



# Digitally Transforming the Fresh Food Supply Chains

# Inteligistics CEO

- 30+ years in the food industry
- Participated on numerous FDA committees contributing to the creation of FSMA 204
- Architect and Lead Staff for the global PTI (Produce Traceability Initiative)
- Founder and Chairman of the FFTA (Fresh Foods Trade Association) committee to harmonize traceability standards
- Secretary General of the International Federation for Produce Standards
- 1 of 2 selected to represent U.S. agriculture Traceability Best Practices to the United Nations
- Facilitator, Chairman, or participant on over 30 global industry committees on supply chain efficiencies and best practices
- Recognized SME on supply chain technologies, industry standards, traceability, and FSMA 204
- Frequent industry speaker and co-author of numerous global best practice documents



**Gary Fleming**  
CEO Inteligistics

# Industry and Regulatory Landscape (Problem)

- \$161 billion lost each year in U.S. product waste due to quality issues and inefficient cold-chain management.
- WHO estimates 600 million people get sick from foodborne illnesses, estimated 420,000 deaths annually.
- CDC estimates that in U.S., 48 million people get sick from foodborne illnesses, 128,000 hospitalizations and 3,000 deaths each year.
- Food recalls estimated at \$15 billion each year (direct costs, legal costs, brand damage, supply chain disruption).
- FDA Response:
  - January 2011 FSMA (Food Safety Modernization Act) created to address food safety and food-borne pathogens.
  - November 2022 FSMA 204 Rule created to address traceability to quickly identify and remove tainted product from supply chain.
  - June 2028 FSMA 204 Rule becomes effective, driving regulatory compliance and modernizing industry practices.
- Fresh food sectors (e.g. Produce, Meat and Poultry, Seafood, Dairy/Deli/Bakery) are far behind in using technology and automation to address product waste and FSMA compliance, much less other supply chain efficiencies.
- Fragmented supply chains, minimal integration, lack of real-time visibility, antiquated systems hinder ability to solve these problems .

# Introducing Inteligistics (Solution)

- We deliver cutting-edge solutions that unlock and capture previously inaccessible critical data, driving smarter decisions and competitive advantage.
- Our IntelliView Digital Platform provides one centralized location to monitor/analyze this data at each leg of the supply chain.
- Data used for FSMA 204 compliance, cold-chain analytics (quality/shelf-life/temp monitoring), reduction in energy costs, reduction in labor, supply-chain visibility, and operational efficiencies.
- Our cold-chain applications monitor and capture real-time data on product quality, product condition, and cooling to ensure proper cold-chain management throughout the supply chain and avoid product waste.
- Leverage advanced technologies to help automate and digitize manual processes that capture needed data.
- Optimize data analytics with AI and machine learning to enhance value of existing data.
- Deliver actionable insights to eliminate bottlenecks and maximize efficiency.
- Provide real-time alerts, notifications, and dashboards to enable faster and more
- Create strategic partnerships with buyers, suppliers, and 3rd party solution providers to enhance customer experience.

Inteligistics is perfectly positioned to usher companies with limited technology and resources into a new era of Smarter Technology and Data-Driven decisions.

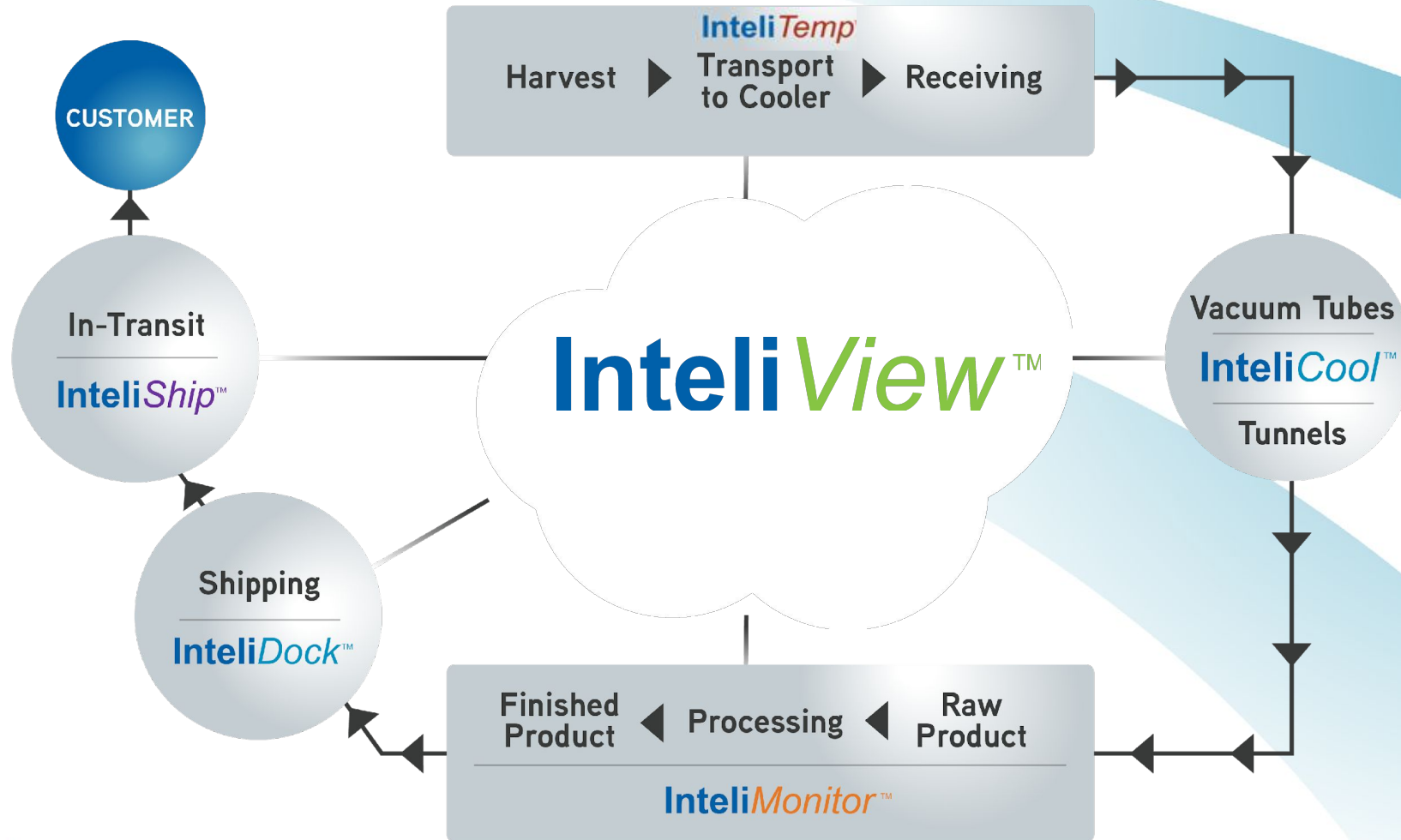


# Proven Experience

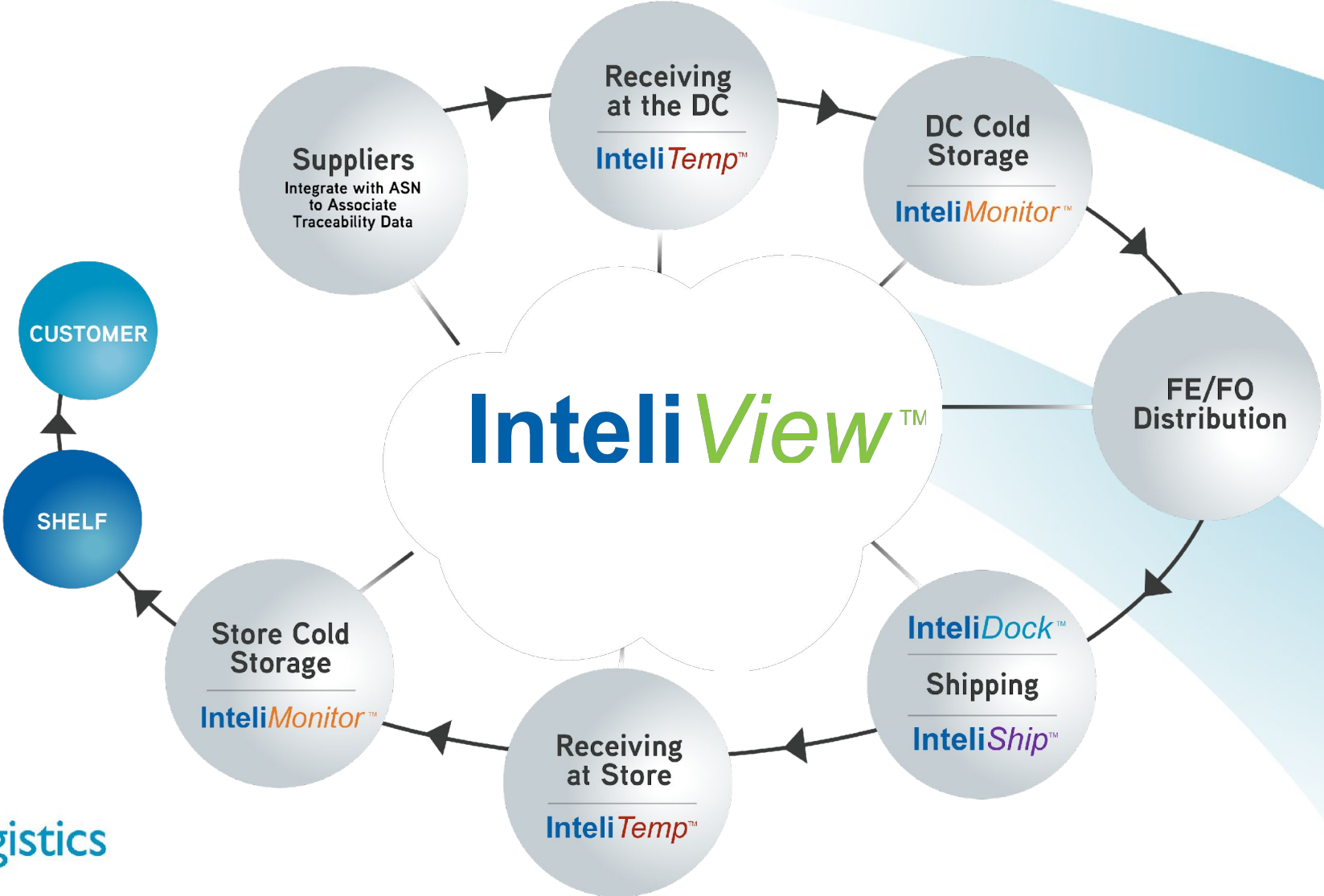
- 30+ years in the food industry creating best practices and supply chain efficiencies
- 10+ years of digitization and end-to-end fresh food supply chain solutions
- Westinghouse – Digital transformation of nuclear power generating Control Rooms
- US Navy – Development of supply chain logistics platform for global asset viability



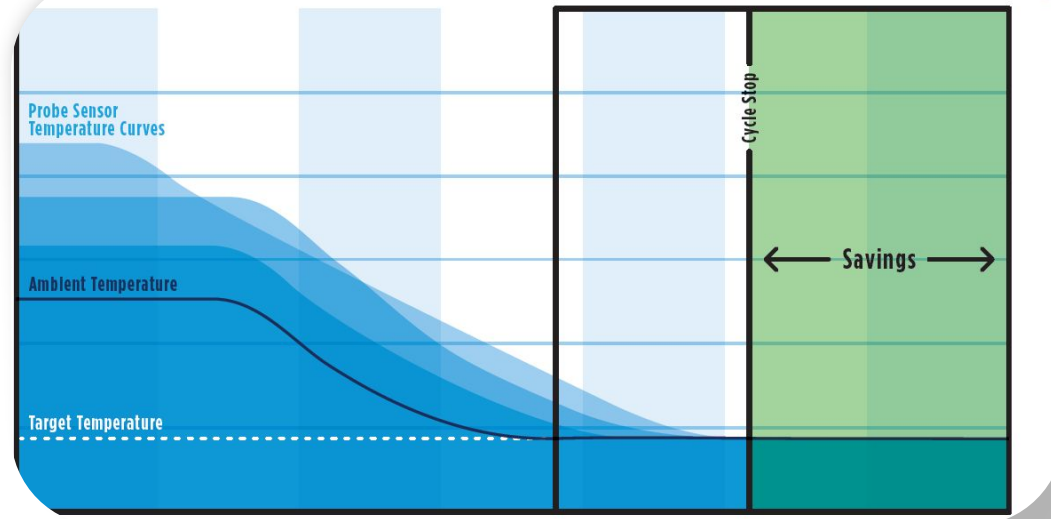
# Supplier End-to-End Product Visibility



# Buyer End-to-End Product Visibility



# InteliCool



## Real Time Monitoring – Vacuum Tube & Forced Air Tunnels

- Ensure Proper Cooling
- Save Cycle Time / Reduce Energy Cost
- Standardize Cooling Operation

The image shows a mobile application interface for cycle monitoring. The top screen, titled "Cycle Status - T59", displays "In-Progress" status, "Run Time: 00hr 06min", and "Bounce Time: -". It shows four temperature points: P1 (48.2), P2 (47.6), P3 (45.5), and P4 (52.5). The bottom screen, titled "Start Cycle - T45", shows a "Load Number" field, a "Commodities Summary" table, and "Temperatures" input fields for Temp1 and Temp2. The "Device Group" is set to Red and Blue, and the "Cooling Type" is set to Wet and Dry. The "Cycle Mode" is set to Cycle Auto Stop, ReCool, Gas, and Chlorine. The interface includes "Clear" and "Submit" buttons.







# IntelIMonitor

## Cold Storage Monitoring

- ❑ Prevent Spoilage
- ❑ Early Detection of Issues
- ❑ Avoid Warm Air Leaks

☰ Cold Storage

Pinned ↓ 32.4 / 53.6 / 84.9 🔍 ☰

Zone	Chamber	Ambient (F)	Humidity (RH %)
📌 Zone-1	Room 1	33.3	84.9
📌 Zone-10	Room 1	32.4	84.4
📌 Zone-2	Room 1	34.7	77.6
📌 Zone-3	Room 1	36.1	71.2
📌 Zone-4	Room 1	32.4	84.4
📌 Zone-5	Room 1	33.3	84.9
📌 Zone-6	Room 1	34.7	77.6
📌 Zone-7	Room 1	36.1	71.2
📌 Zone-8	Room 1	32.4	84.4
📌 Zone-9	Room 1	36.1	71.2

42 TOTAL ZONES

4 BELOW 32°F | 40%Rh

35 NORMAL 32°-39°F | 40.0-100.0%Rh

3 ABOVE 35°F | 100%Rh

0 NOT REPORTING

3 CRITICAL <30° or >40°

24 Items per page

1 - 24 of 42 items

ZONE-1 32° 40%	ZONE-2 34.5° 42%	ZONE-3 38.1° 41.1%	ZONE-4 41° 38%	ZONE-5 34.5° 46%	ZONE-6 36.1° 40%	ZONE-7 29° 44%	ZONE-8 32° 40%
ZONE-9 64° 45%	ZONE-10 34.5° 46%	ZONE-11 39.5° 40%	ZONE-12 29° 44%	ZONE-13 32° 40%	ZONE-14 34.5° 42%	ZONE-15 38.1° 41.1%	ZONE-16 101° 45%
ZONE-17 39.5° 40%	ZONE-18 29° 44%	ZONE-19 32° 40%	ZONE-20 34.5° 42%	ZONE-21 38.1° 41.1%	ZONE-22 36.1° 40%	ZONE-23 29° 44%	ZONE-24 39.5° 40%

24 Items per page

1 - 24 of 42 items



Zone-4 Room 1	📌	Zone-5 Room 1	📌
Ambient (F) 32.4	Humidity (RH %) 84.4	Ambient (F) 33.3	Humidity (RH %) 84.9
Zone-6 Room 1	📌	Zone-7 Room 1	📌
Ambient (F) 34.7	Humidity (RH %) 77.6	Ambient (F) 36.1	Humidity (RH %) 71.2

# Intel Field - Managing Product Quality and Field Assets



**Harvesting**

*Turn ON and Place Sensor on pallet*



**Transport to Cooler**



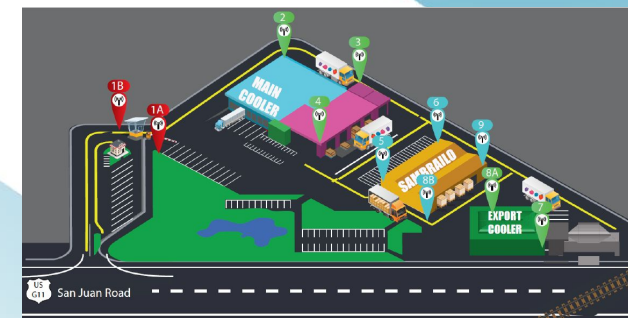
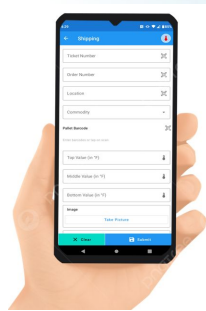
**Cooler Receiving**



**QC Inspection**

- Remove Sensor and Turn Off
- Use app to associate and link QC data

- Field to Cooler receiving metrics
- Time & Temperature metrics at cooler
- Product Quality Inspection metrics
- Track Field Trucks process time metrics
- Reduce bottlenecks & streamline operations
- Tracks asset utilization, inventory and maintenance management



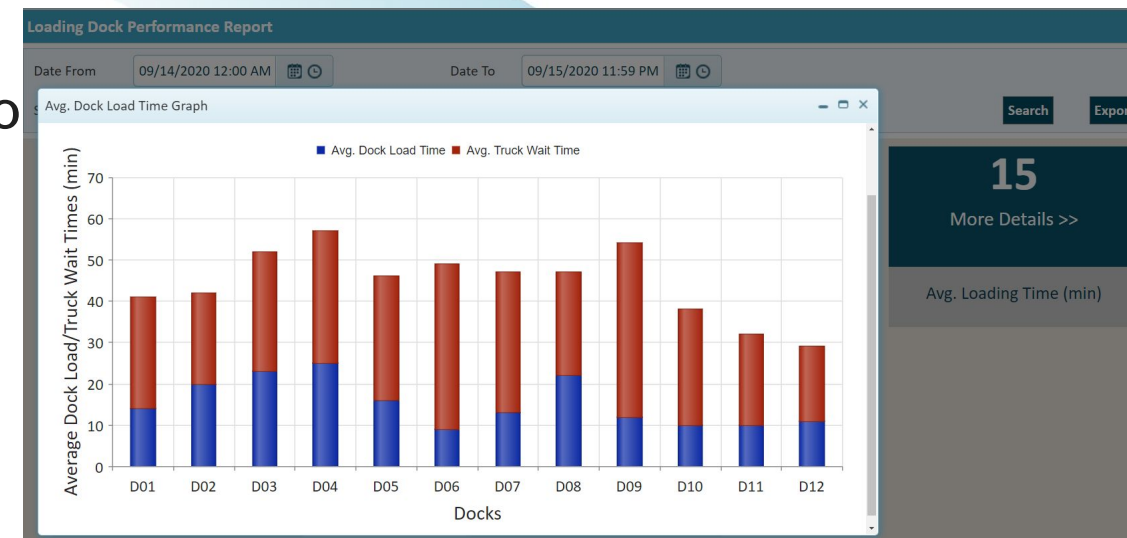
**Field Truck Utilization and Other Assets**



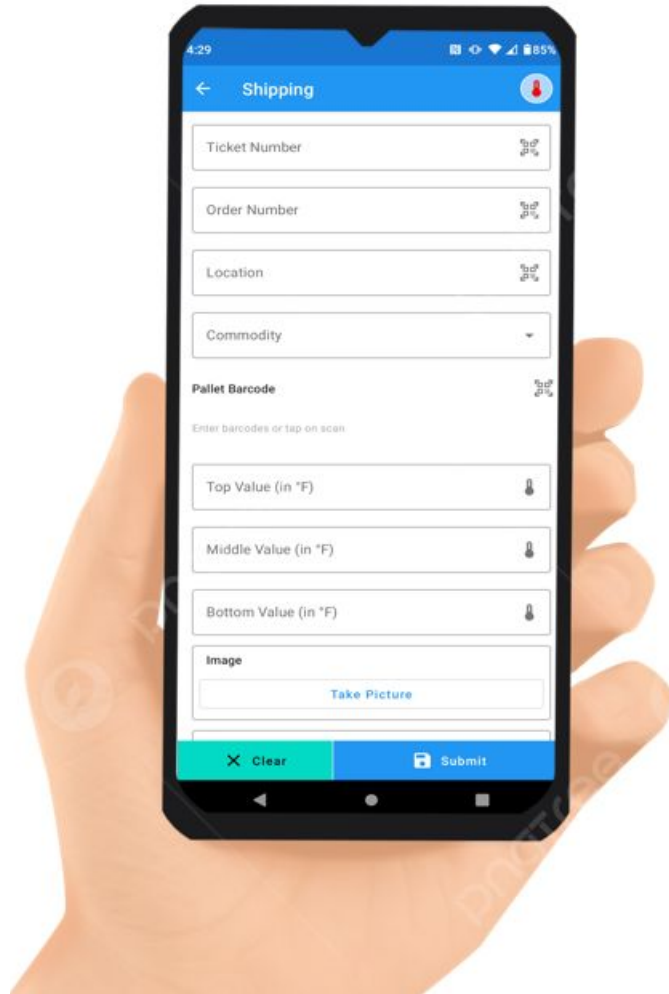
# InteliDock

## Loading Dock Management

- Detect truck arrivals and departures
- Detect loading dock status (open/close)
- Improve dock communication – visual dashboards and timers
- Improve lot traffic management
- Optimize staging, loading and door utilization
- Enable real time scheduling and dispatch functions
- Manage labor during loading and unloading
- Maintain cold storage integrity



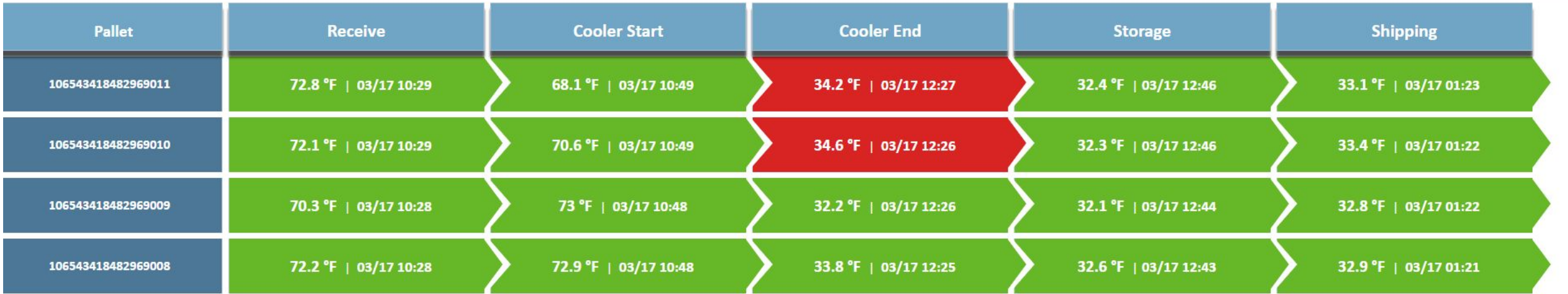
# InteliView Traceability App



- Easily transform paper logs to digital
- Simple and easy to use UI
- User guided steps with data validation
- Online and offline functionality
- Data entry – keyboard, barcode, bluetooth probe
- Use anywhere within your operations
  - ✓ Harvest
  - ✓ Receiving
  - ✓ Pre-Cooling
  - ✓ Storage
  - ✓ Shipping
  - ✓ QA Inspections

# Digital Audit Reports & Dashboards

Legend : ■ Below Threshold ■ Normal Range ■ Above Threshold ■ Not Reporting



Event Date	Site ↑	Order #	Location #	Pallet #	Trailer Temp (°F)	Top (°F)	Middle (°F)	Bottom (°F)	Avg Temp (°F)	Pallet Count	Task	EnteredBy
03/17/2024 01:23 PM	Watsonville	88264690	D01	106543418482969011		33.2	33	33.2	33.1		Shipping	95016
03/17/2024 01:22 PM	Watsonville	88264690	D01	106543418482969010		33.1	34.2	32.8	33.4		Shipping	95016
03/17/2024 01:22 PM	Watsonville	88264690	D01	106543418482969009		32.2	33.5	32.8	32.8		Shipping	95016
03/17/2024 01:21 PM	Watsonville	88264690	D01	106543418482969008		33	32.6	33.2	32.9		Shipping	95016
03/17/2024 01:20 PM	Watsonville	88264690	D01	106543418482969007		32.5	33.2	33.9	33.2		Shipping	95016
03/17/2024 01:19 PM	Watsonville	88264690	D01	106543418482969006		32.3	34.3	32.6	33.1		Shipping	95016
03/17/2024 01:19 PM	Watsonville	88264690	D01	106543418482969005		34.3	32.3	32.6	33		Shipping	95016
03/17/2024 01:18 PM	Watsonville	88264690	D01	106543418482969004		34.4	33.2	33.3	33.6		Shipping	95016

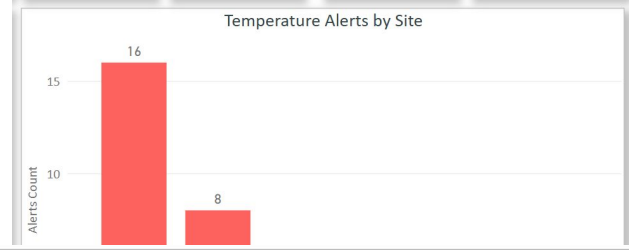
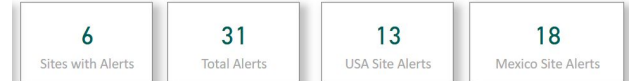


# POWER BI INTEGRATION

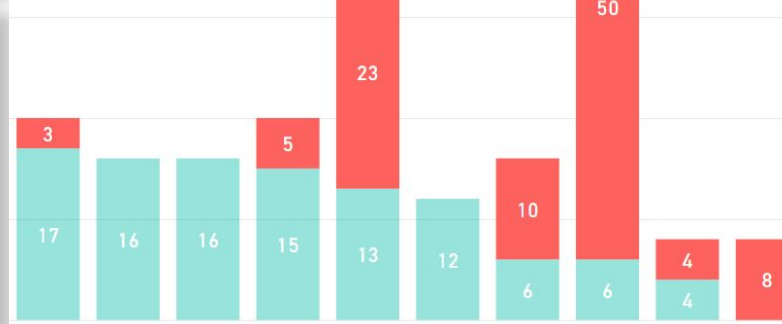
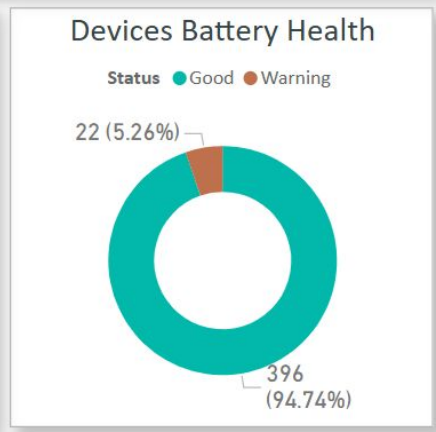
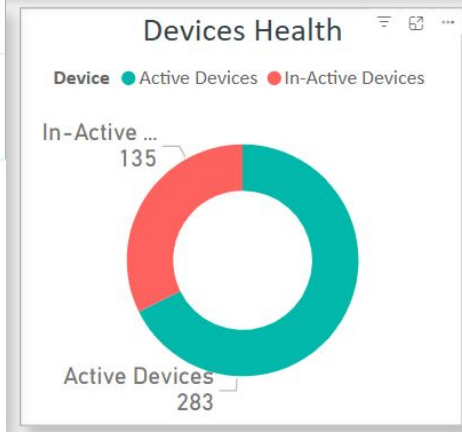
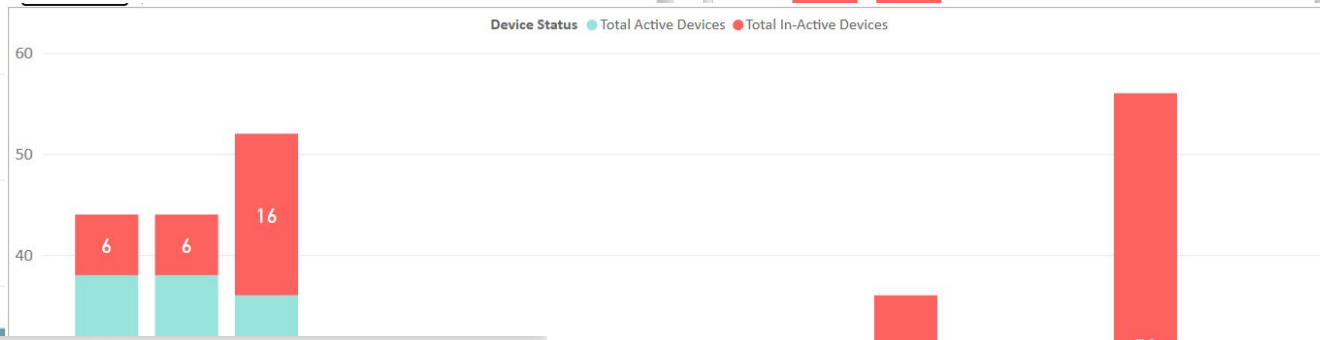
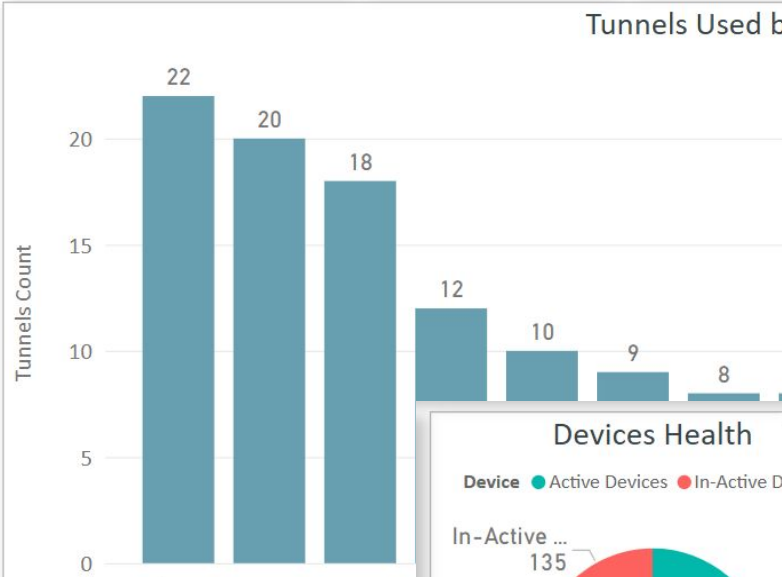
## Better Understand Utilization, Performance & Health of Inteligistics Systems

### Tunnels Utilization Summary

Last Data Update: 33 minutes ago



- Utilization
- Performance
- Health



# FSMA 204 Demo

InteliView™

1-Click FSMA REPORT

Welcome: democuser | Logout

Dashboard Alerts Reports Admin Support Help Desk My Account Home Page

### SUMMARY

Results for 3/16/2025 12:00 AM to 3/18/2025 11:59 PM

#### COLD STORAGE

TOTAL SITES	2
TOTAL ZONES	10
ABOVE	1
NORMAL	4
BELOW	4
NO DATA	1

#### SUPPLIER → DC

PALLETS	0
ABOVE	0
NORMAL	0
BELOW	0
NO DATA	0

#### SUPPLIER → DC

SHIPMENTS	0
ABOVE	0
NORMAL	0
BELOW	0
NO DATA	0

#### DC → STORE

PALLETS	0
ABOVE	0
NORMAL	0
BELOW	0
NO DATA	0

#### DC → STORE

SHIPMENTS	0
ABOVE	0
NORMAL	0
BELOW	0
NO DATA	0

### 1-Click FSMA 204 Report

Instantly respond to FDA recall notices and inquiries.

Enter GTIN #

Enter Lot or Batch #

# FSMA 204 Demo

testinterview.azurewebsites.net/Reports/TraceabilityReports

LinkedIn Google Maps ChatGPT Portuguese Anita DeepL Segurança Social Check Tolls Millennium Computer Repair Verb Conjugations Bordr Guides DevOps Free Photo Stock The Magic Bullet Clockify

InteliView™

1-Click FSMA REPORT

Welcome: democuser | Logout

Dashboard Alerts Reports Admin Support Help Desk My Account Home Page

Traceability Report

Search By   Search Export

Grower	Work Order/Field Ticket #	Lot #	Harvest Date	Commodity	Variety	Cooler Location	Cooling Log #	Cooling Asset #
--------	---------------------------	-------	--------------	-----------	---------	-----------------	---------------	-----------------

Page 0 of 0 10 items per page





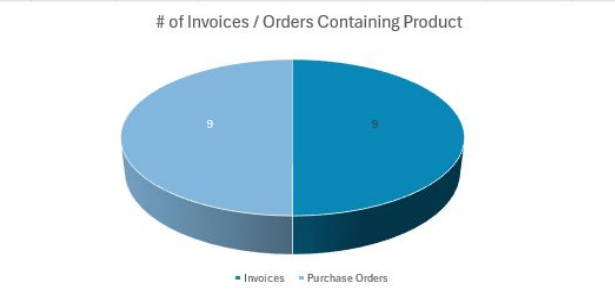
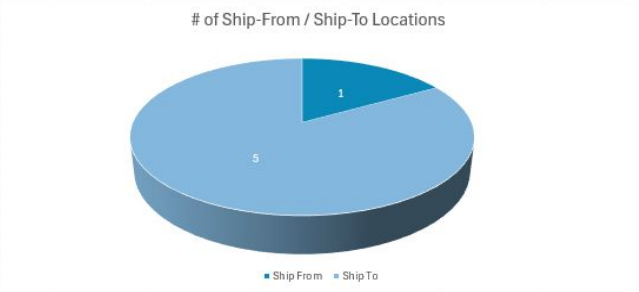
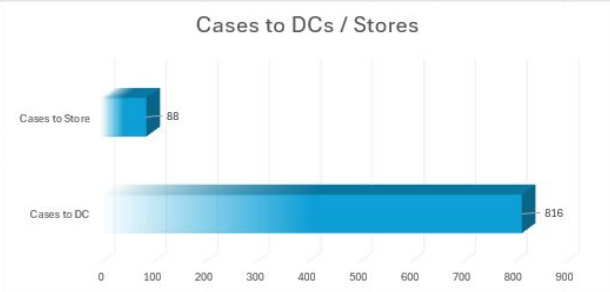
# FSMA 204 Compliant Spreadsheet

- Includes FSMA 204 mandated CTEs (Critical Tracking Events) and KDEs (Key Data Elements) for Harvesting, Cooling, Re-Packaging, Value-Added Processing, Co-Mingling, Packing, Transfers, Shipping, and Receiving.

Report Name: Traceability Report (Full Supply Chain)

Search By:  +

*\*NOTE: Must include both fields*



Company Creating Document: **Jack's Fruits**  
 Contact Name: Jack Johnson  
 Contact Phone Number: 720-555-5555  
 Contact Email Address: [jjohnson@joesproduce.com](mailto:jjohnson@joesproduce.com)  
 Date of Document: 3/1/2024  
 Time of Document: 4:30 P.M. EST

GTIN #:  Lot/ Batch #:   
 GTIN Description: 12-Clam Blueberries A  
 UPC #: 654321032756  
 UPC Description: Blueberry A

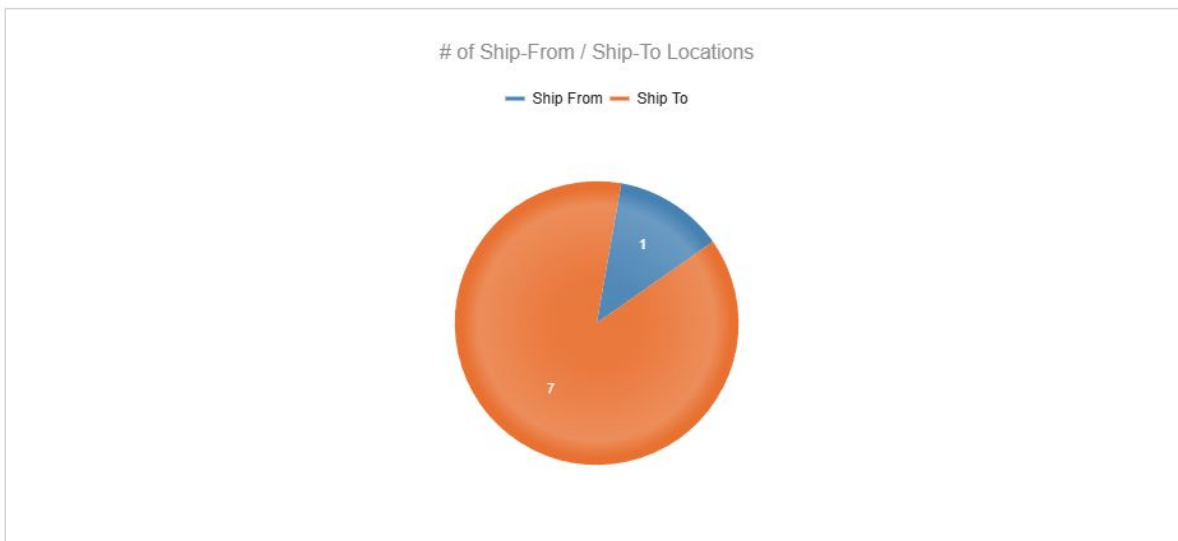
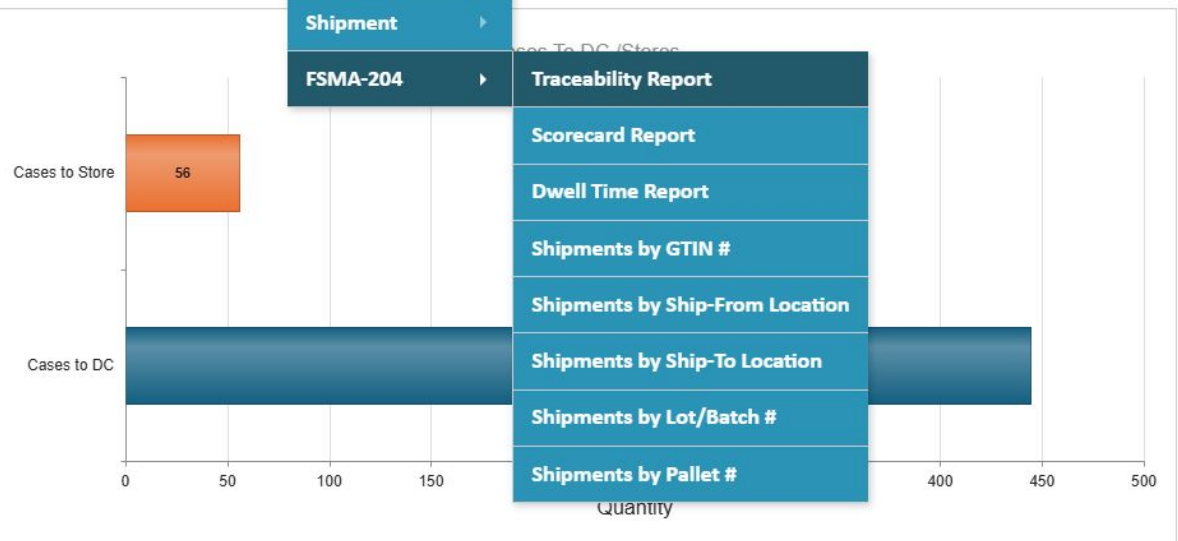
Grower	Address	City	State	Zip	Phone #	Work Order / Field Ticket	Lot #	Harvest Date	Commodity	Variety	Cooler Location	Cooler Address	Cooler City	Cooler State	Cooler Zipcode	Tube # / Chamber #	Date In	Time In	Date Out	Time O
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 21	123 Carson	Salinas	CA	93908	#01	2/12/2024	10:30:00 AM	2/12/2024	11:15:00
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 3	52 Chamber	Santa Cruz	CA	95065	#004	2/12/2024	10:46:00 AM	2/12/2024	11:31:00
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 21	123 Carson	Salinas	CA	93908	#03	2/12/2024	11:10:00 AM	2/12/2024	11:54:00
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 12	388 Terrace	Watsonville	CA	95076	A02	2/12/2024	11:26:00 AM	2/12/2024	12:10:00



# Additional Operational Reports

Search By: 1012345 HM23A089

Search Export



vascrist:void(0):

# FSMA 2024 Operational Reports

Report Name: GTIN (Case Details)

Search By:  +

*\*NOTE: Must include a GTIN and a Ship Date Range*

# of Shipm Report Name: Product by LOT / BATCH

Supplier C

Supplier B

Report Name: SSCC Pallet Details

Supplier A

Report Name: Shipments (By Ship-From Location)

DOWNLOAD SORTABLE

FOR GTIN #:

Invoice #	Pur
1028373	
1028499	
1028626	
1028753	
1028879	
1029006	
1029132	
1029259	
1029385	
1029512	
1029639	
1029765	
1029892	
1030019	
1030145	
1030272	
1030399	

DOWNLOAD SORTABLE

For LOT / BATCH #

GTIN #
10654321002682
10654321009829
10654321000036
10654321009738
10654321001110
10654321006635
10654321003370
10654321001773
10654321008344

For SSCC #:

*Data from ASN	Ship
Purchase Order #	
Invoice #	
BOL #	
Ship Date	
Estimated Arrival Date	
Entity Name	
Address	172Orders that shipped from:
City	
State	
Zipcode	
Phone Number	

DOWNLOAD SORTABLE SPREADSHEET

SSCC #	Invoice #
10654321002463336	1038836
10654321002463336	1038993
10654321002463336	1038970
10654321002463336	1039037
	1039104
	1039171
	1039238
	1039305
	1039372
	1039439
	1039596
	1038769
	1038836
	1038903
	1038970
	1039037
	1039104
	1039171
	1039238
	1039305
	1039372
	1039439
	1039596
	1038769
	1038836
	1038903
	1038970
	1039037
	1039104
	1039171
	1039238
	1039305
	1039372
	1039439
	1039596

DOWNLOAD SORTABLE SPREADSHEET

Ship-From Facility	19228
Ship-To Facility	73728
Ship Date Range	2/1

DOWNLOAD SORTABLE SPREADSHEET

Invoice #	Invo
1038283	2/1
1038635	2/2
1039037	3/1
1039104	3/1
1039171	3/1
1039238	3/1
1039305	3/1
1039372	3/1
1039439	3/1
1039596	3/1
1038769	3/1
1038836	3/1
1038903	3/2
1038970	3/2
1039037	4/1
1039104	4/1
1039171	4/1
1039238	4/2
1039305	4/2

Ship-From Facility

Arrival Date FROM

Arrival Date TO

Ship-To Facility

Buyer DC 132

Monterey

CA

Dwell Time

Report Name: Scorecarding

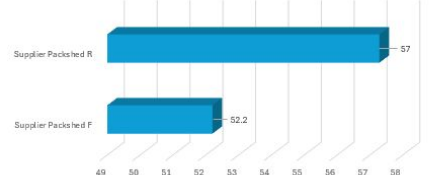
Search By:  +

Optional:

Report Name: Dwell Time

Search By:  +

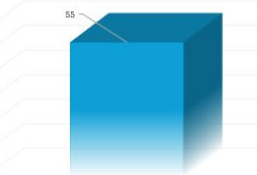
AVERAGE DWELL TIME (MINS) (For Ship From Location)



DOWNLOAD SORTABLE SPREADSHEET

Dwell Time	Arrival Date FROM	Arrival Date TO	Ship-To Facility	Buyer DC 132	Monterey	CA
	2/15/2024	4/28/2024	7372832303882			

AVERAGE DWELL TIME (MINS) (for Buyer DC 132)



# Benchmarking Indices

## Grower Benchmarking Index

Results for 6/1/2024 12:00 AM to 6/3/2024 11:59 PM

Applied Filters:

## Product Benchmarking Index

Results for 6/1/2024 12:00 AM to 6/3/2024 11:59 PM

Search By: Enter GTIN #

## Ship-To Benchmarking Index

Results for 6/1/2024 12:00 AM to 6/3/2024 11:59 PM

Applied Filters:

## Ship-From Benchmarking Index

Results for 6/1/2024 12:00 AM to 6/3/2024 11:59 PM

Applied Filters:

ALL  
Pack Facility #1  
Pack Facility #2

**Performance Score** 90.3%

**Total Shipments** 256

Late Shipments	Late Deliveries	Temperature Excursion	Number of Lanes
32	42	23	25

Ship-From	Shipments	% of Volume	Performance
Facility #6	85	33	95.5
Facility #8	54	23	89.2
Facility #12	45	21	89.2
Facility #13	41	16	84.2

View More

**Shipments to Customers (Top 4)**

CUSTOMER 4	71
CUSTOMER 3	65
CUSTOMER 2	55
CUSTOMER 1	41

View More

**Shipments by Carrier (Top 4)**

CARRIER 4	93.0%
CARRIER 3	91.0%
CARRIER 2	88.0%
CARRIER 1	85.0%

View More

**Performance Score**

90.5%  
90.0%  
89.5%

1-Jun 2-Jun

ZONE 3  
ZONE 2  
ZONE 1

**Comparison**

Your Score  
Industry Average

**Comparison**

Iceberg Lettuce Score  
Commodity Avg Score

**Performance Score**

90.5%  
90.0%  
89.5%

1-Jun 2-Jun 3-Jun

Region 3  
Region 2  
Region 1

**Comparison**

Ship-To Score  
Avg Ship-To Score across all Ship-To's

**Performance Score**

90.5%  
90.0%  
89.5%

1-Jun 2-Jun 3-Jun


Avg Dwell Time  
Order Discrepancies

**Comparison**

Your Score 90.3%  
Industry Average 86.0%

**Inteligistics**

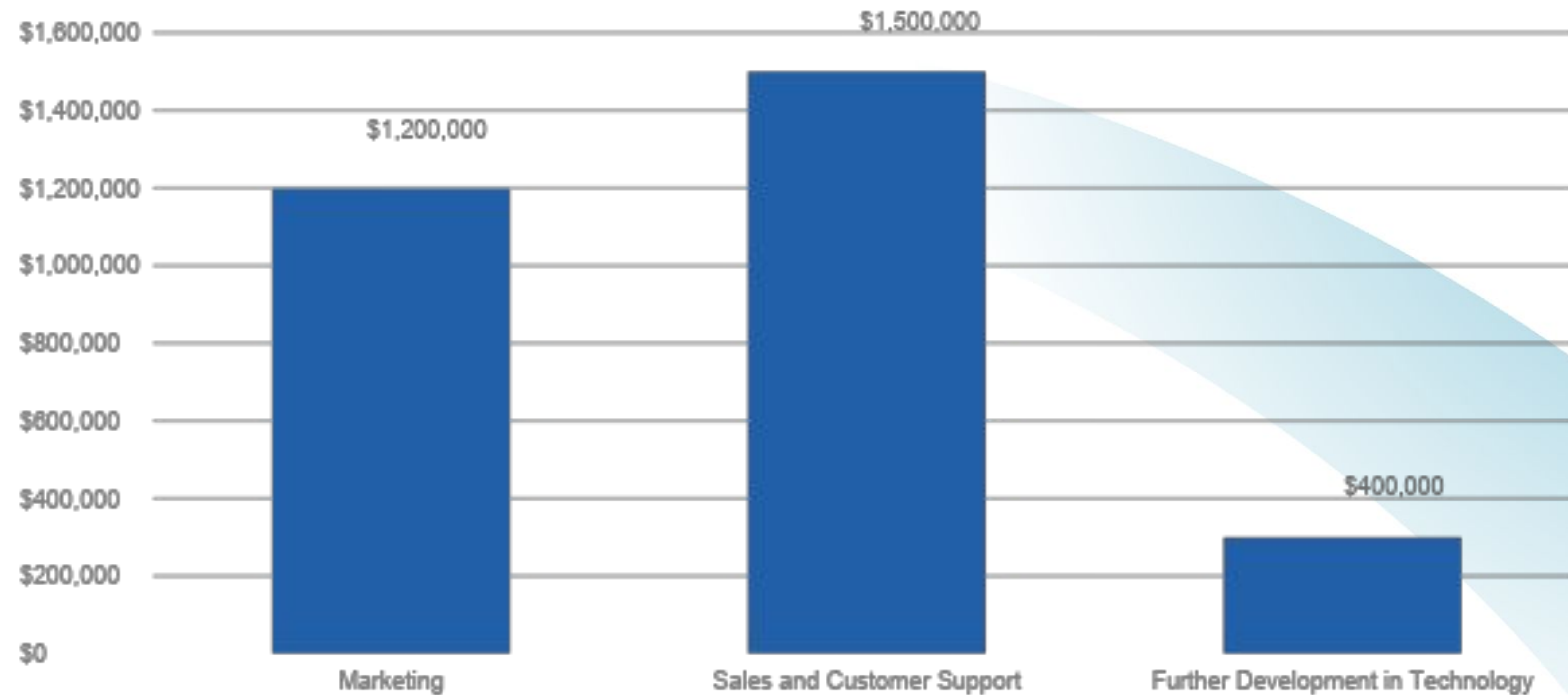
# Competitor Analysis Table

COMPANY	ONE CLICK FSMA 204	FARM TO STORE VISIBILITY	CASE LEVEL VISIBILITY	INTEGRATED PLATFORM	SHELF-LIFE ANALYTICS	AI ENABLED	VOICE PICK	COLD CHAIN MONITORING	UNBUNDLED PRICING & FEATURES
 Inteligistics	✓	✓	✓	✓	✓	✓	✓	✓	✓
ITRADE		✓	✓	✓					
IFOODDS		✓	✓	✓					
REPOSITRAK			✓	✓					
PROCURANT			✓	✓				✓	
DELTATRAK				✓	✓			✓	
TRACEGAINS				✓				✓	



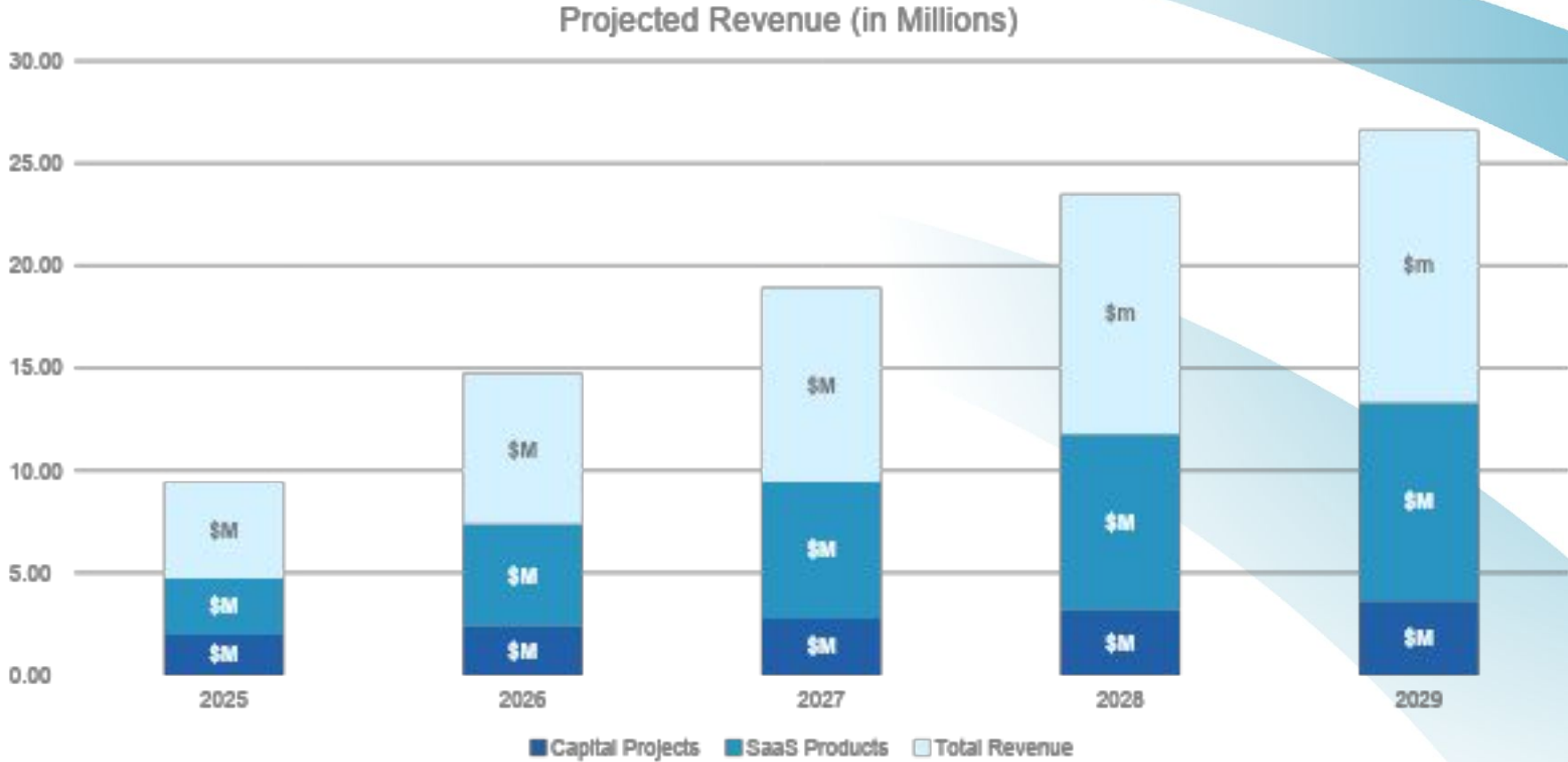
# Seeking \$3M Expansion Funds

Investor funds will be used predominantly to get our products to market with additional sales and marketing, customer support, exhibition events at various trade shows, and additional software development for customer customization and digitization.

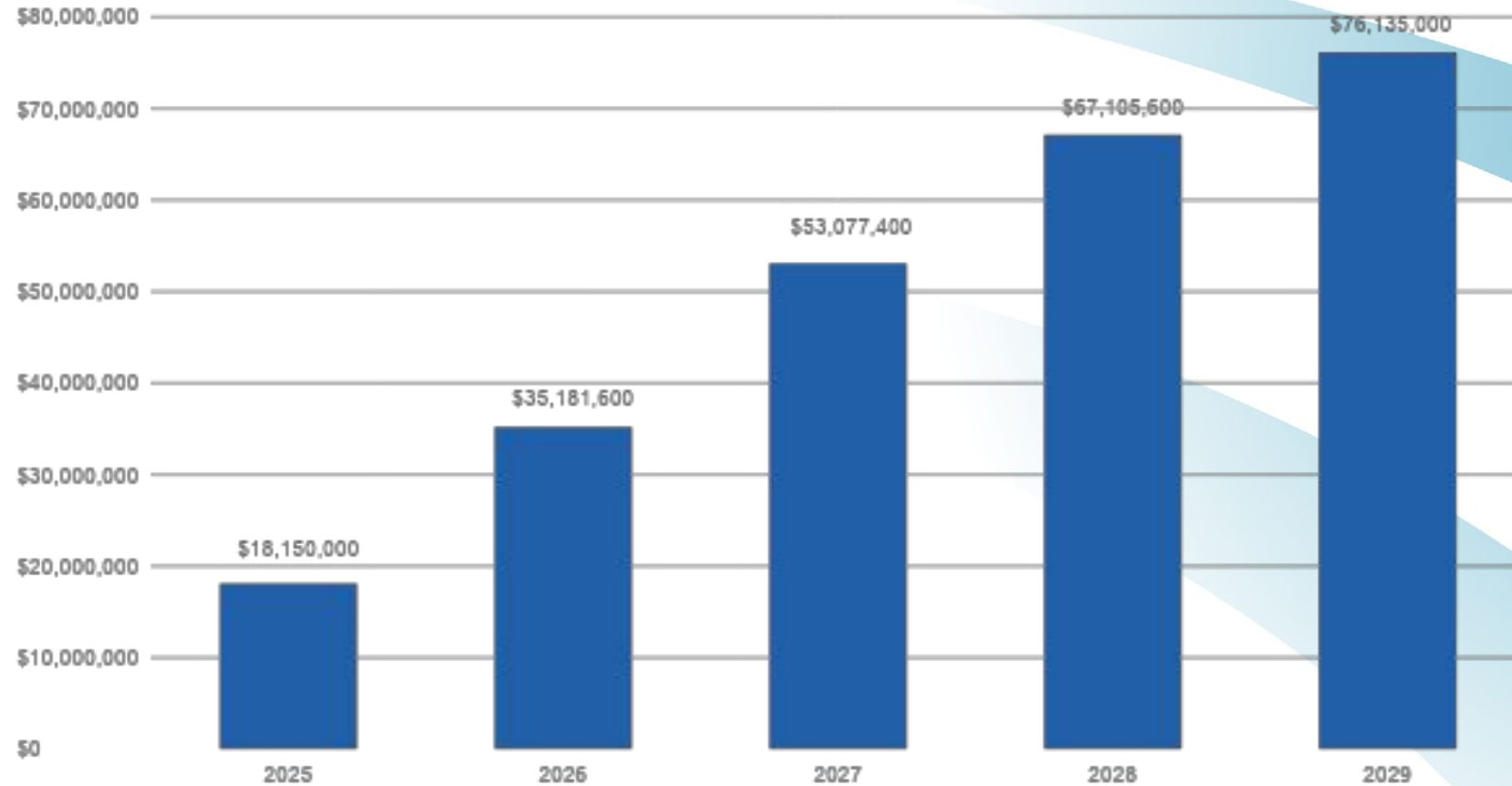


# Inteligistics: 5-year Revenue Projections

## Total Projected Revenue over 5-Years - \$46.6M

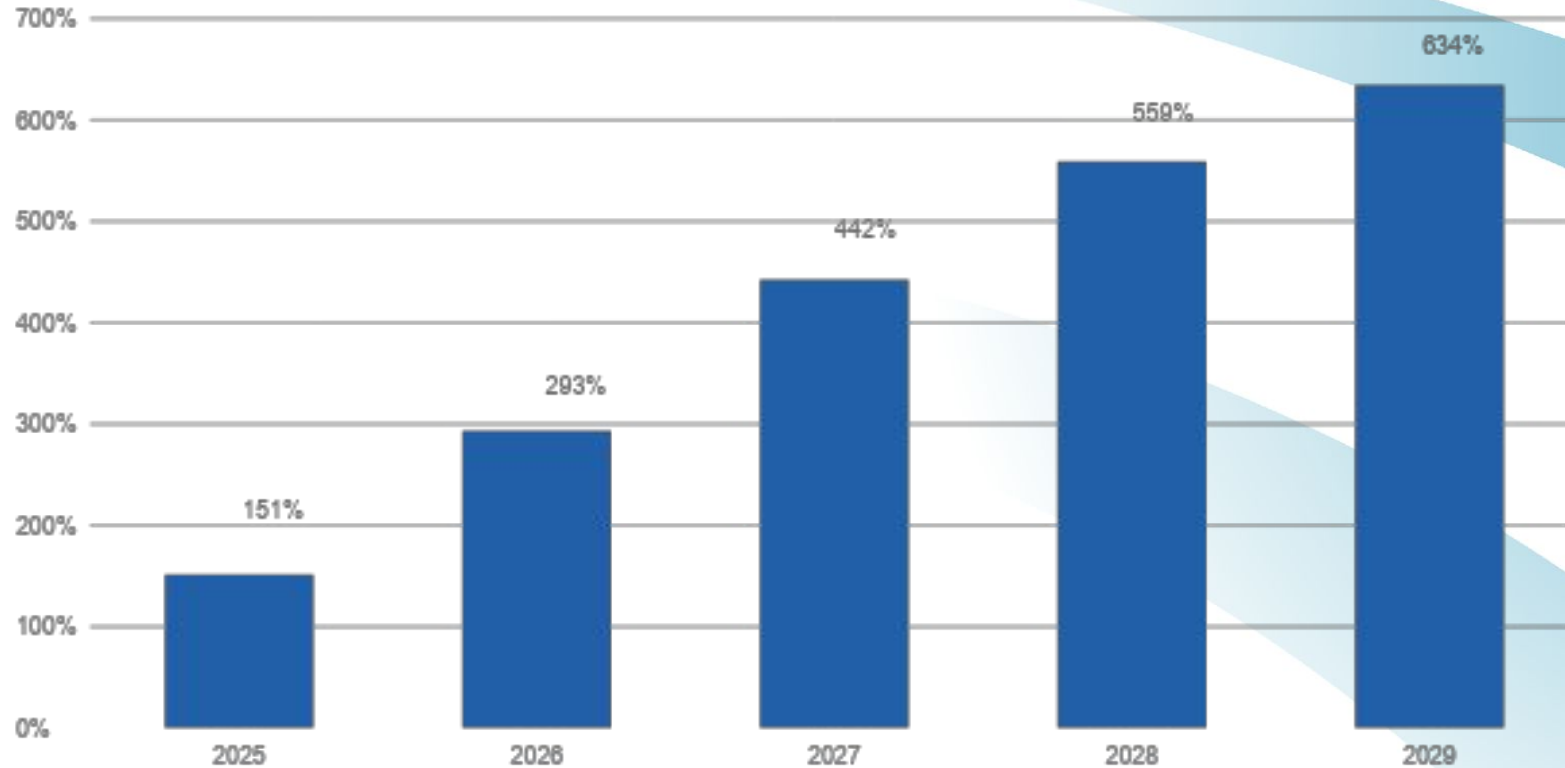


# Valuation of Inteligistics





# ROI for \$3M Investment and 25% Equity



*\* 6.3x ROI in 5 years based on Total Valuation*



# Thank you!



**Gary Fleming**

CEO

[gfleming@inteligistics.com](mailto:gfleming@inteligistics.com)

412.826.0379

**Offices in:**  
**United States - Pittsburgh PA,**  
**Salinas CA**

**Europe – Portugal**

[info@inteligistics.com](mailto:info@inteligistics.com)  
412.826.0379