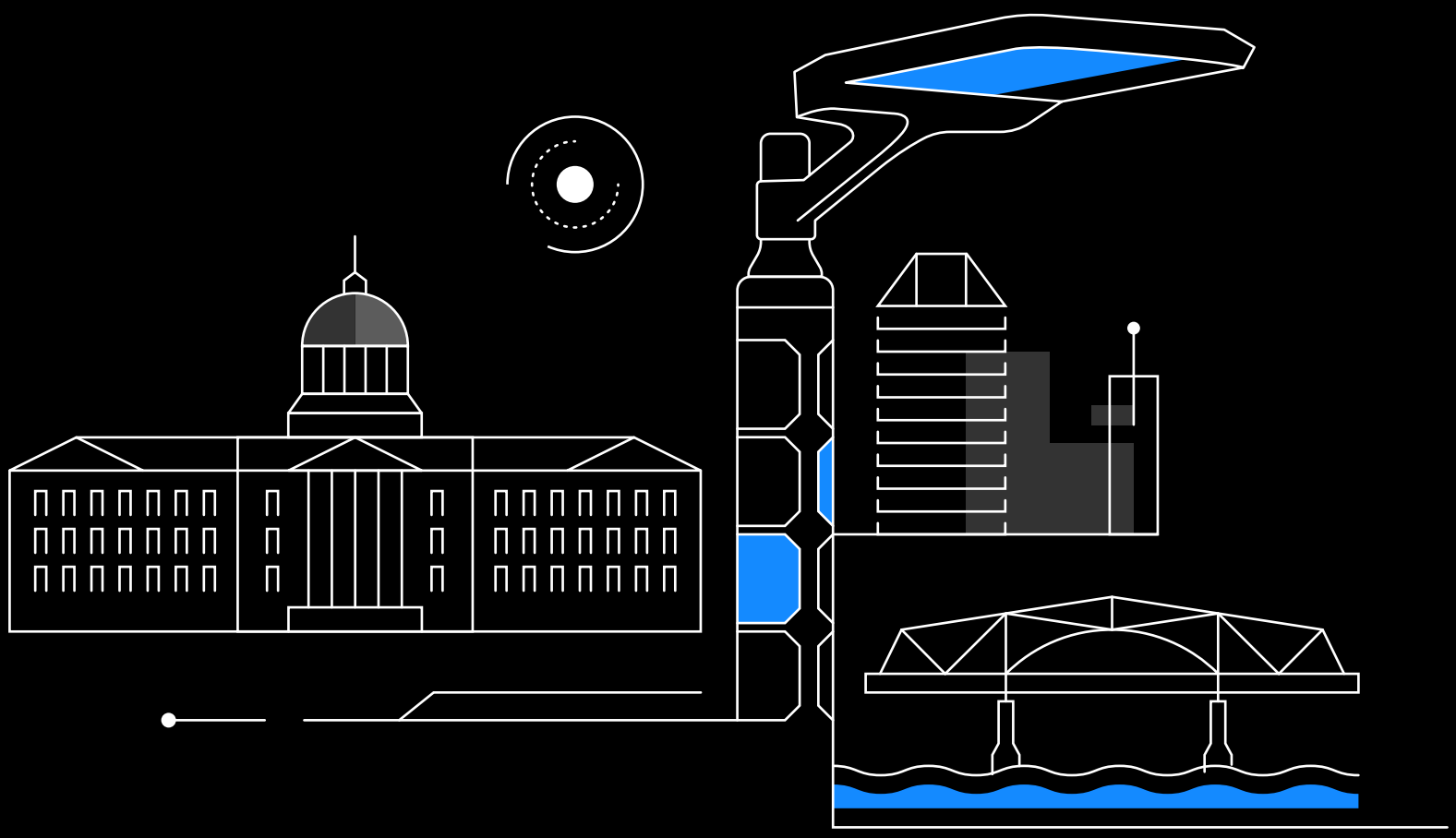
iLamp

Maryland.iLamp.com
(not yet operational)



iLamp Roadmap for The State of Maryland

This document covers information required to build a road map to commercial viability for the iLamp territorial license for the state of Maryland.

iLamp

Maryland Population
6.165 Million

GDP
$368 Billion

Transportation &
Infrastructure Budget
$59 Billion

Maryland represents a substantial potential market for iLamp, as it continues to ambitiously pursue its environmental, clean air, carbon, and energy objectives, including the Climate Solutions Now Act, which sets some of the most aggressive targets for net-zero carbon by 2045. iLamp fits squarely within Maryland's initiatives to enhance energy efficiency, cost savings, and public safety, all crucial aspects of the state's goals.

iLamp.com
ILOCX.com/iLamp

Follow us
@officalilamp

ConFlowPower.com
Batteryware.com
PowerasaService.com
Droneready.com
Investinbatteries.com
ILOcasestudy.com

The State of Maryland represents a substantial potential market for the implementation of iLamp, as it continues to ambitiously pursue its environmental, clean air, carbon, and energy objectives, including the Climate Solutions Now Act, which sets some of the most aggressive targets for net-zero carbon by 2045. iLamp fits squarely within Maryland's initiatives to enhance energy efficiency, cost savings, and public safety, all crucial aspects of the state's goal to reach net-zero carbon emissions by 2045.

Exclusive License for iLamp in Maryland

Driven by an increasing awareness of energy efficiency, Maryland's local government initiatives are endorsing the use of sustainable technologies and promoting the digital transformation of urban infrastructure. As energy savings, cost reduction, and improved safety and security are prioritised, demand for intelligent lighting solutions like iLamp is set to rise.

iLamp, a smart, modular, and self-powered streetlight system, allows for seamless integration and upgrade of various technologies. Its adaptability ensures the streetlight infrastructure remains current and cost-effective, addressing present needs while also being capable of meeting future requirements. Moreover, iLamp contributes to safer cities, aligning with Maryland's Vision Zero project aimed at minimizing road traffic deaths to zero by 2030 by providing reliable low cost lighting and enabling real-time monitoring and data collection for traffic management and emergency response, iLamp supports Maryland's data-driven approach to achieve zero roadway fatalities and serious injuries.

The ongoing smart city initiatives in Maryland, bolstered by the aggressive climate goals of the Climate Solutions Now Act, create substantial opportunities for iLamp to be integrated into urban planning and infrastructure projects, satisfying the growing demand for interconnected, data-driven systems. By optimizing resources and ensuring public safety, iLamp stands as a significant contributor to Maryland's ambitious decarbonization objectives.

> *Creativity is the power to correct the seemingly unconnected.* - Nikola Tesla

Overview

Reservation fee

$100,000

You receive post-payment:

- 1 year option to buy territory
- Roadmap + financial model
- Localised website
- Media pack, images, videos, etc
- ILOCX Listing

Funding by cede

**subject to approval*	$5,600,000
License Fee	$6,000,000
Amount payable to exercise option and receive territorial license	**$300,000**

You receive after payment:

- Territorial license
- Demo pole shipped & installed
- Sub-licensing rights*

Price Breakdown

For local roads alone, **Maryland houses an estimated 354,000 streetlights.** This figure is arrived at by using data from several sources: PHI provided the number of streetlights they manage (84,889), as did BGE (223,367). We also factored in the count of lights from the PE PSC filing in 2018, which was 13,882. Additionally, we used the total customer count from the PSC's Ten-Year Plan (2019-2028) to ascertain the percentage of Maryland customers served by municipal and cooperative utilities, which stood at 10%. This percentage served as a representative figure for the number of lights. In effect, this was calculated as 322,138 multiplied by 1.1, yielding 354,352.

It is important to note that this number falls significantly short of expectations. A 2015 report by the Northeast Energy Efficiency Partnerships (NEEP) projected that Maryland had 527,237 lights, indicating a possible discrepancy. Two possible reasons could be that Maryland has less intensive lighting than the average state, or that utilities systematically underreport lights owned by customers.Of these 354,000 streetlights in Maryland 10% is 35,400 which at $9,000 per lamp is $318,600,000 of which, $177,000,000 is made in gross profit by the territory if the license holder is buying lamps from iLamp HQ or more if the license holder is manufacturing their own lamps. This does not account for Power As A Service, or additional module

additional module based revenue generated by the poles, additionally it does not include the private market for lights on privately held carparks, campuses, etc and may not include the lions share of lighting on highways, nor does it include revenue made selling promotional, distribution or sub-licenses.

Deal Breakdown

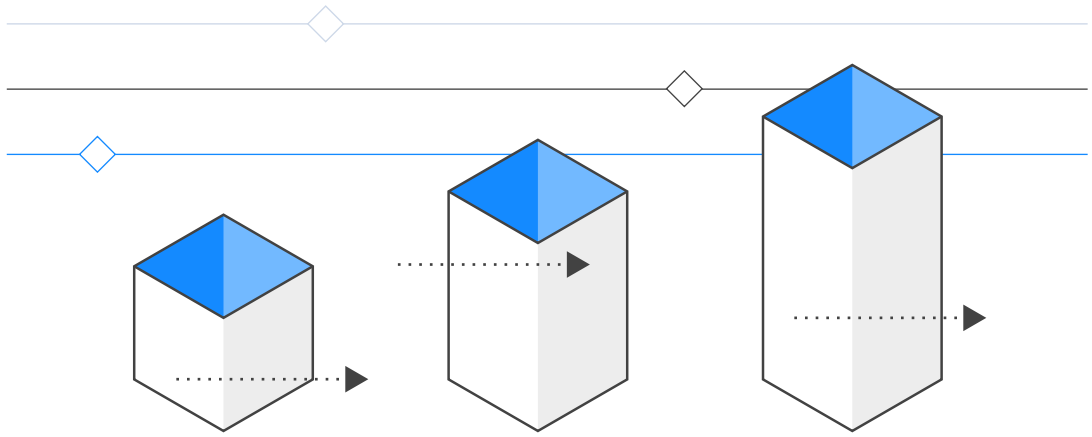
Steps to enhancing value and recurring revenue

1. Reserve the territory by purchasing 10,000 Class II units of iLamp (cost $100,000)
2. Purchase exclusive license in Maryland for $6,000,000, pay $300,000 on signing and the remainder in a note payable on share of revenue and capital raised at a zero coupon for the entire term of the note. You will get an exclusive territorial license, a pilot pole installed, a localized website (see example here https://Oregon.iLamp.com), a listing on ILOCX for your local fundraising and promotion.
3. A more detailed roadmap with all supporting documentation and training.
4. The ability to sell sub-licences within your territory subject to approval from Cede Capital.
5. You pay iLamp HQ 5% of all revenue and 20% of the PaaS revenue you generate.
6. Repeat what CPG has done in California and now in 9 other States in the USA: agree to a pilot installation for iLamp. Get a contract for installation and gain 20% of the PaaS revenue from each iLamp year- on-year.

Three steps to faster returns (Alternative option)

1. Buy $1 million of iLamp license units at current price, and move to step 3 above. The result will be a double in the value of your units before your local license is listed.
2. List your iLamp Territory on ILOCX and gain local support.
3. On signing we commit to supplying a sample iLamp to install in a strategic location in Maryland and all other benefits. The $1m iLamp license units purchase counts against the note as paid which has a large and positive impact on your opening balance sheet.

Stages



1. Reservation

Reserve the territory on ILOCX using the account of the potential licensee: https://app.ilocx.com/territory.

- Once this phase is complete the potential licensee has 12 months to trigger the territorial license or lose the option.
- If you have purchased 100,000 ILO units in iLamp in the alternative offer then all these payments are considered paid.

2. Get Started

Once triggered the deposit needs to be paid, totalling $300,000 this covers all costs to install a demonstration iLamp.

- This will include delivery and installation of an autonomous iLamp as a demonstration to land sales and mass installations.
- This also covers:
  - The costs to list iLamp Maryland on the ILOCX for all upfront and first year listing fees.
  - This building and delivery of a website for the territory.
  - All media and images, all data and point of sale aids, email addresses, and this detailed report covering competition, USP's, market size, list of potential partners, HQ assistance for news and localized promotion of iLamp in the territory.

3. The Details

Once the option fee and deposit are paid a local legal entity needs to be formed to hold the license. We will update the roadmap document on a continuous basis to establish local manufacturers, register as a local autonomous utility and expand commercial contracts and partners.

Energy and Sustainabilitiy

Maryland's ongoing commitment to sustainability and clean energy is evident in its environmental strategies, including the aggressive goals set out in the Climate Solutions Now Act and the Maryland Healthy Air Act. These policies aim for drastic reductions in greenhouse gas emissions, with a target to reach net-zero emissions by 2045 and a 60% reduction from 2006 levels by 2031.

Integral to achieving these targets is the transition to energy-efficient technologies. Despite lagging in the conversion to LED lighting, Maryland presents an exciting opportunity for a leapfrog in technological advancement - bypassing a simple transition to LED and embracing smart lighting solutions like the iLamp. This streetlighting system is energy-efficient, connected, and modular, allowing for the incorporation of communication modules, public safety features, sensor capabilities, and more.

Noteworthy strides have already been taken in cities such as Baltimore and Seat Pleasant, where the integration of smart lighting has proven successful. In these locales, advanced sensor technologies have allowed for the enhancement of public safety, traffic monitoring, and reduced light pollution, all while conserving energy. Extending such solutions statewide would enable Maryland to progress towards a smarter, more sustainable future, maximizing the benefits of digital innovation.

The intersection of the state's sustainability ambitions and technological innovation positions solutions like iLamp ideally. By fostering partnerships with utilities, municipalities, and other key stakeholders, Maryland can tap into the potential of smart streetlighting systems to meet its environmental targets, drive economic growth, and contribute to job creation. In doing so, Maryland can transform into a state of digitally progressive cities, mirroring the successes of Seat Pleasant and reaping the numerous benefits that such advancements bring.

Public security and health

Road Safety

The iLamp technology can positively impact road safety in Maryland by providing optimal lighting conditions on roads and highways. Its adaptive lighting capabilities can adjust brightness according to traffic conditions, enhancing safety during peak hours and adverse weather conditions. Additionally, modular camera and communications systems can help monitor traffic and detect potential hazards, further improving road safety.

Pedestrian Safety

iLamp can improve pedestrian safety in Maryland by providing adequate lighting in areas such as sidewalks, crosswalks, and public transportation stops. Modular cameras can monitor pedestrian movement and help identify potential hazards, ensuring a safer environment for walking and other outdoor activities.

Weather Monitoring Module

Weather sensors can detect changing weather conditions, such as fog, rain, or snow, and adjust the intensity and distribution of light accordingly. This adaptability enhances visibility for drivers and pedestrians in adverse weather conditions, further improving public safety.

Air Quality Monitoring Module

Air quality monitoring can help track pollution levels in Maryland in real-time, allowing authorities to implement appropriate measures to maintain a healthy environment. By monitoring and addressing air quality concerns, iLamp can contribute to improved public health and well-being.

Communications

Communication modules can both expand telecoms coverage and facilitate the transmission of critical information to the relevant authorities and emergency services in case of accidents or security incidents. This real-time communication can help improve response times and overall public safety.

Light Polution Reduction

The adaptive lighting capabilities of iLamp can minimize light pollution in Maryland by adjusting brightness levels according to the time of day and surrounding conditions. This can contribute to a better night-time environment, reducing the impact of artificial light on wildlife and human health.

Integration with Existing Infrastructure

iLamp technology can integrate with existing sensors and infrastructure in Maryland, allowing for enhanced data collection and analysis. By connecting iLamp with various sensors and modules across different sectors, such as traffic, air quality, and weather monitoring systems, a comprehensive and

interconnected network can be created.

Communication modules can facilitate real-time data transmission between these sensors, enabling authorities to monitor and manage various aspects of urban living more effectively. This network of sensors, empowered by iLamp's communication modules, can lead to improved decision-making, more efficient use of resources, and a better understanding of the urban environment.

Market Analysis

The interest in smart lighting in Maryland has been substantial over recent years, attributable to a rise in energy conservation awareness, governmental policies favoring green technology adoption, and the progressive digitization of city infrastructure. With organizations and individuals placing an increasing emphasis on energy-saving, cost-cutting, and safety enhancement, the demand for intelligent lighting solutions like iLamp is expected to surge.

Maryland has set bold targets for resource and energy efficiency, aiming to boost clean energy use and diminish carbon emissions in line with the Climate Solutions Now Act of 2022. This dedication to sustainability has stimulated growth in the smart lighting sector, playing a critical role in reducing energy consumption and greenhouse gas emissions.

The emphasis on Vision Zero, Climate Goals and Smart City programs in Maryland, including Baltimore's commitment to becoming a smart city and Seat Pleasant's digital transformation initiative, offer promising opportunities for smart lighting solutions like iLamp to be incorporated into urban planning and infrastructure projects. Baltimore and Seat Pleasant are perfect examples of how smart lighting can contribute to a city's overall transformation. This, along with the broader push for connected, data-driven systems to maximize resource utilization and public safety, further bolsters this market's growth.

The integration of Internet of Things (IoT) technologies and advanced sensors into Marylands streetlight infrastructure, which would enable real-time monitoring and control, predictive maintenance, and additional features like weather monitoring, air quality assessment, and security enhancements. Smart streetlighting systems like these not only contribute to energy conservation but also generate valuable data for urban planning and development.

The emphasis on sustainable streetlighting in Maryland has garnered inter-

est and investment from both local and international companies. Numerous private sector entities have partaken in retrofitting projects, offering advanced lighting solutions and expertise to help Maryland achieve its sustainability objectives.

With the existing streetlighting infrastructure in Maryland reflecting a deep-seated commitment to sustainability, energy efficiency, and public safety. Leveraging the innovation of iLamp's smart lighting solutions, Maryland has the potential to transform all its towns and cities into digitally progressive landscapes. iLamp's interconnected, modular system enhances streetlights with added functionality, from communication and public safety modules, sensor technologies and more, fortifying Maryland's position as a vibrant hub for smart lighting innovations and a pioneer in smart urban development. Spurred by governmental initiatives and private sector participation, the market is anticipated to continue exponentially as Maryland forges ahead with its ambitious sustainability targets and further cultivates its smart city infrastructure.

Maryland wide lighting

While Maryland has initiated a shift from traditional high-pressure sodium(HPS) and metal-halide lamps to LED lights, it has not been as rapid as seen in some other regions. This slower transition, however, presents Maryland with a unique opportunity. Instead of transitioning to standard LED lighting, the state could leapfrog a generation of infrastructure, moving directly from old-style HPS lamps to smart-enabled lighting solutions.

Such smart lighting systems are not just energy-efficient but also have enhanced functionality, offering a range of benefits from communication modules to public safety features and sensor capabilities. This move aligns with Maryland's ambitious environmental goals and reduces maintenance costs, making smart lighting an attractive, cost-competitive option.

Maryland's government recognizes the potential of these advanced, energy-efficient lighting solutions. This commitment is evident in the initiatives launched by the Maryland Energy Administration (MEA) to increase the use of high-efficiency lighting products via grants and incentives. These programs not only raise awareness about LED and smart lighting technology but also contribute to a supportive environment that encourages their adoption.

Seat Pleasant exemplifies this commitment to sustainability and technological innovation. Branded as a 'smart city', Seat Pleasant has incorporated technological innovtions into its urban infrastructure, including smart lighting solutions.

With these successful initiatives as a blueprint, Maryland is poised to further the development and implementation of smart streetlighting projects across the state. This potential leap from traditional lighting straight to smart-enabled lamps could revolutionize urban infrastructure in Maryland and contribute significantly to the state's sustainability, and public safety goals.

The warning signs

Maryland has been witnessing an increase in extreme weather events and environmental challenges over the last few decades, with issues such as hurricanes, flooding, heatwaves, and air pollution becoming more prominent. In recent years, several hurricanes and tropical storms have swept across the state, causing significant damage to infrastructure, transportation, and public health. These events pose risks to public health, infrastructure, and the economy, making early detection and preparedness crucial.

The Maryland government has recognized the importance of addressing these environmental challenges and has invested in various initiatives for environmental sustainability and public safety. The Maryland Commission on Climate Change emphasizes the need for a sustainable environment and infrastructure, with air quality being a key performance indicator.

Air pollution in Maryland primarily stems from industrial activities, vehicular emissions, and power plants. Fine particle air pollution resulting from human activities has been linked to premature deaths and significant economic costs. Recognizing these risks, Maryland has taken steps to reduce air pollution, such as implementing stricter vehicle emissions standards and investing in renewable energy sources.

The state's meteorological authorities closely monitor weather patterns to provide early warnings and guidance on hurricanes, tropical storms, and other extreme weather events. Advanced weather forecasting systems and satellite-based monitoring help improve the accuracy and timeliness of these warnings, allowing for better preparedness and response.

In recent years, Maryland has also focused on enhancing its infrastructure resilience to withstand extreme weather events. Initiatives such as the Maryland Climate Change Adaptation Plan and the state's efforts to promote sustainable development emphasize the importance of building a smart and sustainable state that can adapt to and mitigate the impacts of environmental challenges.

Potential partners

In Maryland, there is a growing emphasis on advancing energy efficiency, sustainability, and smart infrastructure solutions. To support the successful implementation of iLamp's innovative streetlighting technology in the state, we have compiled a comprehensive list of valuable contacts in the construction, utility, transportation, infrastructure, and media sectors. These contacts are instrumental in driving collaborations and partnerships that will facilitate the widespread adoption of iLamp's solutions throughout Maryland.

Baltimore Gas and Electric

https://www.bge.com/

BGE is the largest utility company in Maryland, serving customers in central Maryland.

Pepco

https://www.pepco.com/

Pepco is a major electric utility serving customers in Montgomery County and Prince George's County. Engaging with their energy efficiency or sustainability teams could help explore partnerships and initiatives related to iLamp.

Potomac Edison

https://www.firstenergycorp.com/potomac_edison.html

Potomac Edison provides electric services to customers in western Maryland, including Frederick County. Connecting with their utility owned streetlighting departments about potential projects.

Delmarva Power

https://www.delmarva.com

Delmarva Power serves customers in the Eastern Shore region of Maryland

Engaging with their energy efficiency or sustainability departments can provide insights into the opportunities for iLamp in their service area.

Maryland Department of Transportation

https://mdot.maryland.gov/

MDOT plays a significant role in transportation infrastructure across the state.

Maryland Energy Administration

https://energy.maryland.gov

The Maryland Energy Administration (MEA) promotes clean energy adoption and sustainability in the state.

Maryland Municipal League

https://www.mdmunicipal.org/

Maryland Municipal League (MML) represents municipal governments and officials in Maryland. Reaching out to the MML can help connect with various municipalities and explore partnerships or opportunities for iLamp implementation.

Maryland Smart Energy Communities

https://energy.maryland.gov/govt/Pages/smartenergycommunities.aspx

This initiative promotes smart and sustainable energy solutions in Maryland. Contacting them could provide insights into existing smart city projects and potential collaboration opportunities for iLamp.

Clark Construction Group

+971 4 307 3707

Clark Construction Group is one of the largest construction firms in Maryland, specializing in commercial, institutional, and infrastructure projects.

Further potential contacts

Whiting-Turner
1425 Liberty Rd, Sykesville, MD 21784, United States
+14439203153
https://www.whiting-turner.com/

Gilbane
1215 E Fort Ave #100, Baltimore, MD 21230, United States
+14106491750
http://www.gilbaneco.com/

Hensel Phelps
3333 Pennsy Dr, Landover, MD 20785, United States
https://www.henselphelps.com/

H&C Construction
https://hcconstructionllc.com/
ties.com/en

Maryland Solar Energy
11436 Cronridge Dr Owings Mills, MD 21117
marylandsolarsolutions.com

Maryland State Solar
+13018124786
14405 Laurel Pl Suite 203, Laurel MD 20707, United States
https://alshirawisolar.com/

Street Lighters Electric
701 Stemmers Run Rd, Essex, MD 21221, United States
+14103914111
http://www.streetlighters.com

INRG Solar
10300 Little Patuxent Pkwy, Columbia, MD 21044, United States
https://www.inrg.solar/

KW Solar Solutions
94 Childs Rd, Elkton, MD 21921, United States

https://www.kwsolar.net/

City & County Councils
https://msa.maryland.gov/msa/mdmanual/01glance/html/cocoun.html

Newspapers:

- **The Baltimore Sun** (Baltimore)
- **The Daily Record** (Baltimore)
- **The Capital Gazette** (Annapolis)
- **The Frederick News-Post** (Frederick)
- **The Washington Post** (covers the Maryland region as well)
- **The Cumberland Times-News** (Cumberland)
- **Maryland Independent** (Waldorf)
- **The Aegis** (Bel Air)
- **The Bay Times and Record Observer** (Kent Island)
- **The Calvert Recorder** (Prince Frederick)
- **The Carroll County Times** (Westminster)
- **The Cecil Whig** (Elkton)
- **The Enterprise** (Lexington Park)
- **The Hagerstown Herald-Mail** (Hagerstown)
- **The Kent County News** (Chestertown)
- **The Star Democrat** (Easton)
- **Ocean City Today** (Ocean City)
- **The Sentinel** (Montgomery County)
- **Times-News** (Cumberland)
- **The Avenue News** (Essex)
- **The Capital Gazette** (Annapolis)
- **The Dundalk Eagle** (Dundalk)
- **The Maryland Independent** (Waldorf)
- **The Mountain Messenger** (Mountain Lake Park)
- **Southern Maryland News Net** (Mechanicsville)
- **The Talbot Spy** (Easton)
- **The Town Courier** (Gaithersburg)

Online & Community

- **Bethesda Magazine** (Bethesda)
- **Baltimore Fishbowl** (Baltimore)
- **Baltimore Brew** (Baltimore)
- **Baltimore Post-Examiner** (Baltimore)
- **My Eastern Shore MD** (Eastern Shore)
- **Towson Flyer** (Towson)
- **Columbia Patch** (Columbia)
- **Rockville Patch** (Rockville)
- **Southern Maryland Online** (Southern Maryland)

TV Stations:

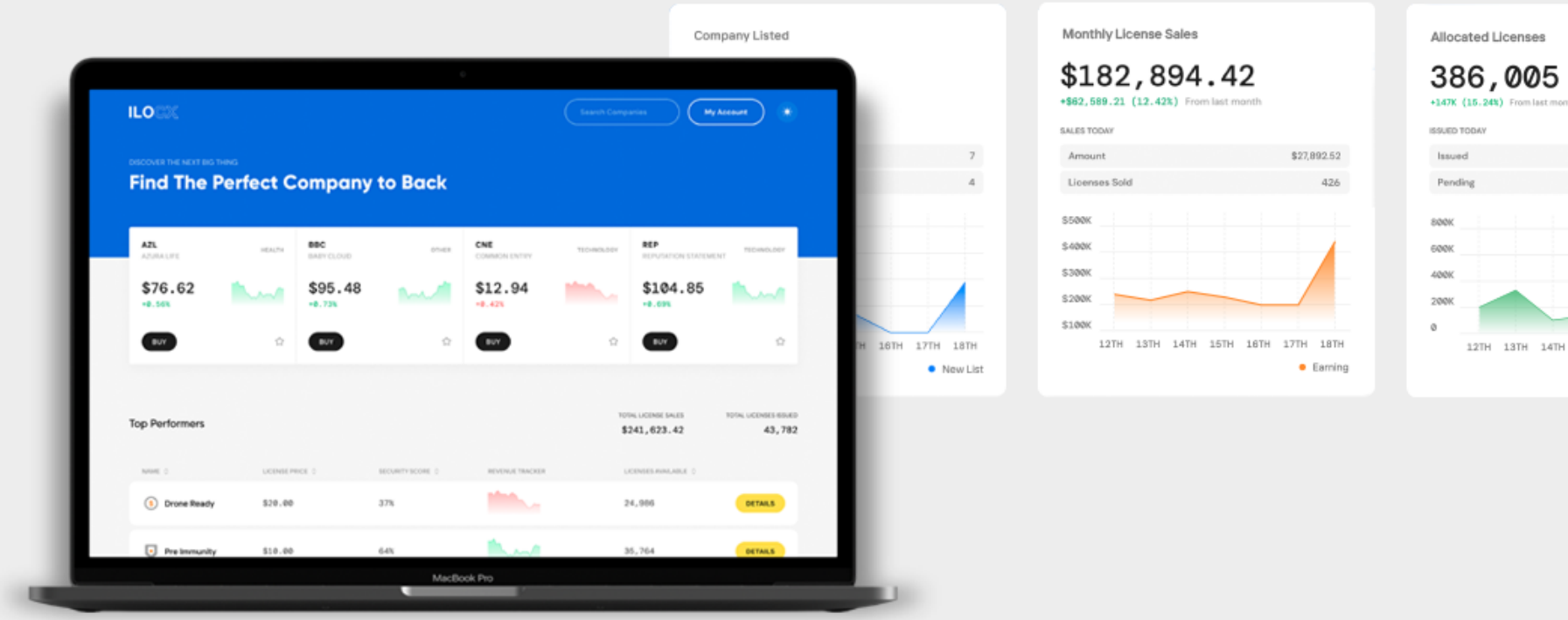
- **WJZ-TV** (CBS - Baltimore)
- **WBAL-TV** (NBC - Baltimore)
- **WMAR-TV** (ABC - Baltimore)
- **WBFF** (FOX - Baltimore)
- **WMDT** (ABC/CW - Salisbury)
- **WHAG-TV** (Hagerstown)
- **WDVM-TV** (Hagerstown)
- **WGPT** (PBS - Oakland)
- **WBOC-TV** (CBS/FOX - Salisbury)
- **WEAA** (Baltimore)
- **WHCP** (101.5 FM - Cambridge)
- **WRYR** (97.5 FM - Sherwood)
- **WTMD** (89.7 FM - Towson)
- **WESM** (91.3 FM - Princess Anne)

Community TV:

- **Montgomery Community Media** (Montgomery County)
- **Bowie Community Television** (Bowie)
- **The City of Frederick - City Cable Channel 99** (Frederick)
- **City of Rockville Channel 11** (Rockville)
- **Charles County Government Television** (CCGTV) **- Channel 95** (La Plata)

Radio Stations:

- **WBAL 1090 AM** (Baltimore)
- **WYPR 88.1 FM** (Baltimore)
- **WTOP 103.5 FM** (Covers the Maryland region)
- **WFMD 930 AM** (Frederick)
- **WNAV 1430 AM** (Annapolis)
- **WCEI 96.7 FM** (Easton)
- **WRNR 103.1 FM** (Annapolis)
- **WFRE 99.9 FM** (Frederick)
- **WCTR 1530 AM** (Chestertown)
- **WPOC 93.1 FM** (Baltimore)
- **WQZQ 103.9 FM** (Cumberland)
- **WTTR 1470 AM** (Westminster)
- **WJMA 103.1 FM** (Orange, Culpeper)
- **WWEG 106.9 FM** (Hagerstown)
- **WBEY 97.9 FM** (Crisfield)



Your ILOCX listing

List using the ILOCX Framework to raise money to finance your exclusive iLamp license while building local support and an online sales team to drive pre-sales.

RAISE MONEY AS YOU NEED IT

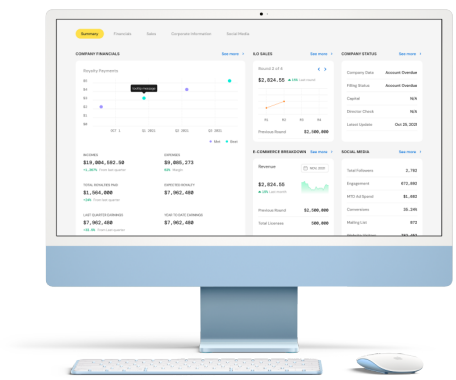
Get access to the funds you need, as you need them, smoothing your fundraising process.

BUILD A TEAM

ILOCX framework helps companies to build effective teams that are properly rewarded.

REWARD PARTICIPATION

Incentivize buyers with ILOCX rewards, your own affiliate program, and license classes.



Listing Requirements

iLamp licenses are prequalified to list and receive an ILO instance and will be priority listed through our streamlined process with a dedicated listing manager.

Listing fees for iLamp licenses are waived for the first year, then only $25,000 per year.

Listings with over $1 million in sales are listed on the board at ILOCX.com.

100+
Total companies listed

Millions
Total licenses issued

10X
Returns already booked