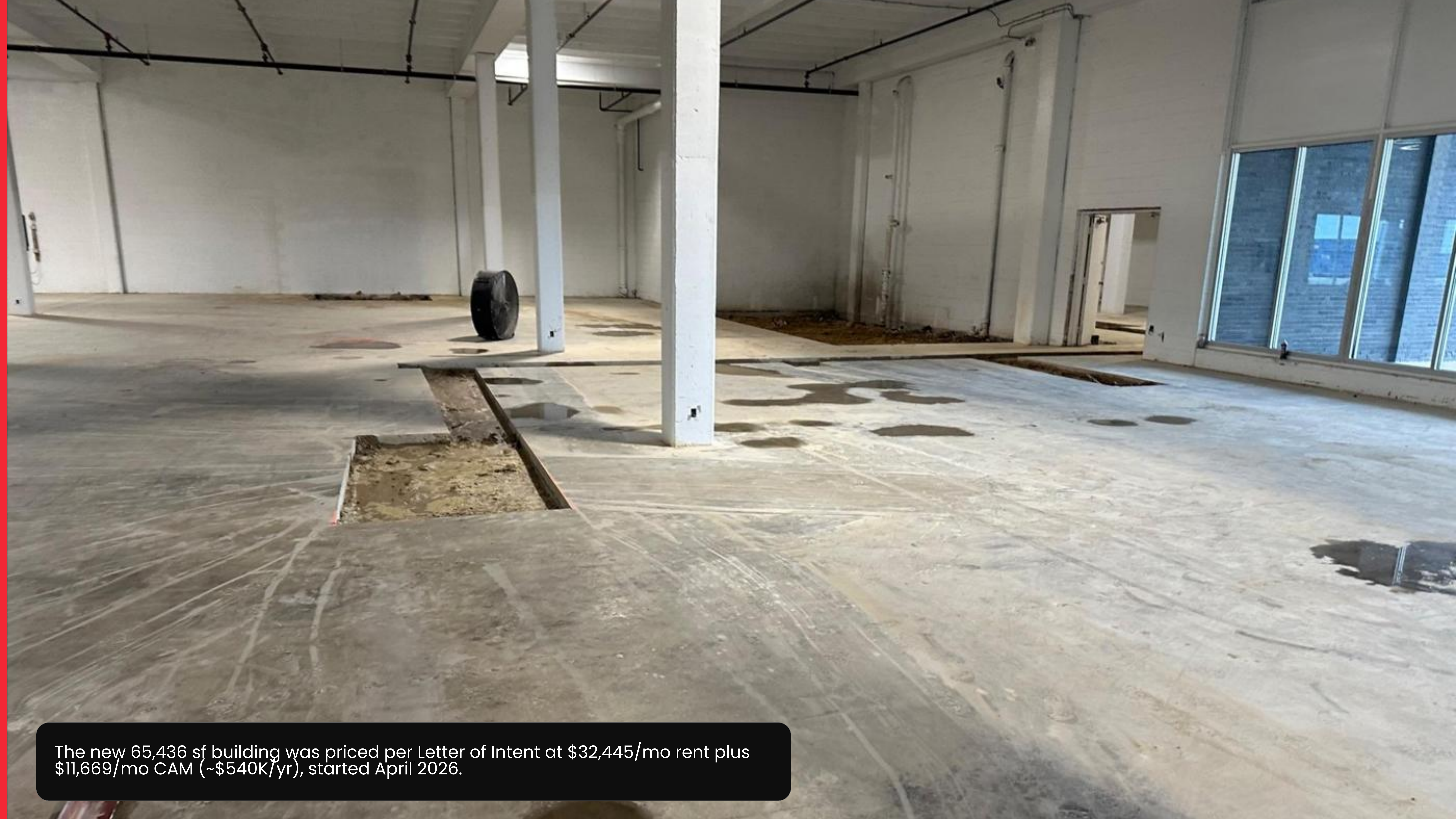
The site previously occupied by the mall is now called **Chapel Hill Business Park**.^[3] The main building where the mall used to be is vacant as of September 2023.







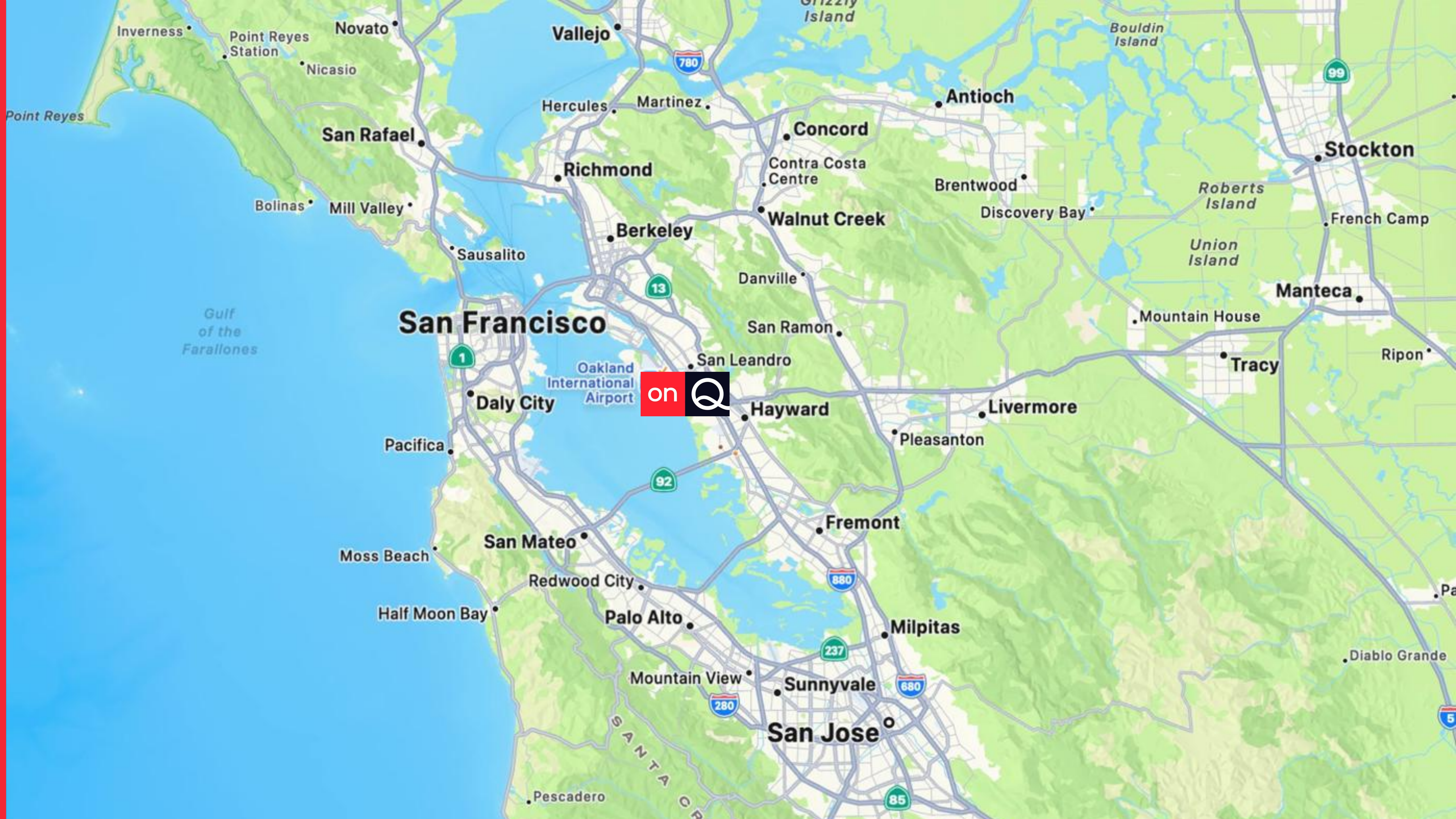
The 2024 consolidation into Akron vacated two Ohio locations (\$250K annualized facility savings) and captured \$950K of annualized labor savings. Triple net lease to renew December 2028.

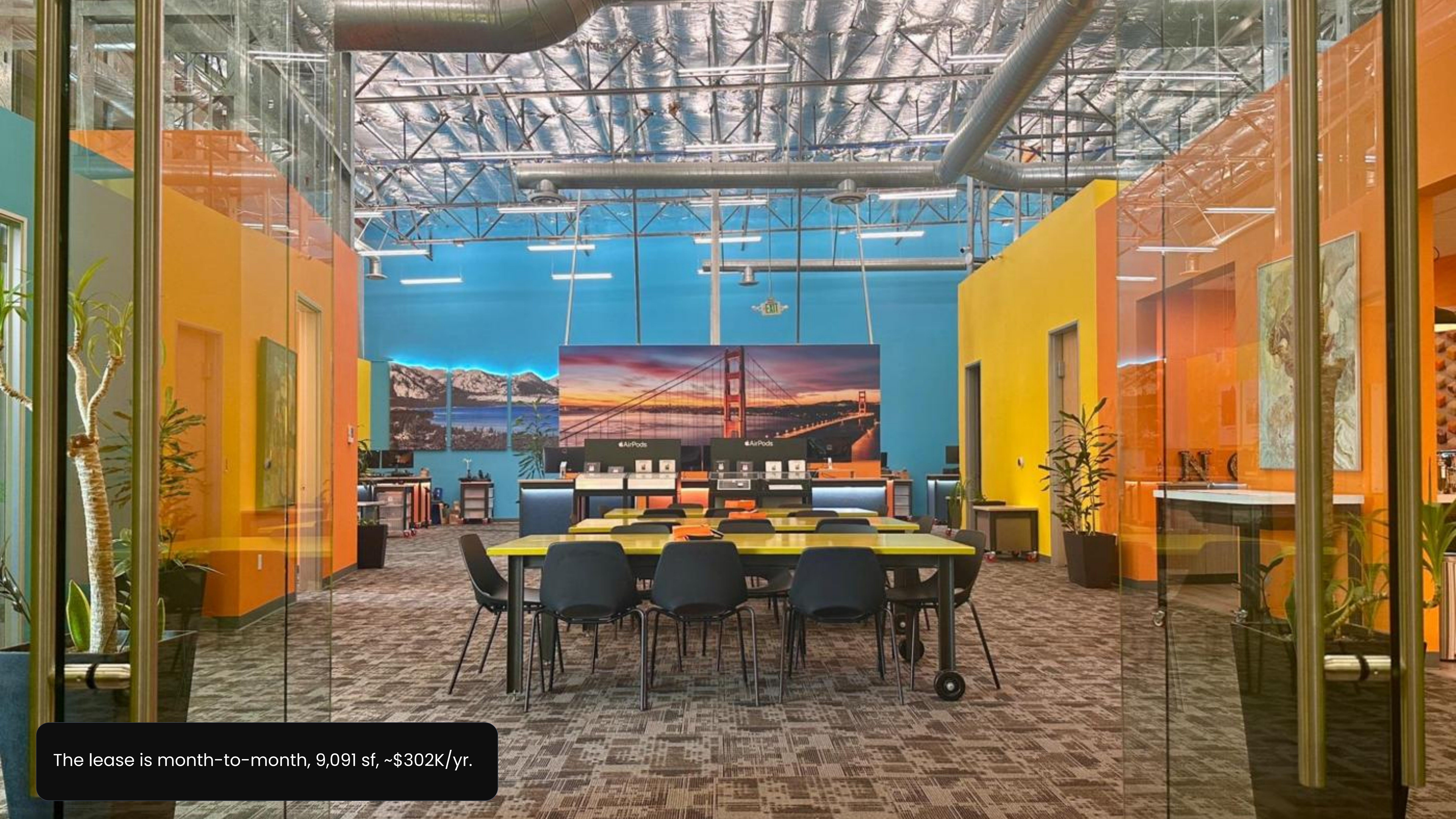


The new 65,436 sf building was priced per Letter of Intent at \$32,445/mo rent plus \$11,669/mo CAM (~\$540K/yr), started April 2026.









The lease is month-to-month, 9,091 sf, ~\$302K/yr.







Walmart

Supercentre



Enter

Exit

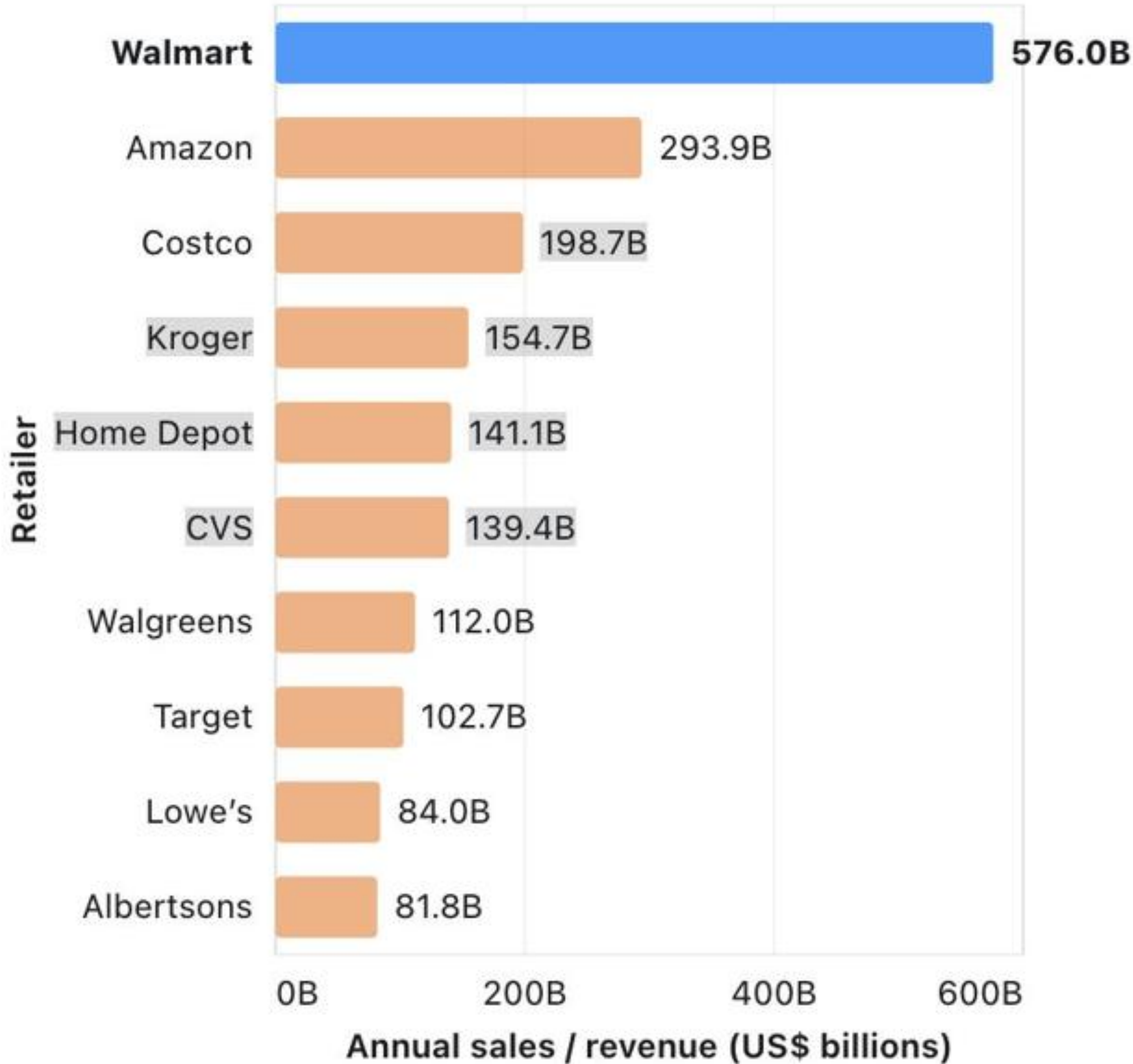
Low Prices
\$2



UNITED STATES

Walmart is nearly 2× Amazon

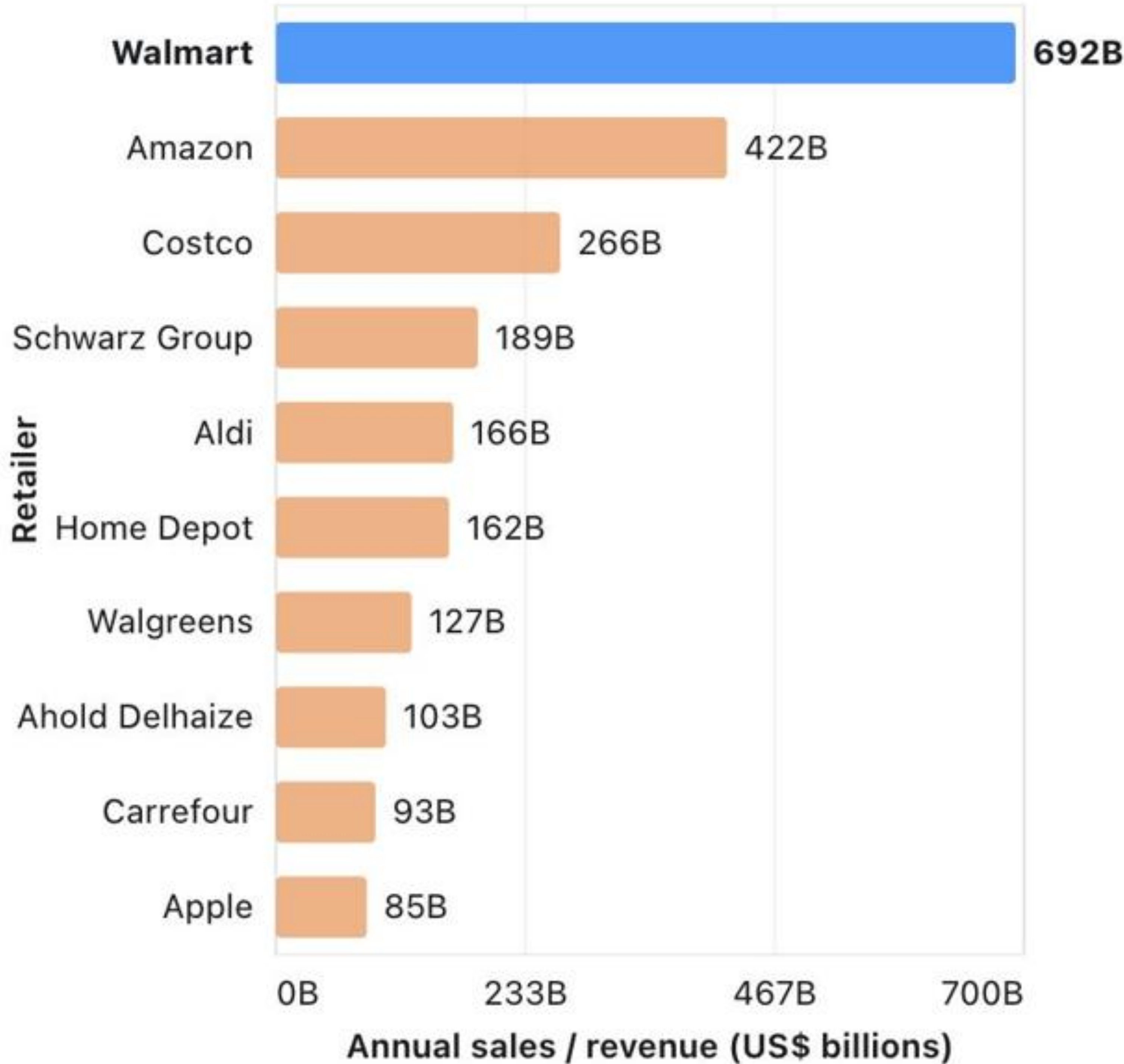
2025 U.S. retail sales



WORLDWIDE

Walmart exceeds #2 and #3 combined

Total company revenue in NRF's 2026 global ranking







Auto Center

ent

ent



Paint & Hardware



EXIT

Pickup Discount
Save \$5.00
on orders over \$50.00
Walmart.com

SONY

Skullcandy

LG TONE

SONY

Protect. Control. All from one app.

Low Price \$99.99

Low Price \$372

Low Price

Low Price

verizon

Walmart Mobile

fitbit





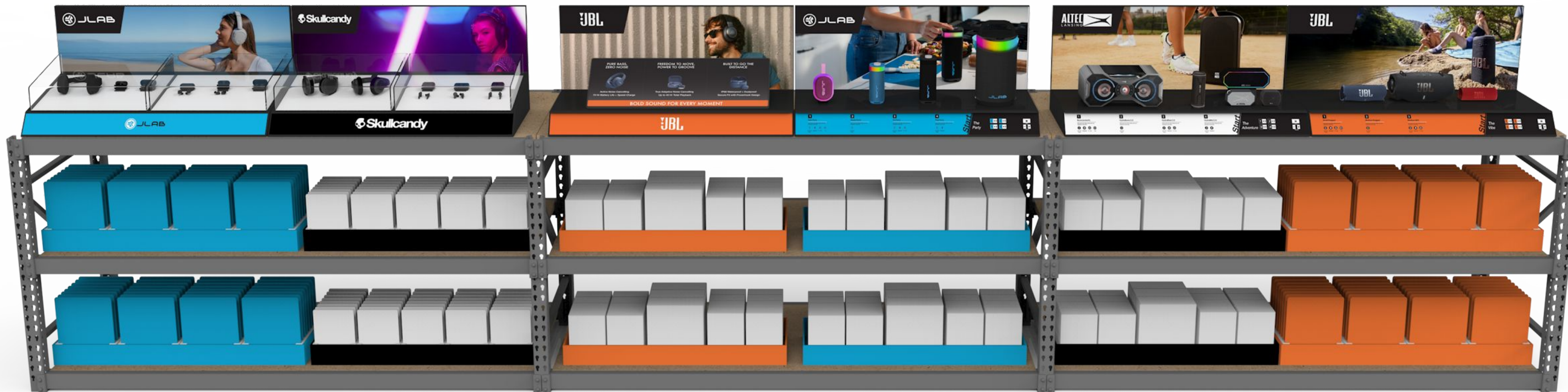






PP







27



Recovery

CLARA

Smart Glasses and AI Assistants

(RE)FRAME
YOUR MIX

PLAUD.AI

Rokid

Smart Watches

Next-le

Smart Eyewear
For Everyone

Huge Screen Experience
Anywhere Anytime

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00

**Everyday Low Price**
\$0.00



- Take Calls
- Any AI Assistance
- Play Music
- Walkie Talkie
- Send Voice Messages
- Listen To Podcasts
- Voice Translations

lucyd armor®

Audio Eyewear

ANSI Safety certified



**The
World's
First
Smart
Safety
Glasses**

Everyday Low Price

Product Name

\$0.00

Scan the code below with the Walmart App for ratings and more information.



Press Play

Play Pause Next

Hear the Sound

lucyd armor®

Audio Eyewear

Smart Safety for Work. Built for Your Prescription.

Virtual Try-on

Smart Safety Gateway: Photochromic lenses adapt from clear indoors to dark outdoors, so you only need one pair for any work environment.

Stay Connected Without Distraction: Open-ear audio and noise-canceling mic let you take calls and hear alerts while keeping your hands free and your awareness intact.

Built for Impact Protection: ANSI Z87.1 certified frame in impact-resistant TR90 material keeps your eyes safe on job sites.

All-Day Durability: Anti-fog coating and Bluetooth® 5.0 connectivity work seamlessly through your full 8-hour shift.

Lucyd AI App Ready: Access the Lucyd AI app to control your glasses and customize audio settings.

Simple, No Compromises: Core safety smart eyewear without the premium add-ons — the pair that works where you work.



- Take Calls
- Walkie Talkie
- Send Voice Messages
- Any AI Assistance
- Play Music
- Get Directions
- Listen To Podcasts
- Voice Translations





COSTCO
WHOLESALE









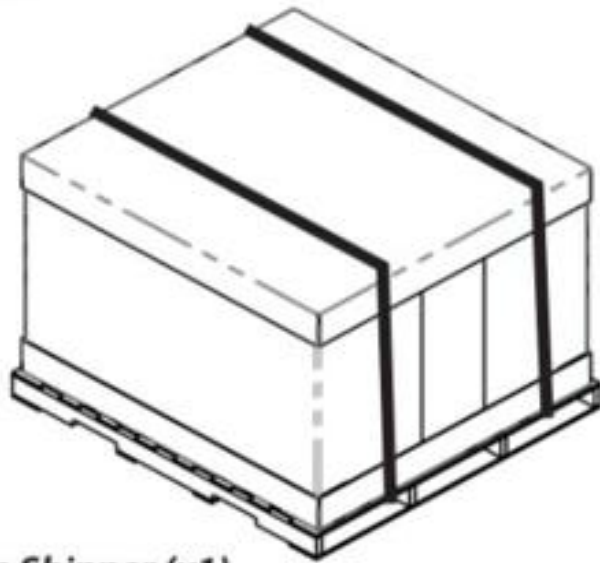
Start Here

Locate the master carton and crossbar pallets that delivered to the store with the help of your department contact. Position the pallets on the sales floor in the location where the display is to be built.

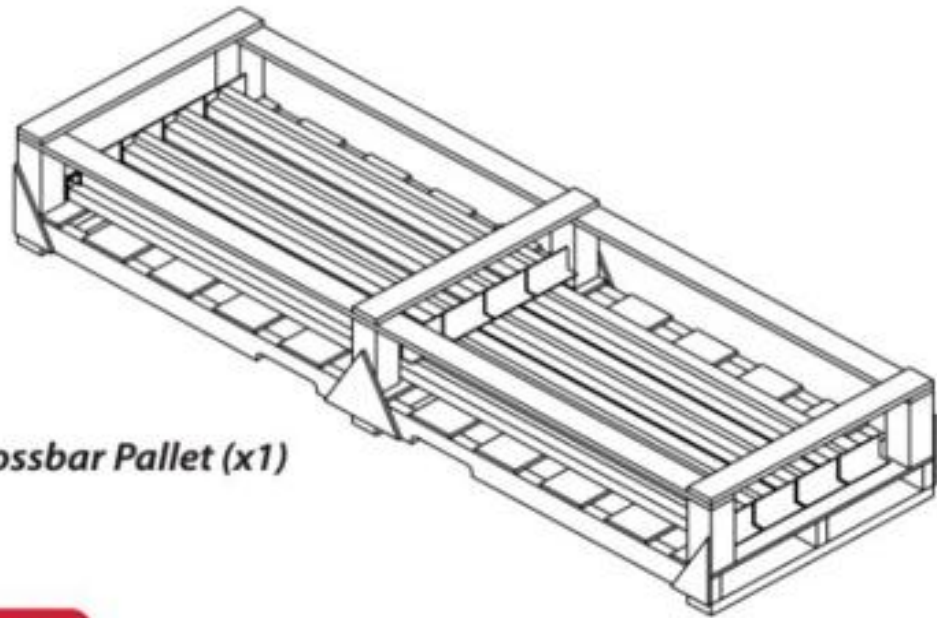
With the exception of the table crossbars, The majority of the fixture components are found within the main shipper.

The diagram at right details the separate component kits which are required to assemble this display.

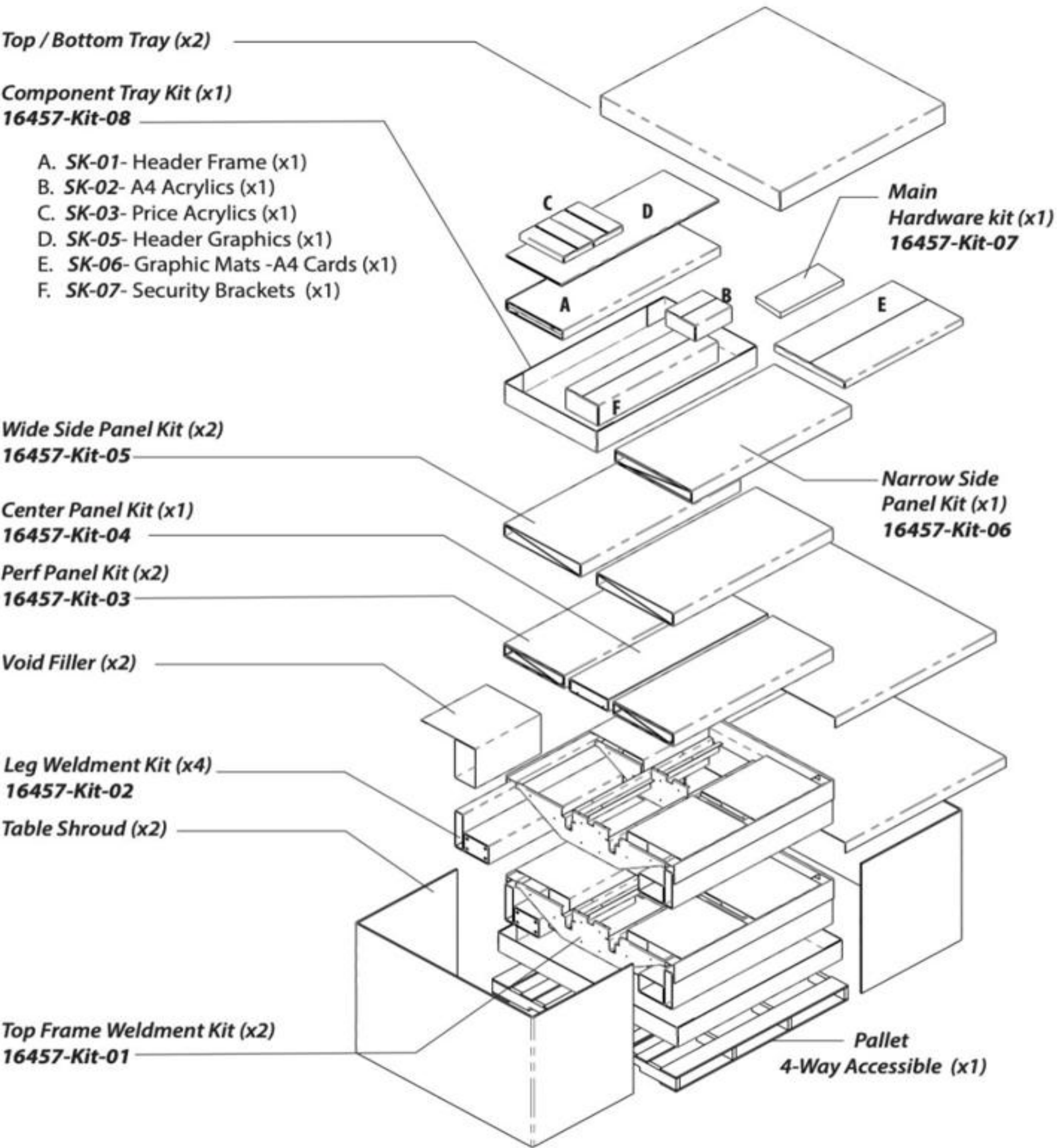
Follow the steps outlined in this guide in the order they are presented.



Main Shipper (x1)
16457-MK-01



Crossbar Pallet (x1)



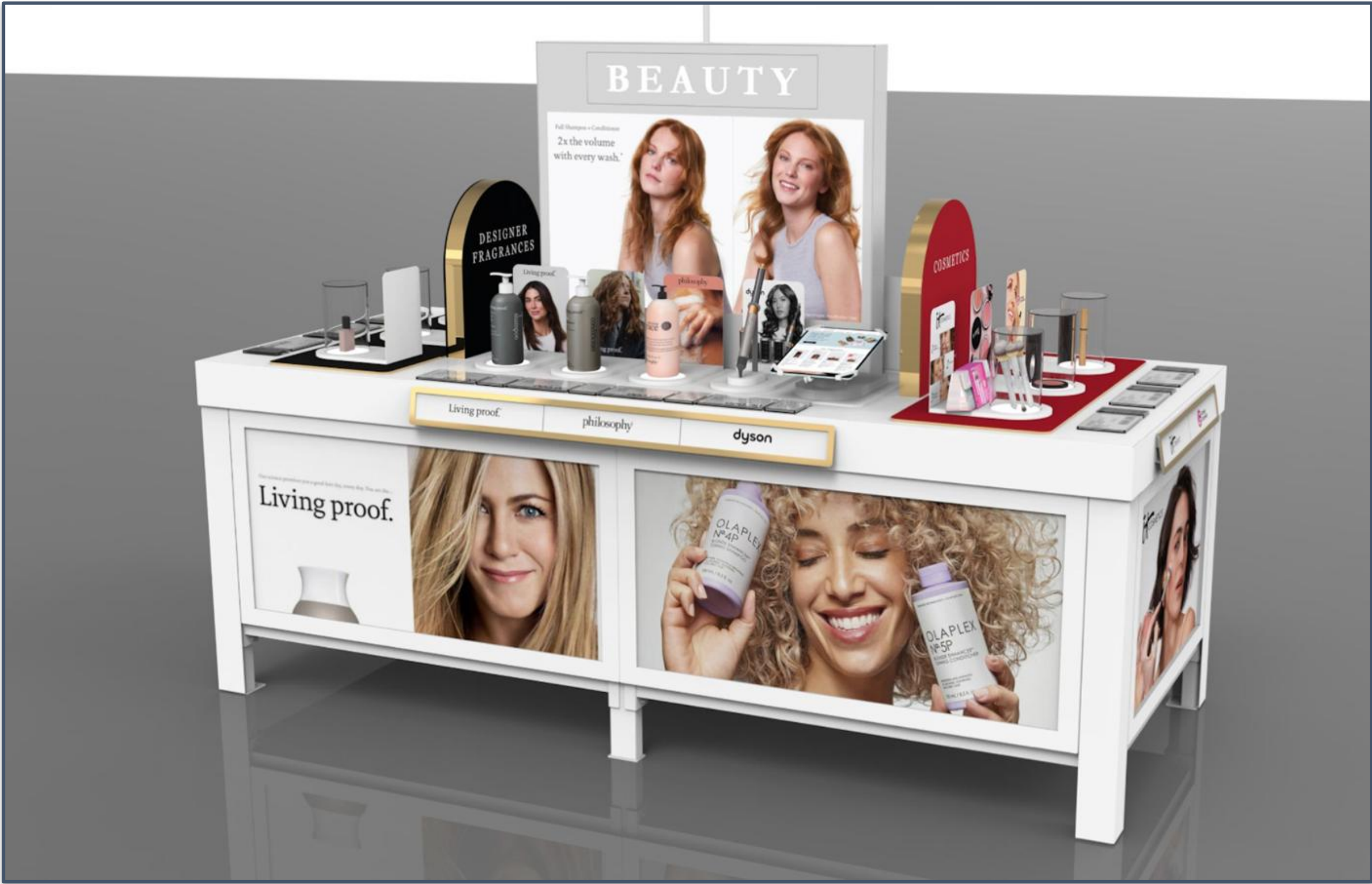
16457 - Apple Costco Table - Assembly Guide





PP





A photograph of a Lowe's retail store exterior. The building has a beige facade with two tall, textured stone pillars on either side of the entrance. A large blue sign with a red border and white text reads "Lowe's". Below the sign is a glass entrance with multiple panes. To the left of the entrance, there are displays of outdoor grills and potted plants. To the right, there are several riding lawn mowers parked in a row. The sky is blue with scattered white clouds.

LOWE'S



Shop more smart home devices.

To find the right smart device for your home.



Doorbells

For safety. Consider doorbells with flood & 180° field of view.

For live alerts. Look for a doorbell with Event Detection.



ring

Ring Doorbell Wired

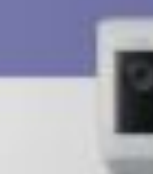
Ring Doorbell Wired Pro

Cameras & Security Lighting

Cameras e iluminación de seguridad

For easy setup. Consider battery-powered cameras.

For security use. Consider high-lumen floodlights.



ring

Ring Spotlight Cam Battery Plus

Ring Spotlight Cam Battery Pro

ring

Protecting what matters most.



ring

Ring Battery Doorbell

Ring Battery Doorbell Plus

Ring Battery Doorbell Pro

ring

Compact Ring Plus vs. Pro features

ring

Ring Starter Kit Battery Doorbell & Indoor Cam

ring

Ring Outdoor Cam Plus

blink

Smart security designed for every home.



blink

Blink Video Doorbell with Sync Module Cam

Blink Video Doorbell with Sync Module Cam

blink

See even more with Outdoor 4 XR

blink

Blink Outdoor 4 Cam 3 Camera System

blink

Blink Outdoor 4 XR 3 Camera System

Google Home

See what a smarter home can do with Gemini.



G

Next Doorbell (battery)

Next Doorbell (wired, 3" gen)

G

Search Video History

G

Next Cam (outdoor or indoor, battery)

G

Next Cam (wired, 2" gen)

Streaming Devices

Roku

Google TV

fire tv

Fire TV Stick 4K

Fire TV Stick 4K Max

Fire TV Stick Lite

Fire TV Stick 3rd Gen

ring

Ring Floodlight Cam Plus

Indoor Cameras

Cámaras para interiores

For easy setup. Consider plug-in cameras.

For greater control over field of view. Consider a pan/tilt/zoom camera.



Make your home a bit smarter.

Haz que tu hogar sea más inteligente.



Locks + Entry

Cerraduras + Entradas

For reliability. Consider a wired option.

For access anywhere. Consider an entry device with Wi-Fi remote access.



LOCKLY

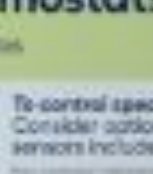
Lockly Visage Facial Recognition Wi-Fi Smart Lock

Thermostats

Termostatos

To control specific rooms. Consider options with room sensors included.

For enhanced air control. Consider models 5 or qualify smart thermostats.



ring

Ring Floodlight Camera Pro

ring

Ring Indoor Camera

ring

Ring Alarm Security Kit

ambilight

Weekend bundle of a surround your TV

myQ

myQ Video Smart Wireless Garage Door Opener Keypad

myQ

myQ Smart Home

ecobee

ecobee Smart Thermostat Premium with Room Sensor

blink

Blink Wind Floodlight

blink

Blink Mini 2 Camera

alexa

Smart home made easier.



SCHLAGE

Schlage Encode™ Smart Wi-Fi Deadbolt

Yale

Yale Assure Lock 2 Smart Lock - Fingerprint with Wi-Fi & Bluetooth

G

Next Learning Thermostat (4" gen) - Temp sensor

ring

Ring Smart Solar Panel, 17W Solar Charger

G

Next Cam Indoor (wired, 2" gen)

alexa

Echo Show 10 (11" gen)

Kwikset

Kwikset Halo Select Wi-Fi + Matter Enabled Smart Lock

Yale

Yale Smart Lock with Matter & Google Home Preferred Product

G

Next Thermostat

shop

Shop smart home devices

shop

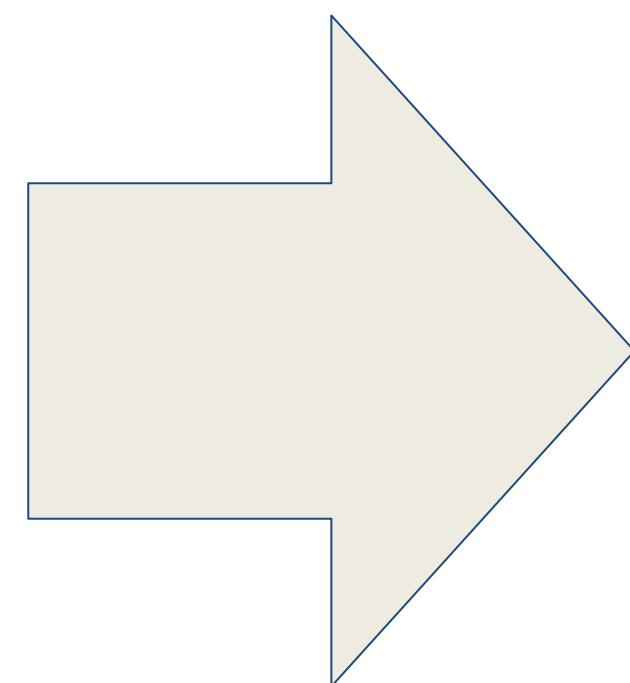
Shop smart home devices

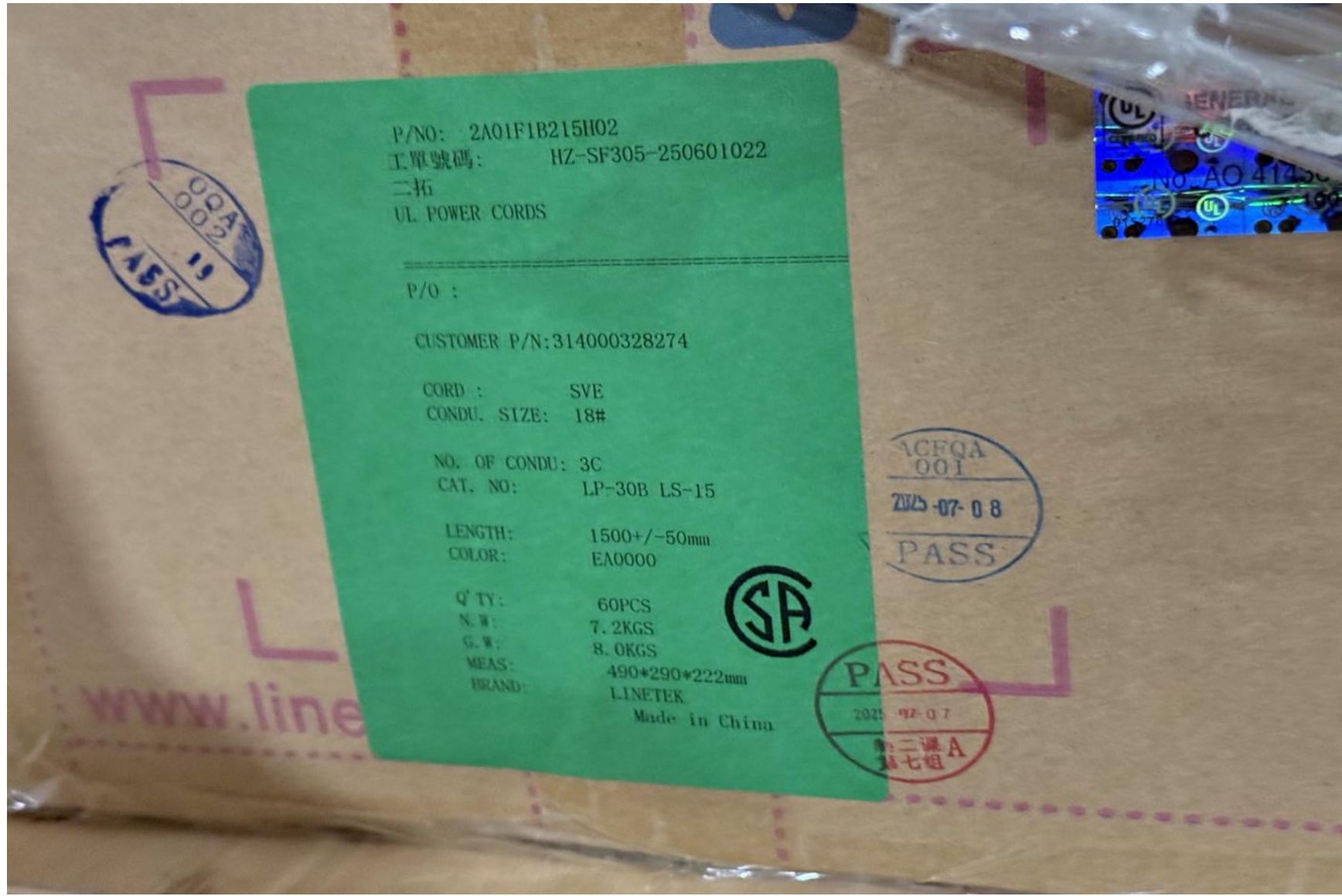
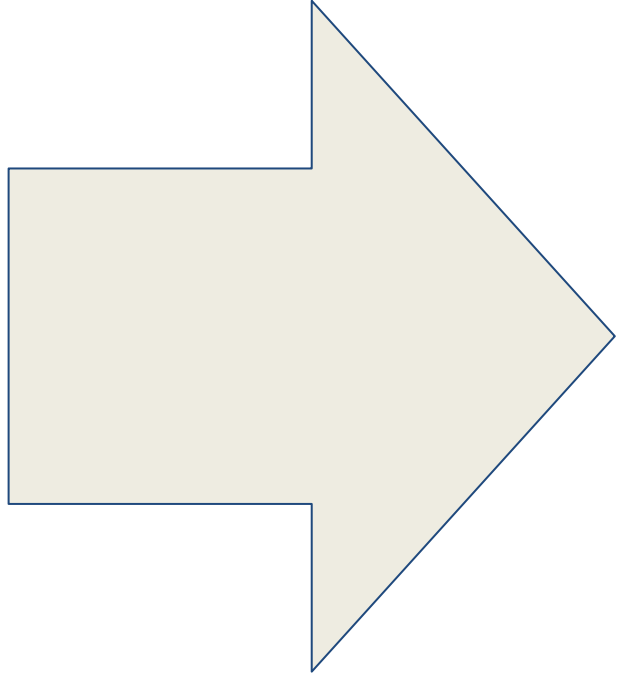
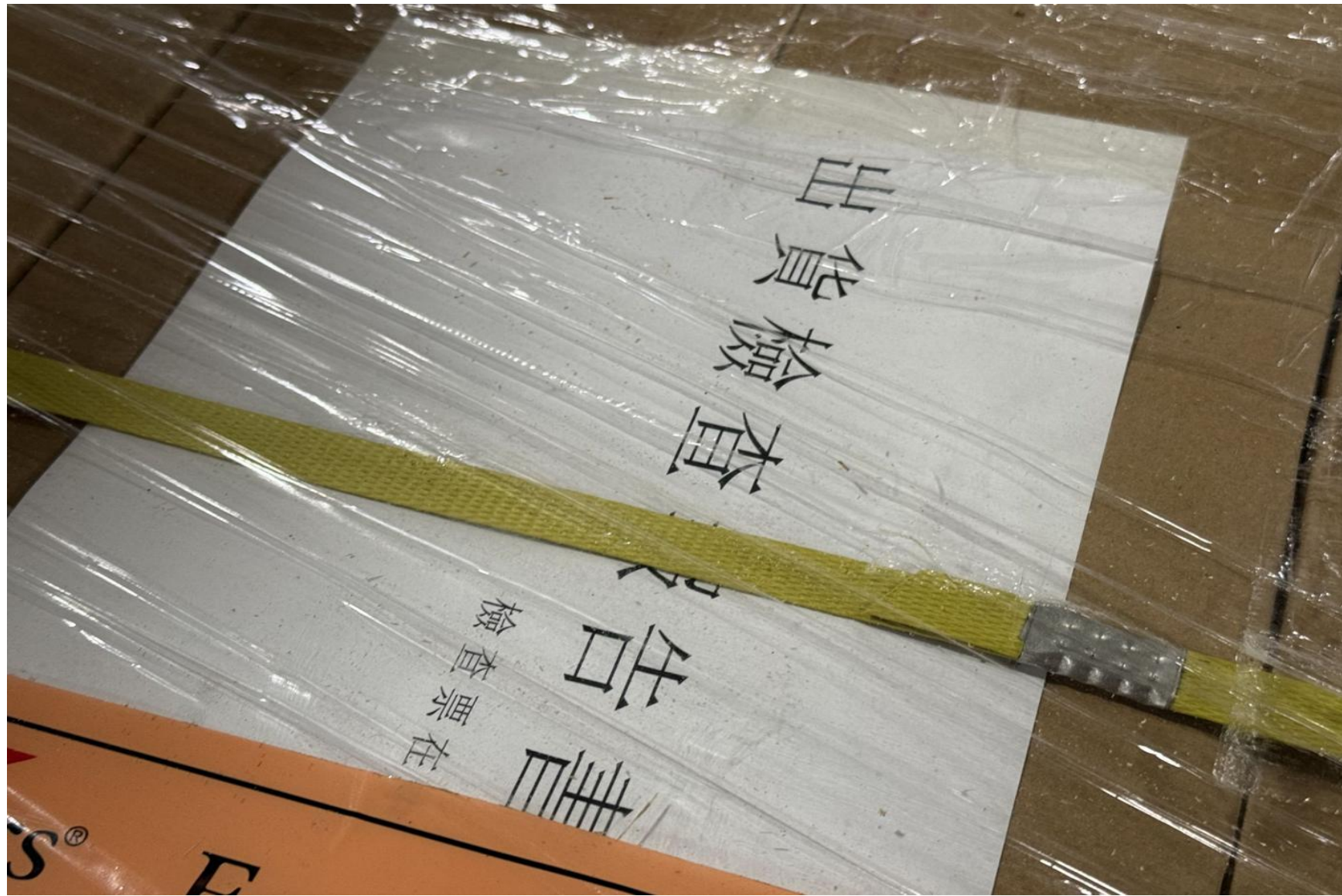
Shelves displaying various smart home product boxes, including Echo, Google Home, and Ring devices.

Shelves displaying various smart home product boxes, including Ring and Blink cameras and doorbells.

Shelves displaying various smart home product boxes, including Ring and Blink cameras and doorbells.

Shelves displaying various smart home product boxes, including Schlage, Yale, and Ecobee devices.





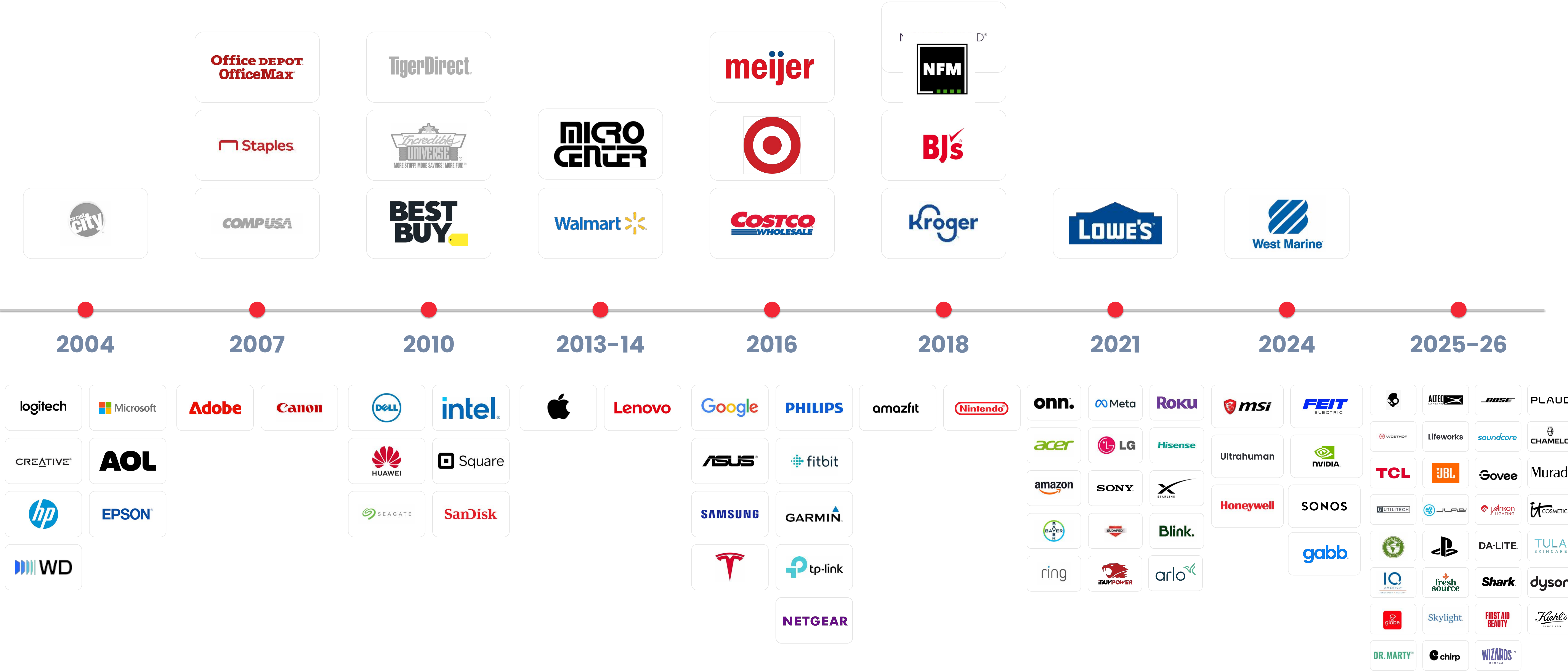


BJ's
WHOLESALE CLUB





ACCOUNT ENGAGEMENT TIMELINE





SAMSUNG

SONY

GARMIN®

Google

amazon

∞ Meta



ROKU®

EPSON

WIZARDS
OF THE COAST

And more
pre-launch
brands...

Dfi™ Security for the retail (shelf) estate



~30

Patents, and more pending

61%

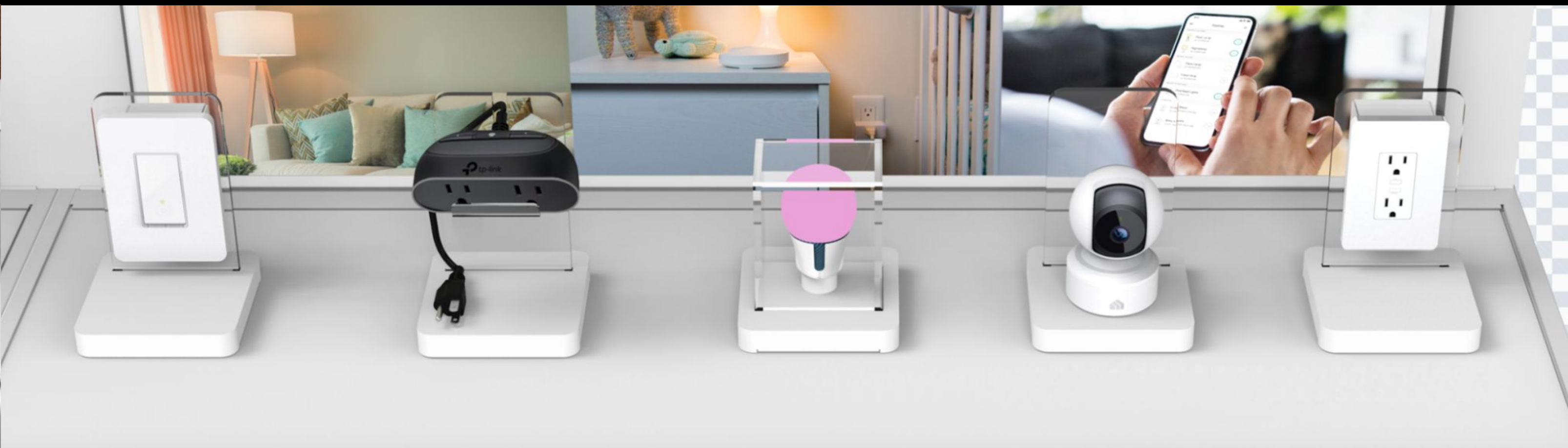
Of won opportunities include Dfi

Security + display + tech in one vendor: nobody else bundles it.

International whitespace.

R&D and innovation cycles with brands.

Category expansion in other categories





WALMART APPLE IPAD EOTF TABLE SIGNING KIT (FALL-2024)

CONTENTS:



Instructions (x1)



Apple iPad
Fact Tag &
Price Grid
Pack (x16)

GRAPHICS ONLY KIT!

3FT EOTF ENDCAP INSTALL

3FT LAYOUT #1 (IPAD 9TH GEN & AIRPODS – BR-SERIES BRACKETS)



21200-LB-004 Lightbox Graphic (x1)



19280-PC-001 Product Mat Graphic (x1)

3FT LAYOUT #4 (IPAD AIR 11" & IPAD 9TH GEN – AFB-SERIES BRACKETS)



24007-LB-002 Lightbox Graphic (x1)



24007-PC-001 Product Mat Graphic (x1)

3FT LAYOUT #2 (IPAD AIR 11" & IPAD 9TH GEN – BR-SERIES BRACKETS)



24007-LB-002 Lightbox Graphic (x1)



19280-PC-002 Lightbox Graphic (x1)

3FT LAYOUT #5 (IPAD 10TH GEN & IPAD 9TH GEN – AFB-SERIES BRACKETS)



22223-LB-002 Lightbox Graphic (x1)



24007-PC-001 Product Mat Graphic (x1)

3FT LAYOUT #3 (IPAD 10TH GEN & IPAD 9TH GEN – BR-SERIES BRACKETS)



22223-LB-002 Lightbox Graphic (x1)



22223-C-PC-001 Product Mat Graphic (x1)

3FT LAYOUT #6 (IPAD 9TH GEN & AIRPODS – AFB-SERIES BRACKETS)



21200-LB-004 Lightbox Graphic (x1)



24007-PC-002 Product Mat Graphic (x1)

3FT LAYOUT #6 (IPAD 9TH GEN & PENCIL – AFB-SERIES BRACKETS)



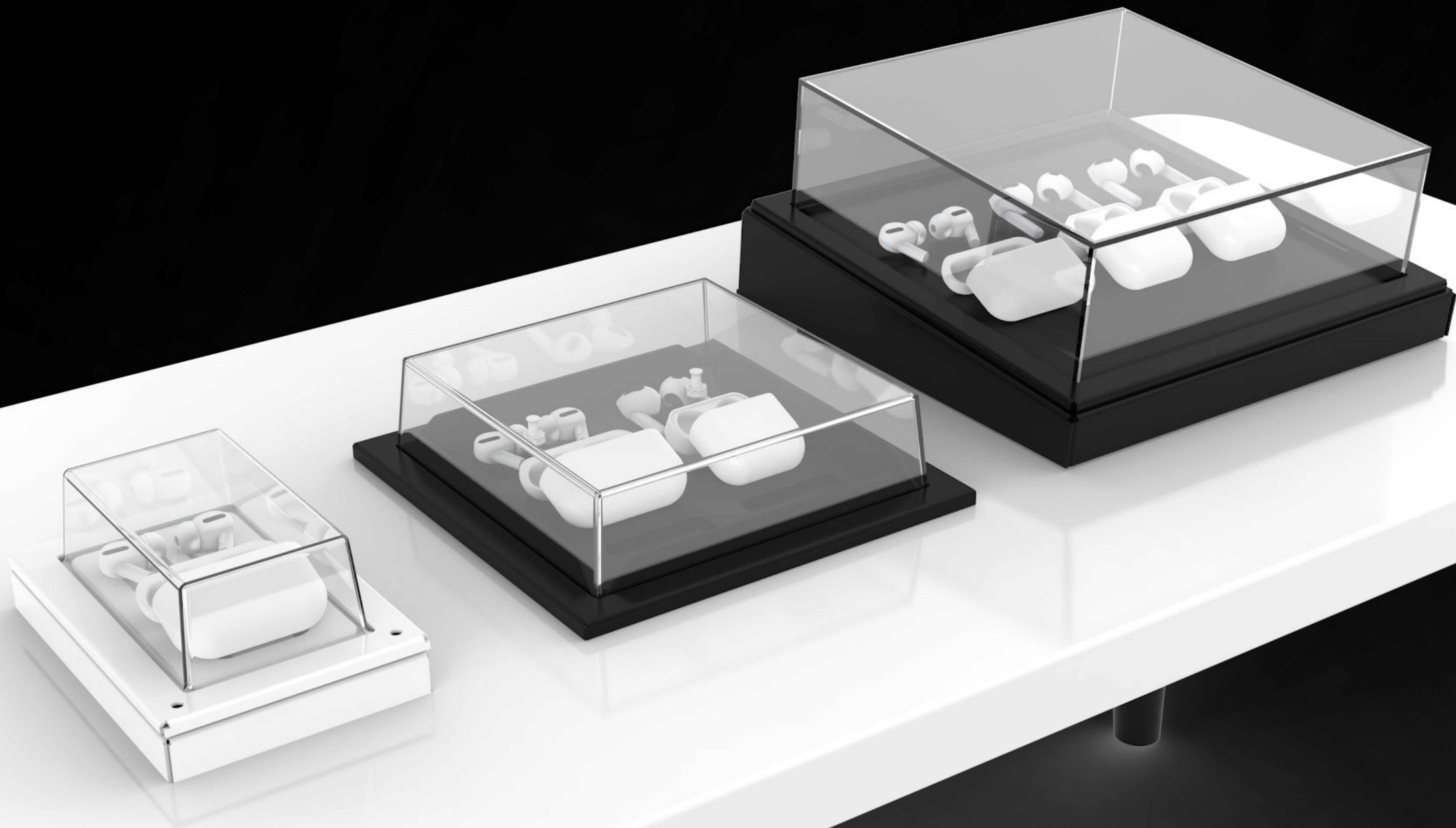
21200-LB-004 Lightbox Graphic (x1)



24007-PC-003 Product Mat Graphic (x1)





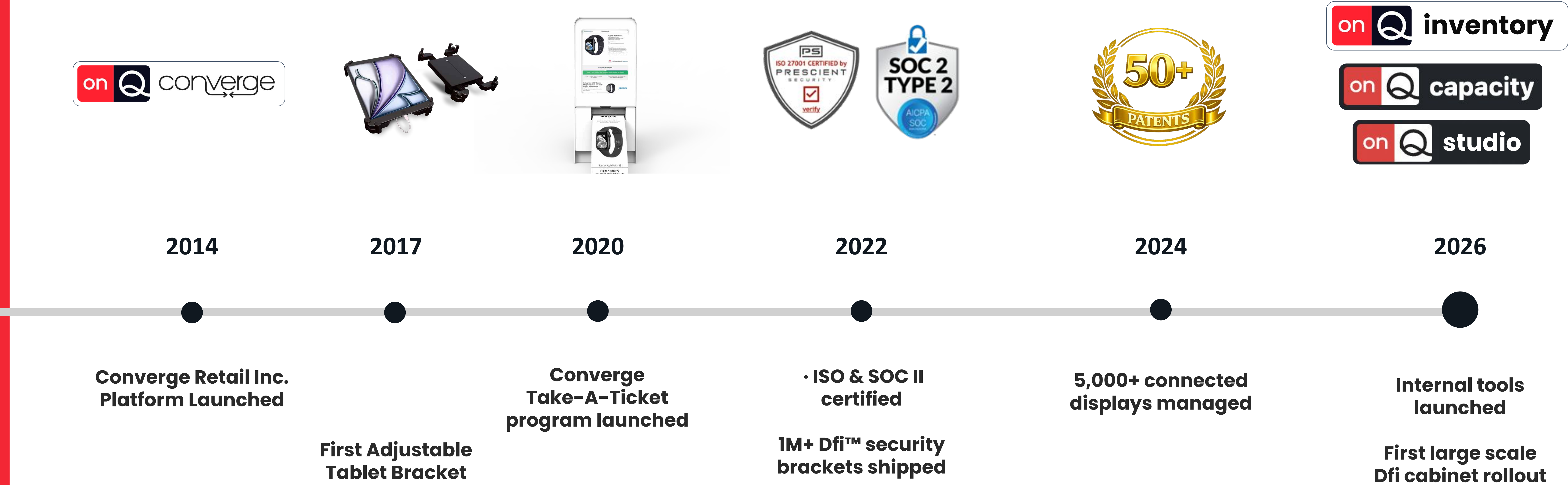




PROPRIETARY PLATFORM & SYSTEMS



Development history



OUR SOFTWARE



ROI Driver

Sales activation

Operational Savings

Promotions

NPI Intros

Sales Analysis





Stakeholders

Bus Dev

Shoppers

Associates

IT

Hi, Caren!

Active Events

Date(s)	Event Name	Location	
03/20 - 3/23/2024	CES Tradeshows	Hayward, CA	>
03/20/2024	Sony DI Private Influencer Event	Las Vegas, NV	>
03/20/2024	CES Tradeshows	Hayward, CA	>
03/20/2024	CES Tradeshows	San Diego, CA	>
03/20/2024	CES Tradeshows	San Diego, CA	>
03/20/2024	CES Tradeshows	San Diego, CA	>
03/20/2024	CES Tradeshows	San Diego, CA	>

Past Events

Date(s)	Event Name	Location	
03/16/2024	CES Tradeshows	CES Tradeshows	>
03/07/2024	CES Tradeshows	CES Tradeshows	>
03/07/2024	CES Tradeshows	CES Tradeshows	>

Event details older than two weeks ago can be found on the Converge dashboard.

← Active Events

CES Tradeshows

Customer Mode

Event information

Date(s)	03/20/2024
Event type	Raffle Prize
Prize details	\$10 Best Buy Gift Card

Entries Uploaded to Dashboard

184

✓ Fully synced

Entries upload automatically while you have a stable internet connection.

SONY

Win a \$10 Best Buy Gift Card

Fill out a quick 2-minute survey for a chance to win a \$10 Best Buy Gift Card.

Tap to begin

OUR SOFTWARE



Proven Scale

**5,000+
Managed
Displays**

14 countries

**Hundreds of skus
Multi-lingual**

**Regional pricing
and assortments**





15 Programs

Recurring
licensing revenue

In-house
design &
development

What we're investing

Deeper retailer integrations

SaaS pricing as digital deployments scale

dashboard.convergeretail.com/cims/dashboard/oMq7M534BUCM6zlgSXNe

Converge Control Panel

DashboardDatabaseDevicesSupportSystemWorkflows

All DashboardsMeta InventoryPM DashboardSales Dashboard

Meta Inventory

Edit Dashboard

Meta Inventory Status Count Results

Filter each section to limit the rows shown and csv download

Inventory Totals by Part Number

TABLE VIEWExpandedMinimize Table

Filter by part number, description, or quantities

103 rows shown

#	Part Number	Part Description	Total QTY On Hand	Total QTY Available	Total QTY Allocated	LPN / Inventory Row Count
1	-	-	4,193	4,193	0	21
2	021200-24216	3M 94 Yellow Tape Primer - Liquid Stick	40	40	0	1
3	07NY85	Apple iPad 10th Gen WiFi 64GB Silver	74	74	0	1
				0	0	1
				50	0	1

Download CSV

and Part Number



OUR SOFTWARE



15 Programs

Recurring
licensing revenue

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What we're investing

Deeper retailer integrations

SaaS pricing as digital deployments scale

Inventory management (CIMS)

dashboard.convergeretail.com/cims/dashboard/oMq7M534BUCM6zlgSXNe

Converge Control Panel

DashboardWorkflows

Pauline

Meta InventoryPM Dashboard

Meta Inventory

Meta Inventory Status Count Results

Filter each section to limit the rows shown and csv download

Inventory Totals by Part Number

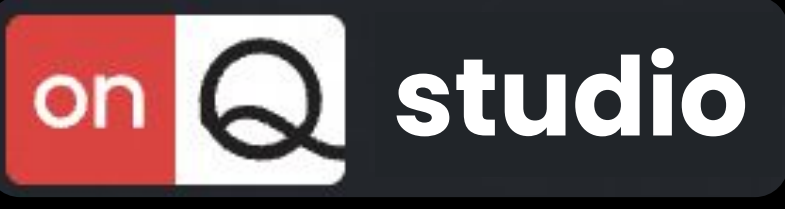
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2	021200-24216	3M 94 Yellow Tape Primer - Liquid Stick	40	40	0	1
3	07NY85	Apple iPad 10th Gen WiFi 64GB Silver	74	74	0	1
4	20-3008-1001	10.1" Finished BrightSign Built-In Capacitive Touch 1280x800	0	0	0	1
		Ouest 3 Assisted Kit w.Silicone Facial				

OUR SOFTWARE



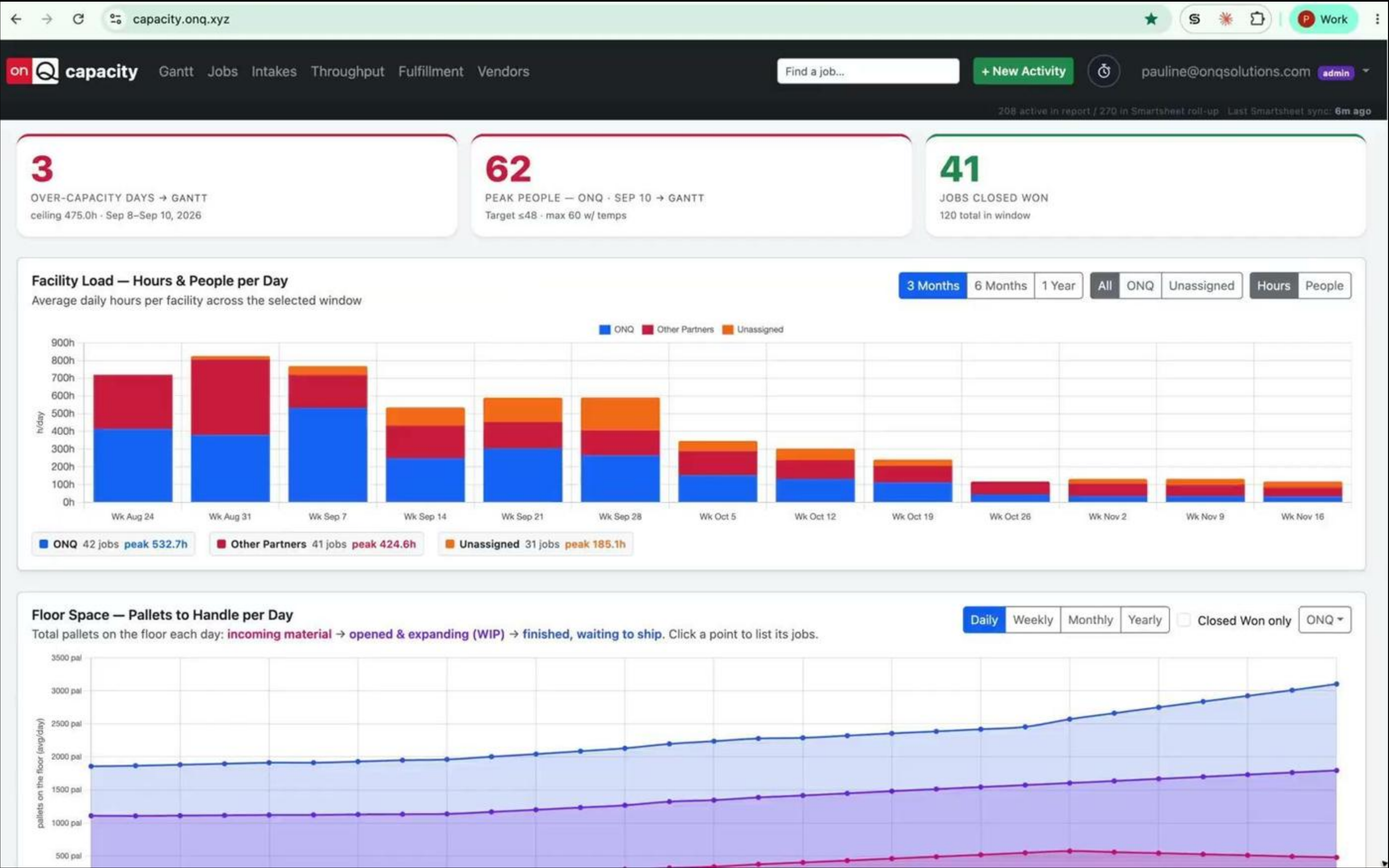
What we're investing

Deeper retailer integrations

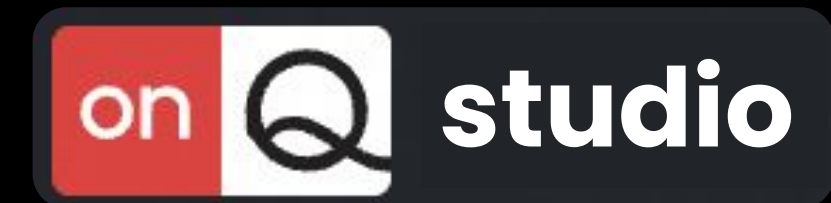
SaaS pricing as digital deployments scale

Inventory management (CIMS)

Capacity planning – Smartsheet & Excel
Integration ingestion



OUR SOFTWARE



What we're investing

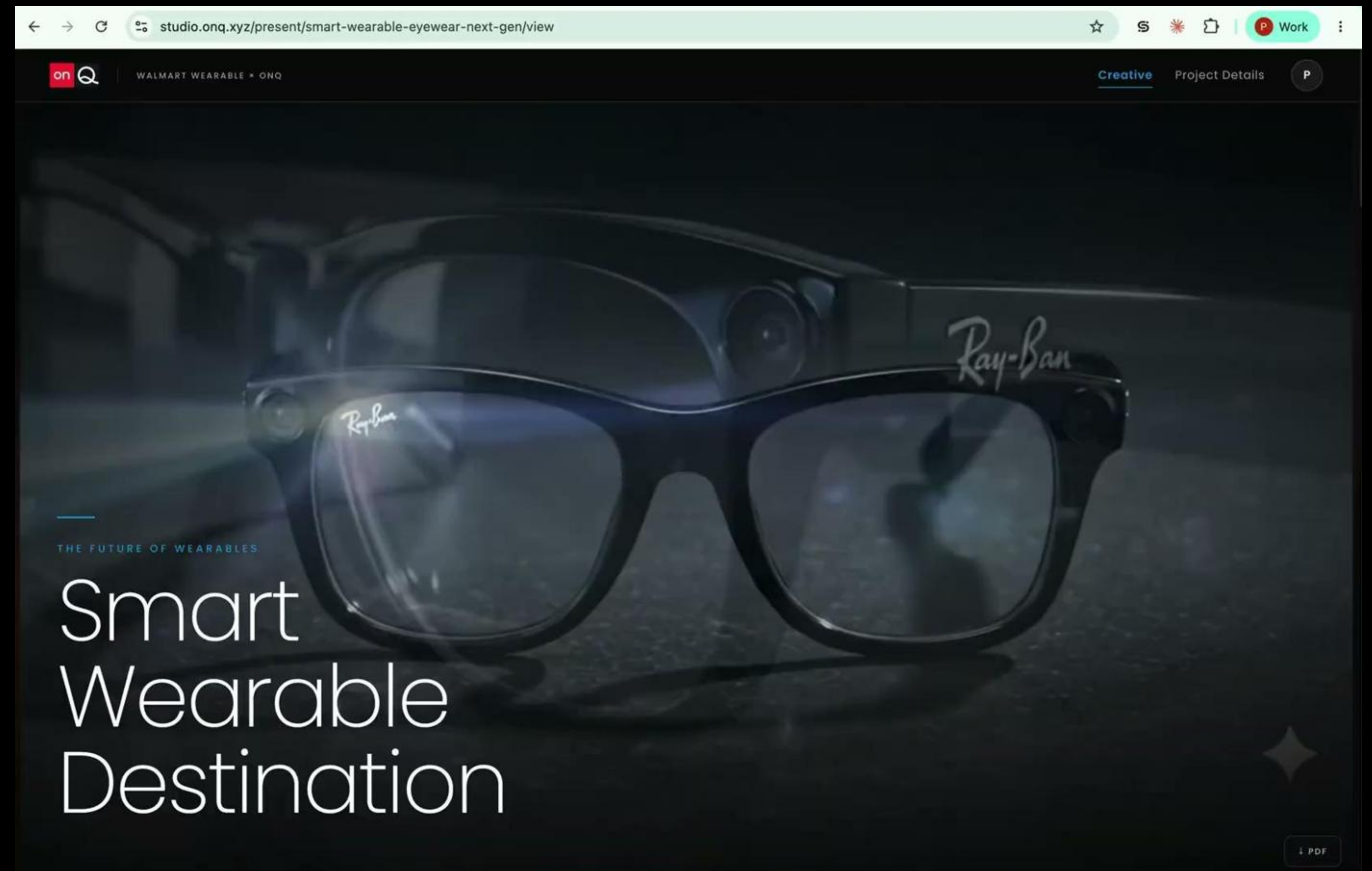
Deeper retailer integrations

SaaS pricing as digital deployments scale

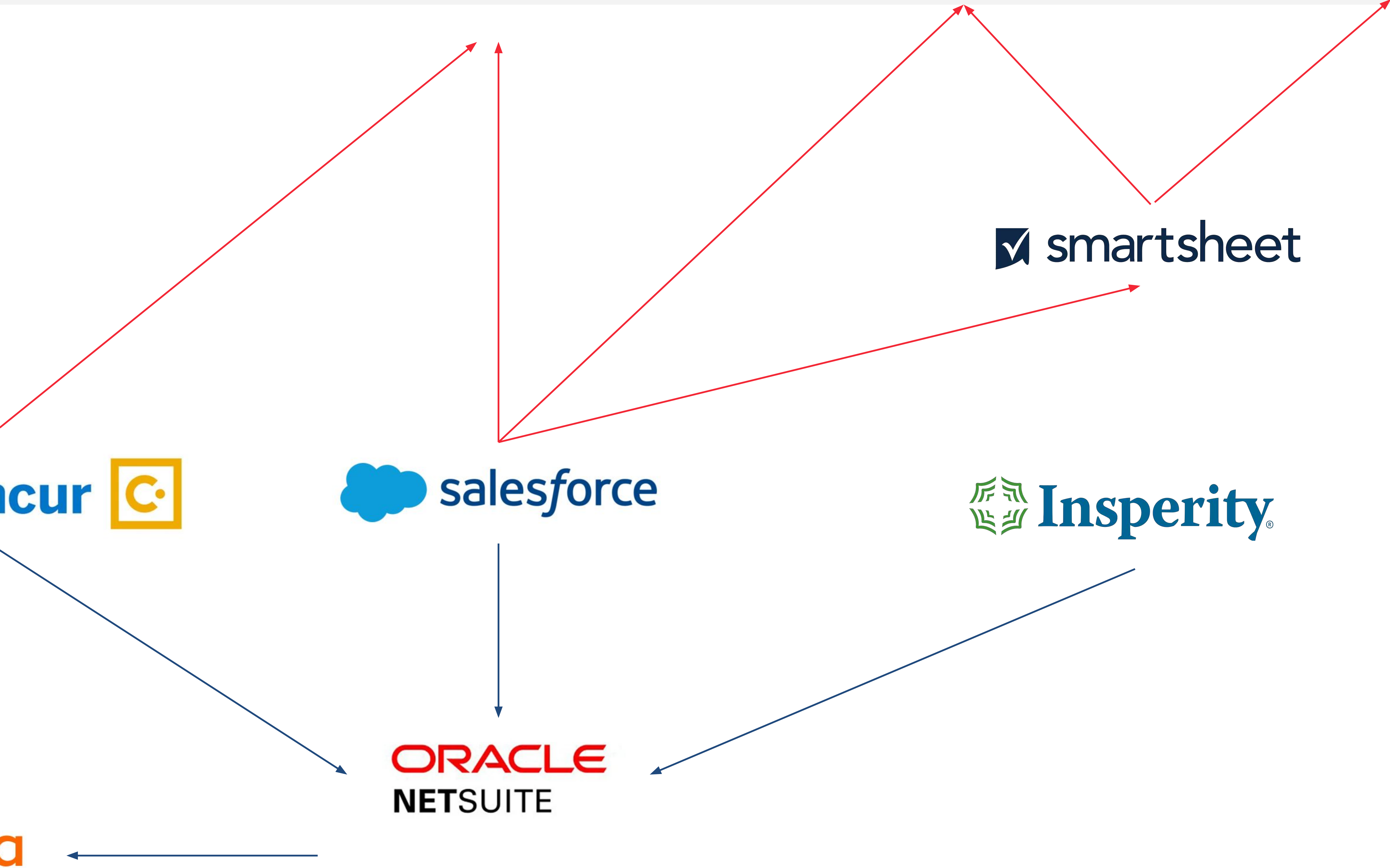
Inventory management (CIMS)

Capacity planning – Smartsheet & Excel
Integration ingestion

Sales enablement (studio),
presentations for now.



Proprietary



*Connected by Celigo

Systems – Workflow

Smartsheet – Workflow & On/Off Boarding

My Dashboard

Task Due	Sheet Name	Opportunity Name	Status	Window End Date	Opportunity Owner	Client Scope	Notes	Project
Job # 26009								
PO/Client Approval	26009 - Project Plan	26009 - D&D Target counter shipper	On Hold	05/07/26	Carolyn Nolan	Budgets		David Si
Prototype Review & Approval	26009 - Project Plan	26009 - D&D Target counter shipper	On Hold	05/07/26	Carolyn Nolan	Approval		David Si
Job # 26028 - 1								
PROPOSED - Test Prototype @ Danbury, CT (Carolyn)	26028 - 1 - Project Pla	26028 - 1 - Project Pla						

My Project List (I am OO or Account Manager)

Current Level	Opportunity Name	Proj
1-HOLD	26009 - D&D Target counter shipper	Dev
1-HOLD	26108 - Garmin Converge and TAT Brainstorm	Dev
1-HOLD	25330 - Santa's Digital Demo Station	Lead
3-PERSON	26175 - WOTC Microcenter Store in Store gondola	Dev
5-QUOTING	26085 - Magic the Gathering counter card holder	Dev

HR ToDos - ASHLEY LOUIVE-RICE

Status	Task	Required	Admin Comments	Responsible Department	Assigned To	End Date
EMPLOYEE	Employee Latest Info and Status					
	Hiring Manager	Payal Vora <payal@onqsolution>				
	Report To	ASHLEY LOUIVE-RICE				
	Candidate Legal Name	ASHLEY LOUIVE-RICE				
	Candidate Preferred Name	ASHLEY LOUIVE-RICE				
	Work Email	ashley.louive@onqsolution				
	Personal Phone Number					
	Work Number (if Different)					
	Home Address					
	Job Title	Accounts Payable Accountant				
	Department	Finance-HR-IT				
	Location	CA-California Eden Park				
	Start Date					
TASK	Onboarding Checklist					
	HR Admin Onboarding					
Complete	Offer Letter Signed			HR	Merletto-Lewis	
Complete	Confidentiality Agreement Signed			HR	Merletto-Lewis	
Complete	Background Check Complete	ASHLEY LOUIVE-RICE		HR	Merletto-Lewis	
Complete	Upload Background Check Link into Drive			HR	Merletto-Lewis	
Complete	Insiperty Onboarding			HR	Merletto-Lewis	
Complete	Verify ID Documents (E-verify if electronically)			HR	Merletto-Lewis	
Complete	Welcome-Swap Kit (Mug, T-Shirt, Notebook)	Send request to Sara Baldwin		HR	Merletto-Lewis	
Complete	Lunch Service	CA-California Eden Park		HR	Merletto-Lewis	
Complete	Bonusly Invite			HR	Merletto-Lewis	
	Return to Work			HR		
	Leave One			HR		
	L1 - Start of Leave	Date		HR		
	Return to Work	L1 - Is this a Continuous leave, more than one 1 week	Yes	HR		
	Return to Work	L1 - Anticipated Date of Return	Set in End Date ->	HR		06/01/26
	Not Started	L1 - Paid Through Date	Date	HR		
	Leave Two			HR		
	L2 - Start of Leave	Date		HR		
	Return to Work	L2 - Is this a Continuous leave, more than one 1 week	Yes or No	HR		
	Not Started	L2 - Anticipated Date of Return	Set in End Date ->	HR		

OnQ Inventory (CIMS)

Inventory Receiving & Tracking

LPN Assigned to Every Part Receipt

Unique identifier for every item received

Tracks Job, Part, Location

Know exactly what you have and where it is

Automated Email Notifications

Instant updates when inventory is received

License Plate Number

LPN-2604260002

Job Number

25307

25307 - Walmart Standardized Soundbar Display

Part Number(s)

R652

5.1CH 440W WIRELESS 6.5" SUBWOOFER + 2 REAR SPKS

Print

Remaining containers in this receipt: 0

Process New Receipt

onQ

Items Received without Purchase Order

New item(s) have been received without a Purchase Order. Please review the receipt details below.

Receipt Type	Without Purchase Order
LPN Container Type	Box / Small Parcel
LPN ID	LPN-2604260002
Job Number(s)	25307
Job Description(s)	25307 - Walmart Standardized Soundbar Display
Storage Location	ONQ-US-A-RECEIVING

Received Items

Part Number	Description	Job Number	Qty Received
R652	5.1CH 440W WIRELESS 6.5" SUBWOOFER + 2 REAR SPKS	25307	4

These items are currently stored at ONQ-US-A-RECEIVING. Please take any required follow-up action.

Need support? Our support team is always ready to help!

Contact Support

Carolyn

18

Converge Dashboard

CIMS Devices System Workflows

View Inventory

Part Number...

Job Number...

License Plate...

Location...

QTY On Hand...

QTY Allocated...

QTY Available...

LOT...

#	Part Number	Job Number	License Plate	Location	QTY On Hand	QTY Allocated	QTY Available	LOT	Modified By	Modified At
1	24332-MA001	24332	LPN-2602130002	ONQ-US-A-PROD STAGE	9		9	LOT-2601230022	Pavol Galovicc	Mar 24, 2026 3:34 13h
2	24332-MA001	24332	LPN-2603240002	ONQ-US-A-A-01-30	15		15	LOT-2601230022	Pavol Galovicc	Mar 24, 2026 3:34 12h
3	24332-MA001	24332	LPN-2603240003	ONQ-US-A-A-01-70	5		5	LOT-2601230022	Pavol Galovicc	Mar 24, 2026 3:34 9h
4	24332-MA001	24332	LPN-2601220001	ONQ-US-A-E-19-10	5		5	LOT-2601230022	Pavol Galovicc	Mar 24, 2026 3:34 9h
5	24332-MA001	24332	LPN-2601230007		248		248	LOT-2601230022	Pavol Galovicc	Mar 24, 2026 3:34 13h
6	24332-MA005	24332	LPN-2602040004		280			LOT-2601230021	Pavol Galovicc	Feb 9, 2026 7:4d 13h
7	24332-MA005	24332	LPN-2602040004		140			LOT-2601230021	Pavol Galovicc	Feb 9, 2026 7:4d 13h

Search Again



MODEL



Initial launch + lifetime revenue per program family

A \$0.6M laptop launch became \$20M. Initial launch vs lifetime revenue per program family.



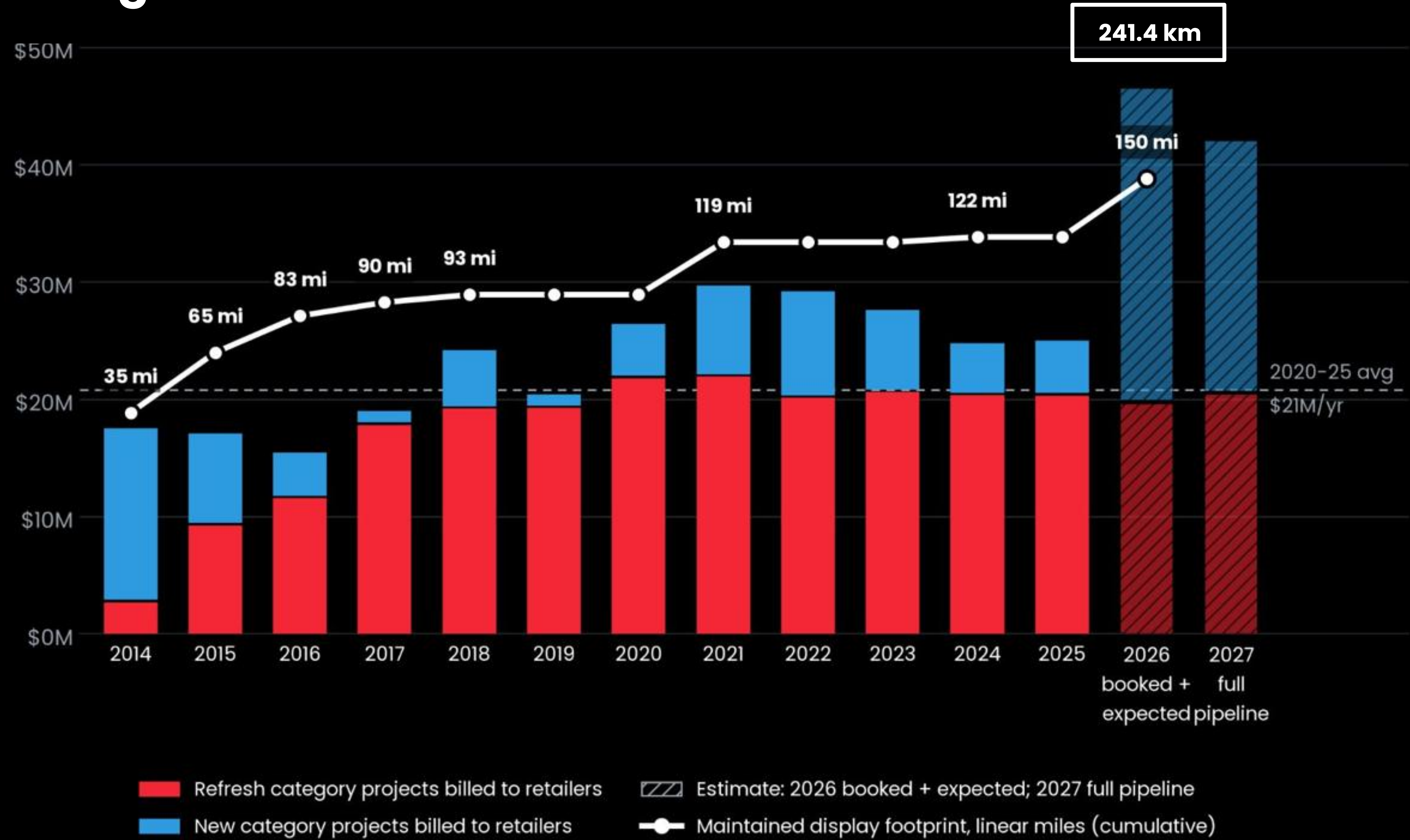
The category model: Land and Expand



Recurring revenue



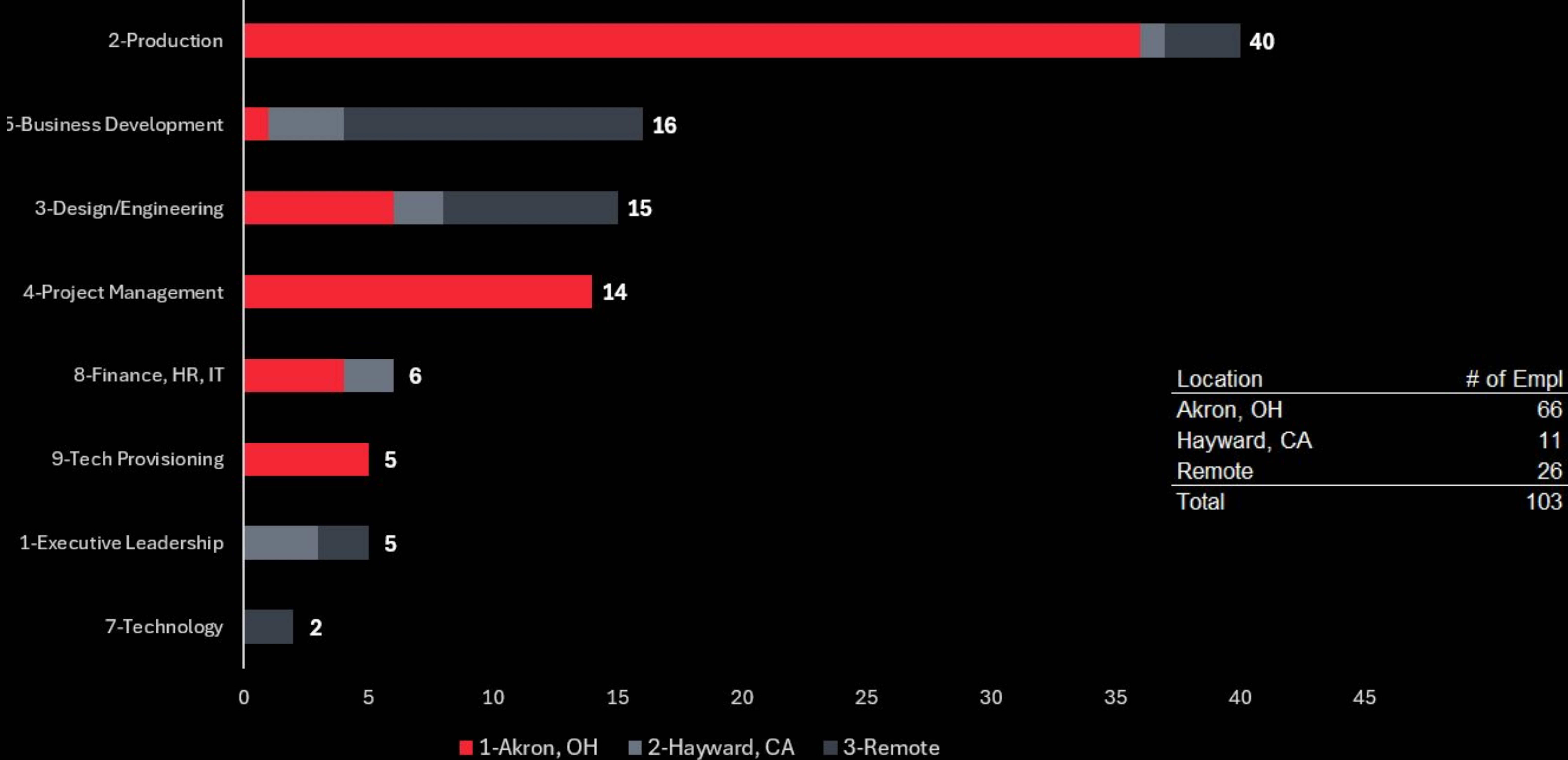
Recurring revenue



F O R E C A S T

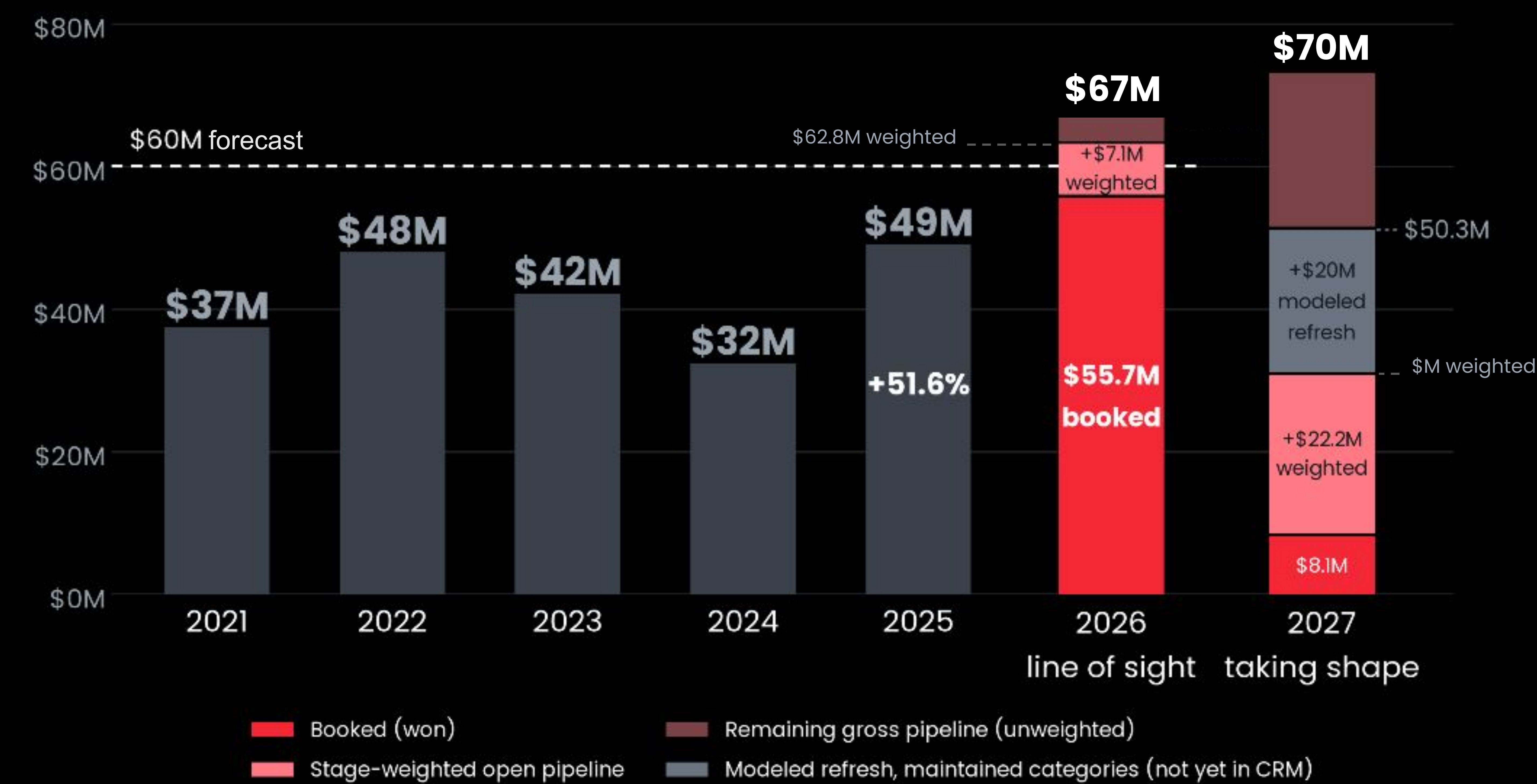


103 team members by location



Revenue by Year

Revenue by year (\$M) · 2021–2025 · 2026 = closed won + weighted pipeline from CRM



2026 Revised Forecast vs Original Plan

Summary statement of income, FY2026, in \$000s.

\$000s	2026 plan	2026 forecast	variance
Revenue	55,000	60,000	+5,000
Cost of goods sold	33,840	36,559	+2,718
GROSS PROFIT	21,160	23,441	+2,282
Gross margin	38.5%	39.1%	+0.6%
Operating expenses	18,820	19,131	+312
OPERATING INCOME	2,340	4,310	+1,970
EBITDA	3,378	5,213	+1,834
EBITDA margin	6.1%	8.7%	+2.6%
EBITDA adjustments	721	721	0
ADJUSTED EBITDA	4,099	5,934	+1,834
Adjusted EBITDA margin	7.5%	9.9%	+2.4%

Adjusted EBITDA outlook for 2026

Revised forecast vs original plan, using actual ytd results through July in forecast.



Thank you

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