



# 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 efficiencies
- 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)

- Cutting-edge solutions that unlock and capture previously inaccessible critical data, driving smarter decisions and competitive advantage.
- IntelliView Digital Platform provides one centralized location to monitor/analyze 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.
- 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.
- Eliminate bottlenecks and maximize efficiency with actionable insights and added visibility.
- Provide real-time alerts, notifications, and dashboards to enable faster and more data-driven decisions.
- Utilize third-party solution providers to further transform 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.*



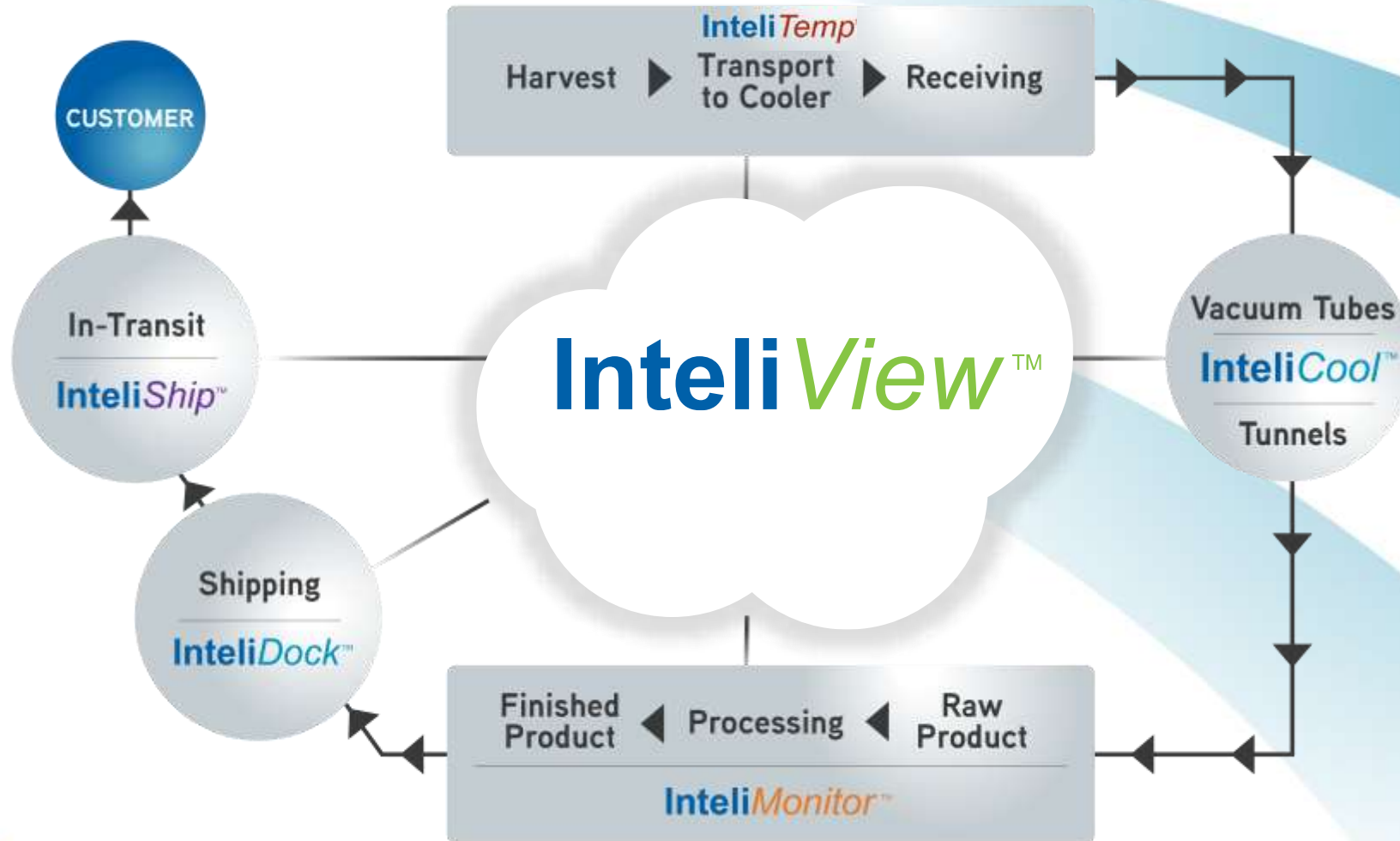
# Proven Experience

- 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

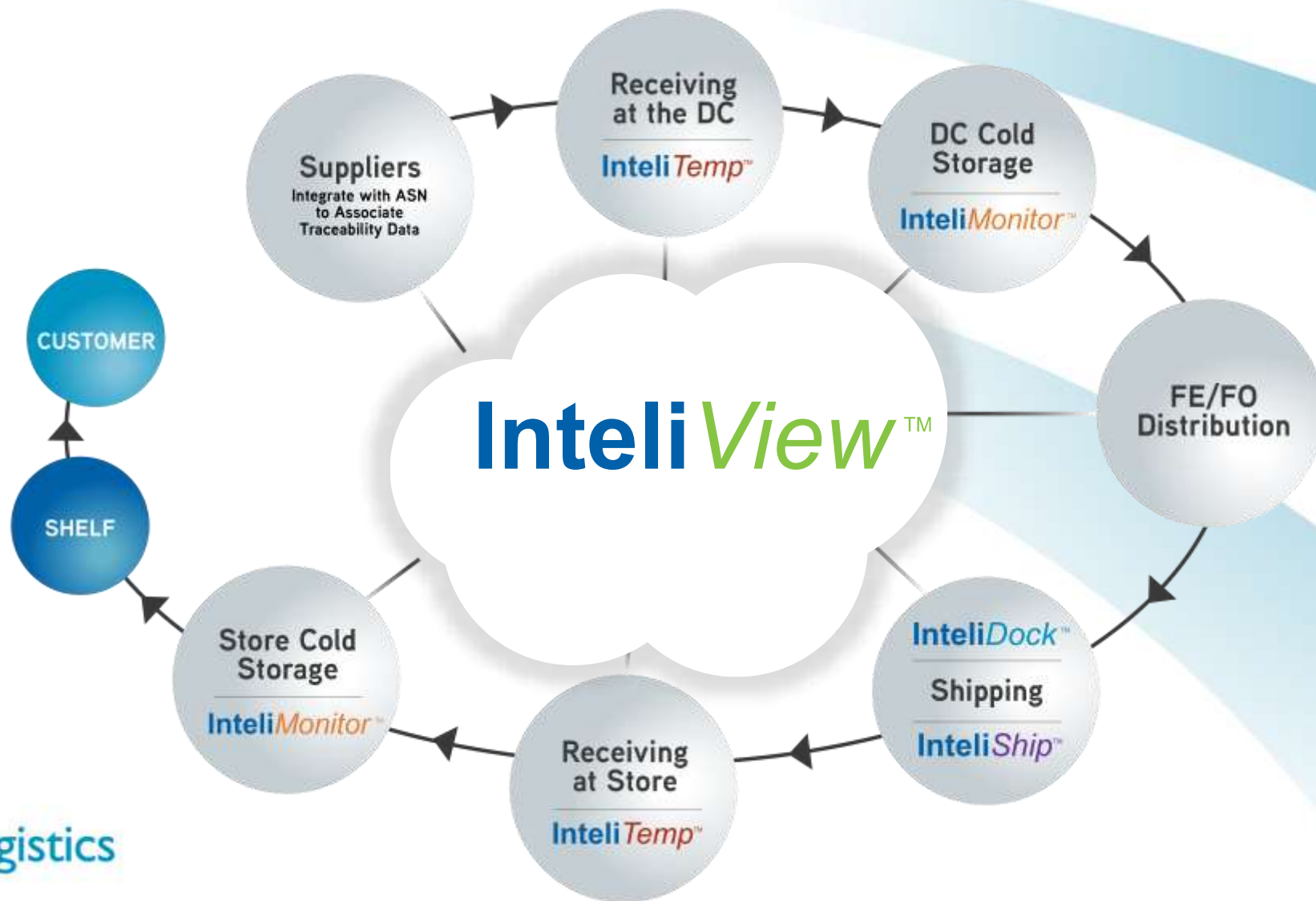




# Supplier End-to-End Product Visibility



# Buyer End-to-End Product Visibility



# InteliCool

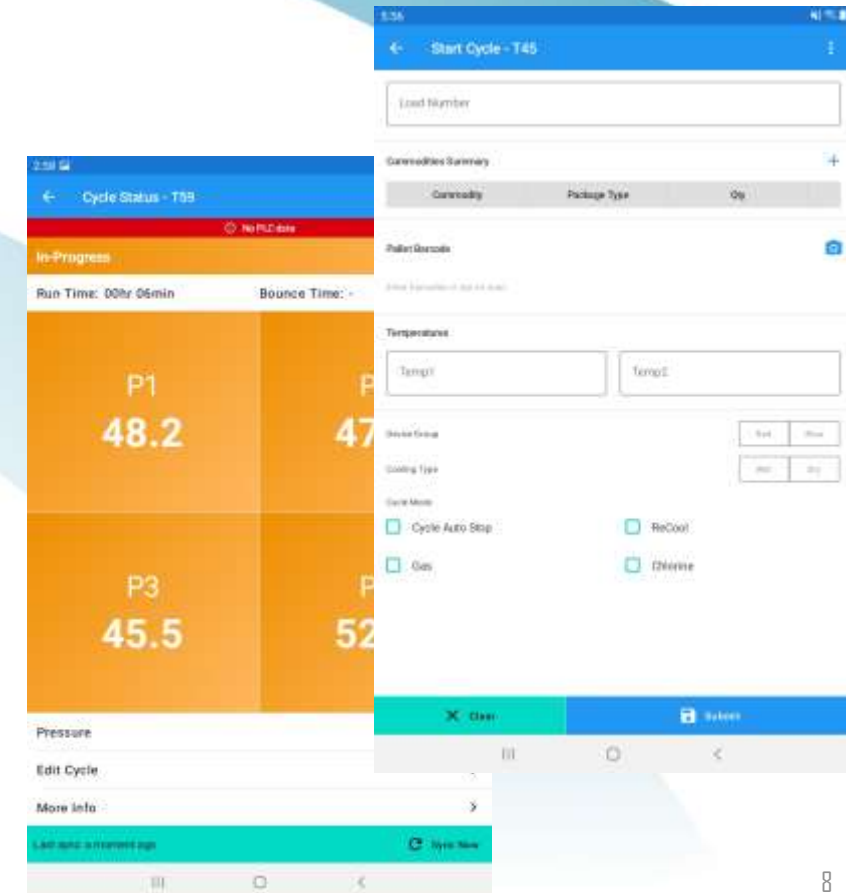
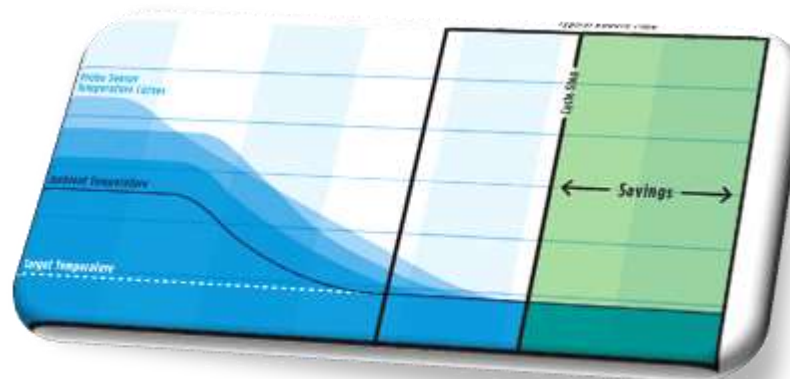


## Real Time Monitoring – Vacuum Tube & Forced Air Tunnel Pre-Cooling

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



**Inteligistics**







# 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° / 40%

35 NORMAL 32°-37° / 45% - 80%

3 ABOVE 37° / 80%

0 NOT REPORTING

3 CRITICAL >37° or <40%

24 Items per page

1 - 24 of 42 Items

ZONE-1	ZONE-2	ZONE-3	ZONE-4	ZONE-5	ZONE-6	ZONE-7	ZONE-8
32° 40%	34.5° 42%	38.1° 41.1%	41° 38%	34.5° 48%	38.1° 40%	29° 44%	32° 40%
ZONE-9	ZONE-10	ZONE-11	ZONE-12	ZONE-13	ZONE-14	ZONE-15	ZONE-16
64° 45%	34.5° 48%	39.5° 40%	29° 44%	32° 40%	34.5° 42%	38.1° 41.1%	101° 45%
ZONE-17	ZONE-18	ZONE-19	ZONE-20	ZONE-21	ZONE-22	ZONE-23	ZONE-24
39.5° 40%	29° 44%	32° 40%	34.5° 42%	38.1° 41.1%	38.1° 40%	29° 44%	39.5° 40%

24 Items per page

1 - 24 of 42 Items



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

# IntelField – Managing Product Quality and Field Assets



## Harvesting

*Turn ON and Place Sensor on pallet*



## Transport to Cooler



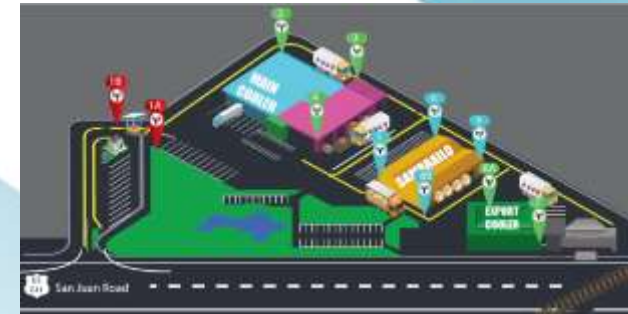
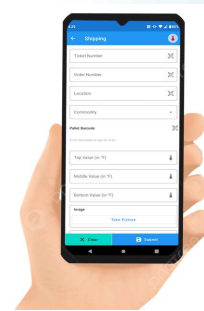
## Cooler Receiving



## 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



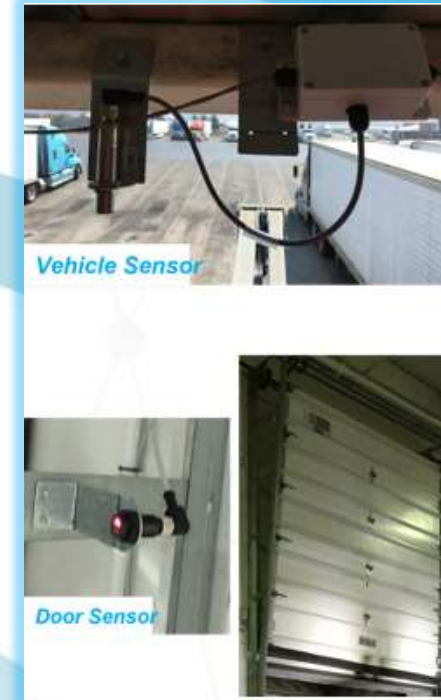
## Field Truck Utilization and Other Assets



# InteliDock

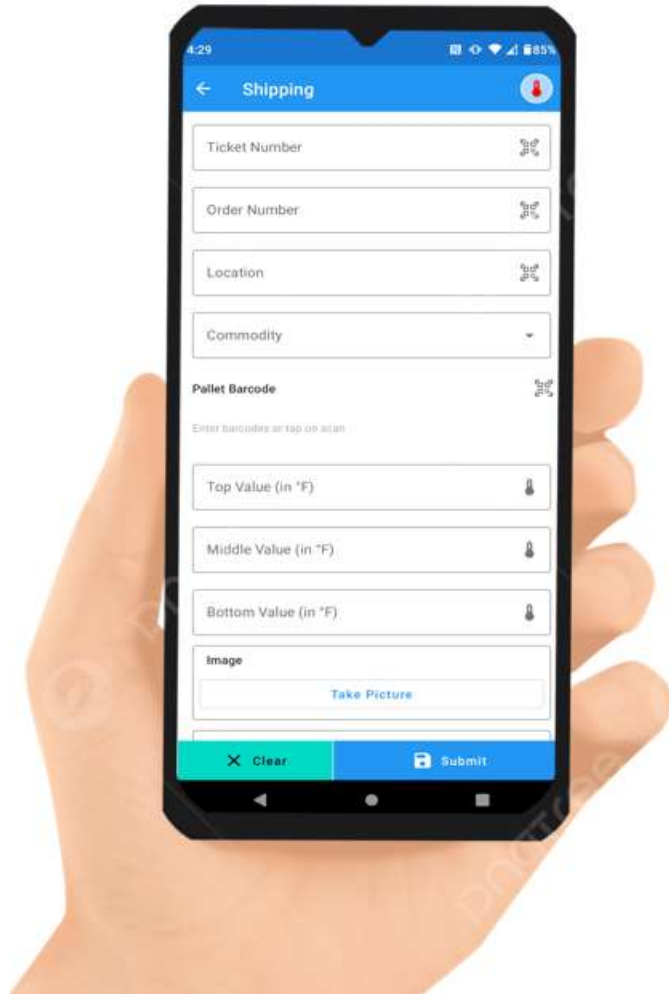
## Loading Dock Management

- 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





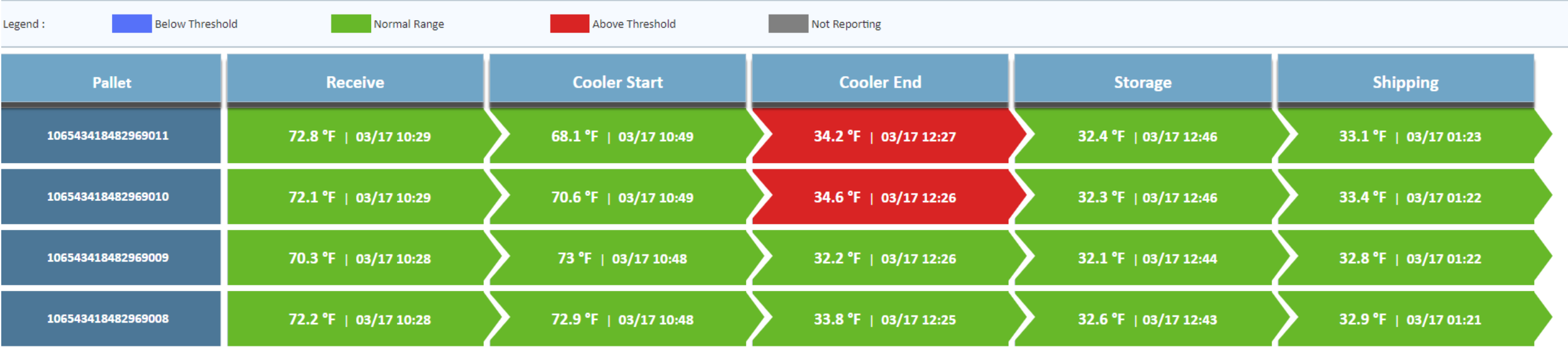
# InteliView Traceability App



- 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



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

Date Range

Last 1 Weeks

2/28/2025 - 3/6/2025

14

Total Sites

4

USA Sites

10

Mexico Sites

127

Total Tunnels Used

6

Sites with Alerts

31

Total Alerts

13

USA Site Alerts

18

Mexico Site Alerts

Temperature Alerts by Site

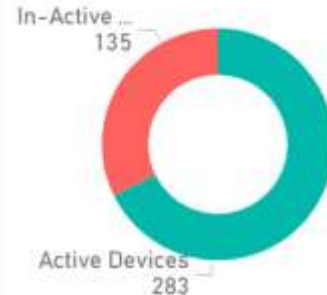


### Tunnels Used by Site



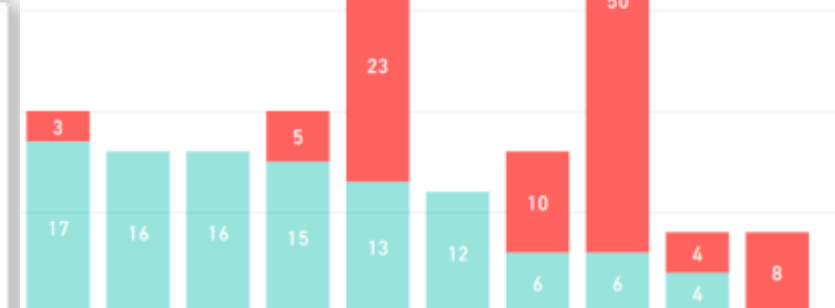
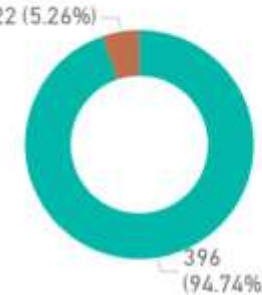
### Devices Health

Device Active Devices In-Active Devices



### Devices Battery Health

Status Good Warning



# 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

Site

Room

SUPPLIER → DC

PALLETS

0

ABOVE

0

NORMAL

0

BELOW

0

NO DATA

0

Site

Order #

SUPPLIER → DC

SHIPMENTS

0

ABOVE

0

NORMAL

0

BELOW

0

NO DATA

0

Shipments

Order #

DC → STORE

PALLETS

0

ABOVE

0

NORMAL

0

BELOW

0

NO DATA

0

Site

Order #

DC → STORE

SHIPMENTS

0

ABOVE

0

NORMAL

0

BELOW

0

NO DATA

0

Shipments

Order #

1-Click FSMA 204 Report

Instantly respond to FDA recall notices and inquiries.

Enter GTIN #

Enter Lot or Batch #

Search

# FSMA 204 Demo

testinterview.azurewebsites.net/Reports/TraceabilityReports

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LinkedIn Google Maps ChatGPT Portuguese Anita DeepL Segurança Social ctt 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

Enter GTIN #

Enter Lot or Batch #

Search

Export

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

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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:

10654321002682

+

DY1430452178357

SEARCH

\*NOTE: Must include both fields

Cases to DCs / Stores

Cases to Store

68

Cases to DC

418

# of Ship-From / Ship-To Locations

Ship-From

4

Ship-To

1

# of Invoices / Orders Containing Product

Invoices

1

Purchase Orders

1

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 #

10654321002682

Lot/Batch #

DY1430452178357

GTIN Description

12- Clam Blueberries A

UPC #

654321032756

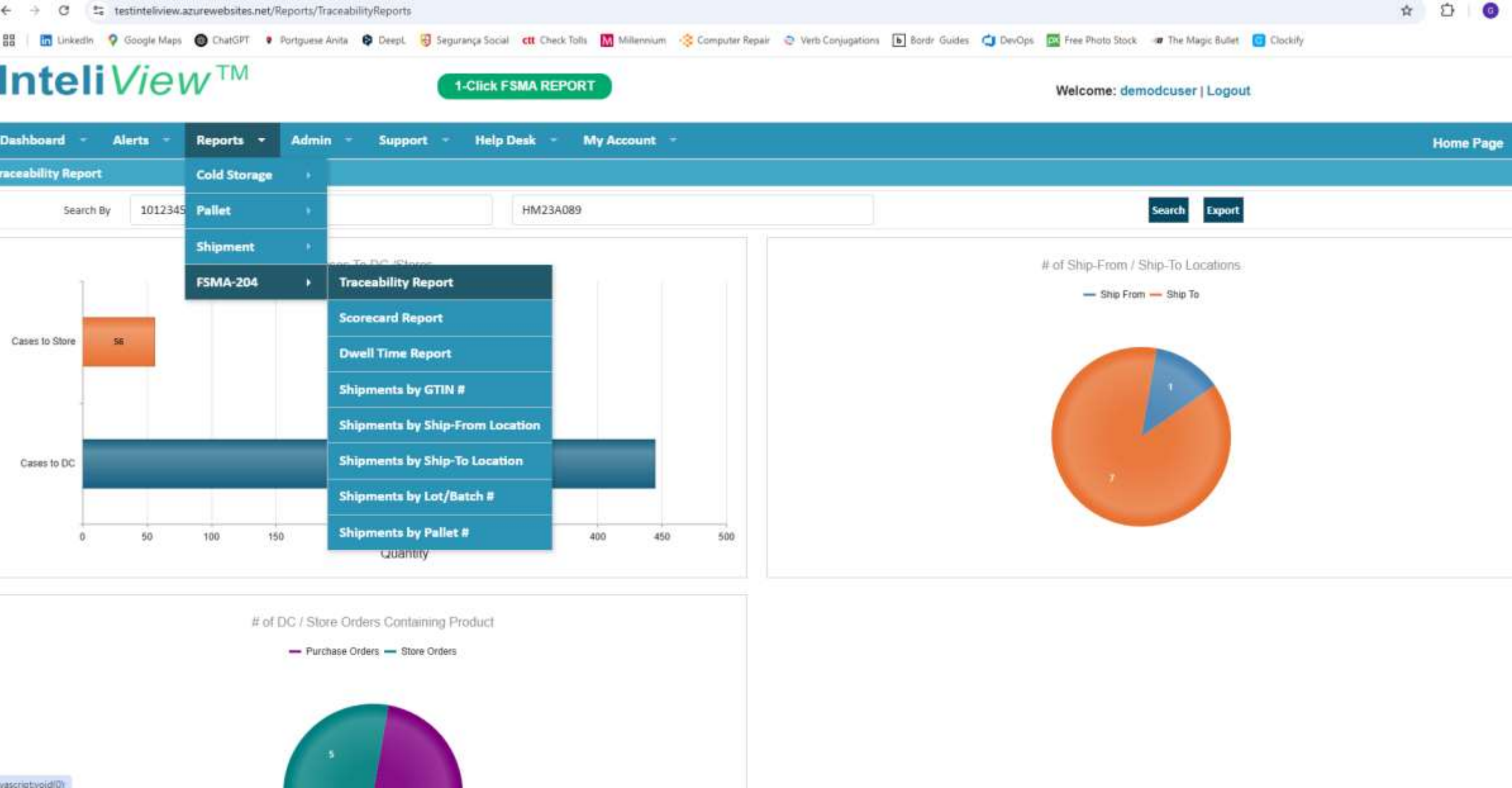
UPC Description

Blueberry A

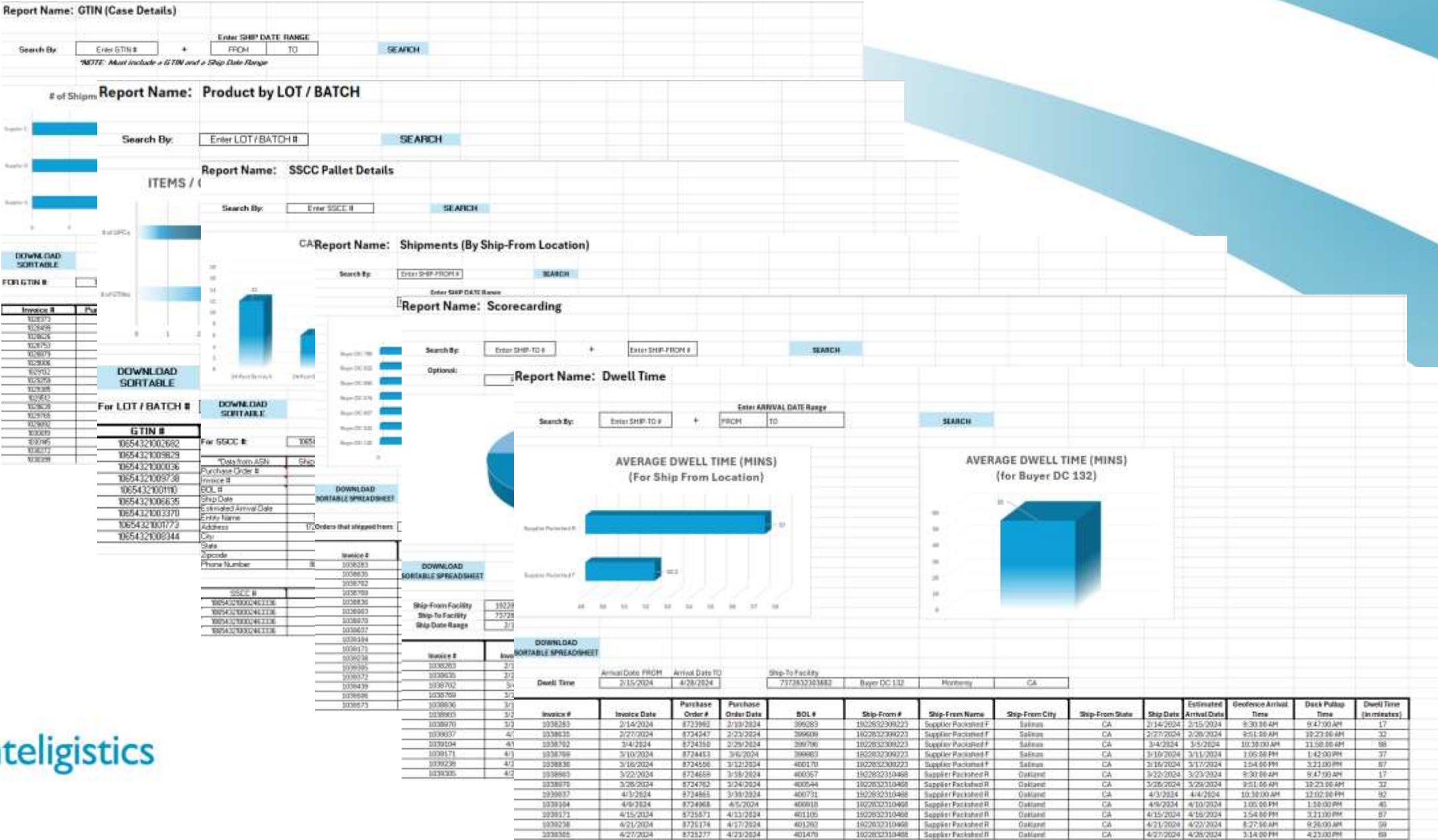
Grower	Address	City	State	Zip	Phone #	Work Order / Field Ticket	Lot #	Harvest Date	Commodity	Variety	Cooler Location	Cooler Address	Cooler City	Cooler State	Cooler Zipcode	Tube # /Chamber#	Date In	Time In	Date Out	Time O
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	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	10:40:00 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	95078	A02	2/12/2024	11:26:00 AM	2/12/2024	12:10:00



# Additional Operational Reports

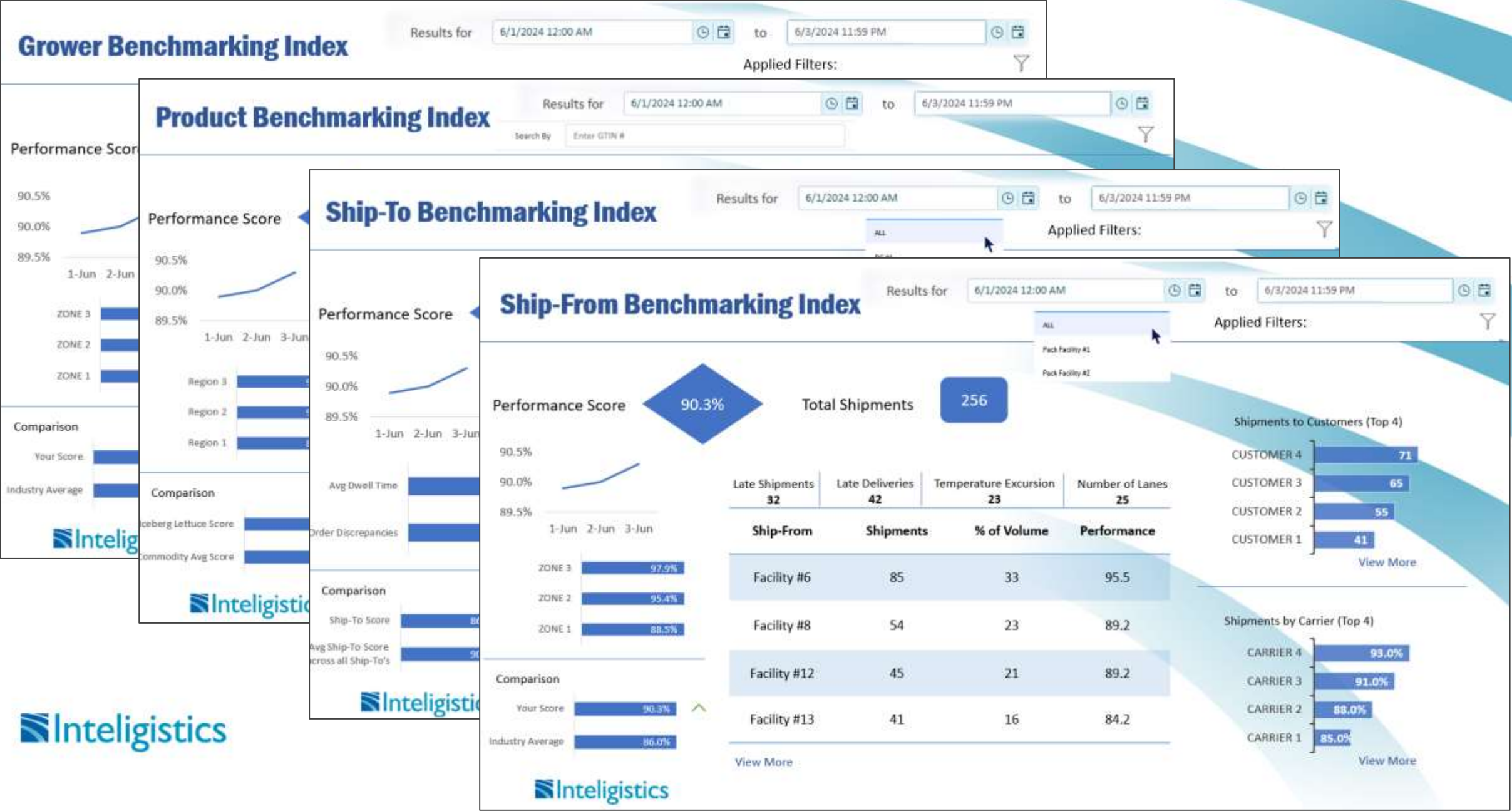


# FSMA 204 Operational Reports






# Benchmarking Indices





# 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				✓				✓	

# Pricing Narrative on Buyers

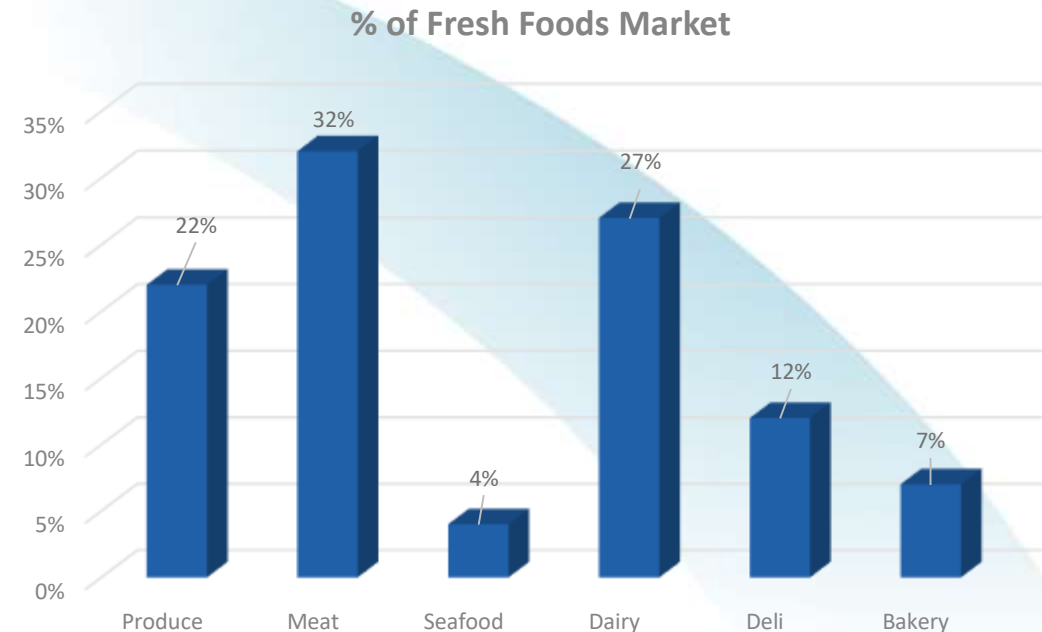
				ONE BUYER	ONE BUYER	
				Monthly	Yearly	
BUYERS	# of Stores	Avg # of Stores	Fee/Store	Avg Revenue	Avg Revenue	# of Buyers in N. America
Large National Chains	1000 - 4600	1400	\$50	\$70,000	\$840,000	10+ Large National Chains in N. America
Mid-Size Regional Chains	100 - 999	300	\$50	\$15,000	\$180,000	30+ Mid-Size Regional Chains in N. America
Independents/Small Chains	1 - 99	20	\$50	\$1,000	\$12,000	28,000 + Independents/Small Chains in N. America

- Table above is only for Inteligistics FSMA feature (does not include Cap projects)
- Monthly/Yearly revenue based on only 1 customer in each segment
- Only includes Grocery Retail, and not Foodservice Distributors or Operators (e.g. restaurants, hotels, schools, convenience stores, etc.)
- FSMA is applicable to all food entities (Grocery Retail and Foodservice)
- Foodservice has a significantly higher # of stores (operators) than does Grocery Retail

# Pricing Narrative on Industry Segments

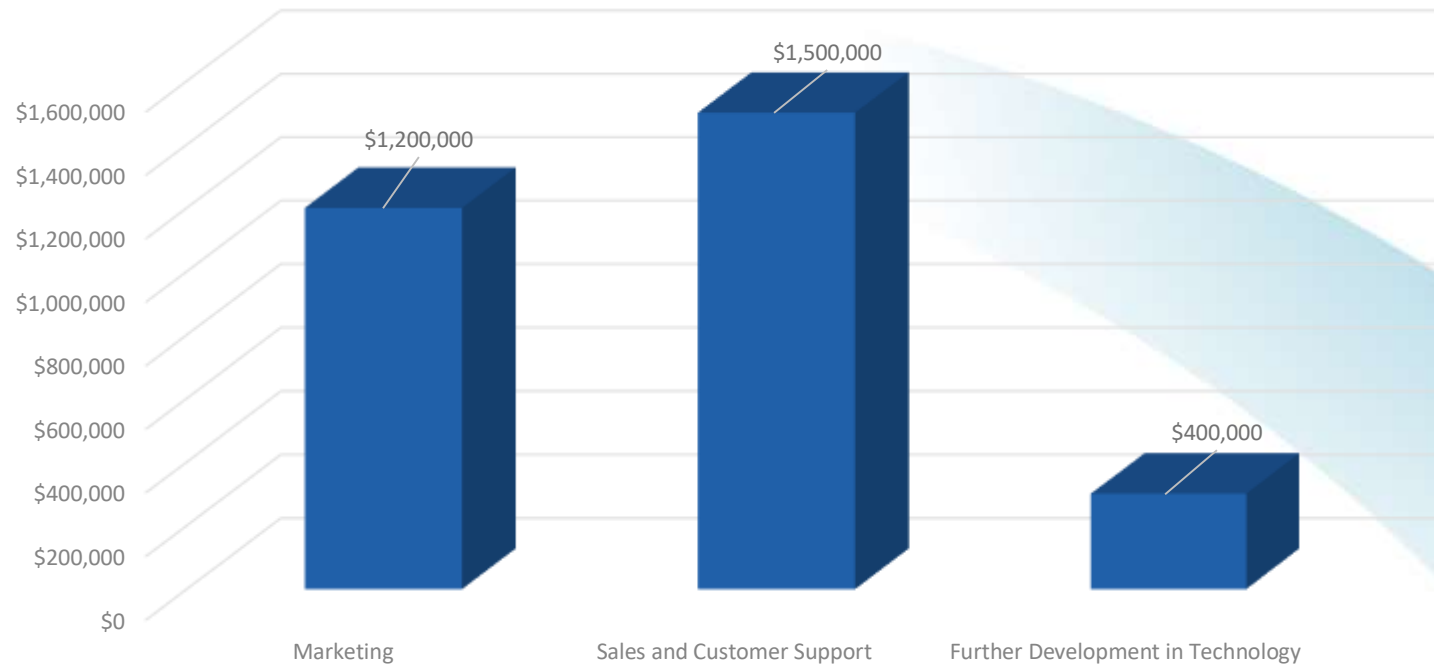
				ONE SUPPLIER	ONE SUPPLIER	
				Monthly	Yearly	
SUPPLIERS	# of Facilities		Fee/Facility	Avg Revenue	Avg Revenue	# of Suppliers in N. America
Large Supplier	5 - 20		\$250	\$3,000	\$36,000	20+ Large Suppliers in N. America
Mid-Size Supplier	1 - 5		\$250	\$1,250	\$15,000	200+ Mid-Size Suppliers in N. America
Small Supplier	1		\$250	\$250	\$3,000	1000+ Small Suppliers in N. America

- Table above is only for Inteligistics FSMA feature (does not include Cap projects)
- Table above includes Produce sector only
- Monthly/Yearly revenue based on only 1 customer in each segment
- FSMA is applicable to all fresh food sectors
- Cold-chain solutions applicable to all fresh food sectors as well



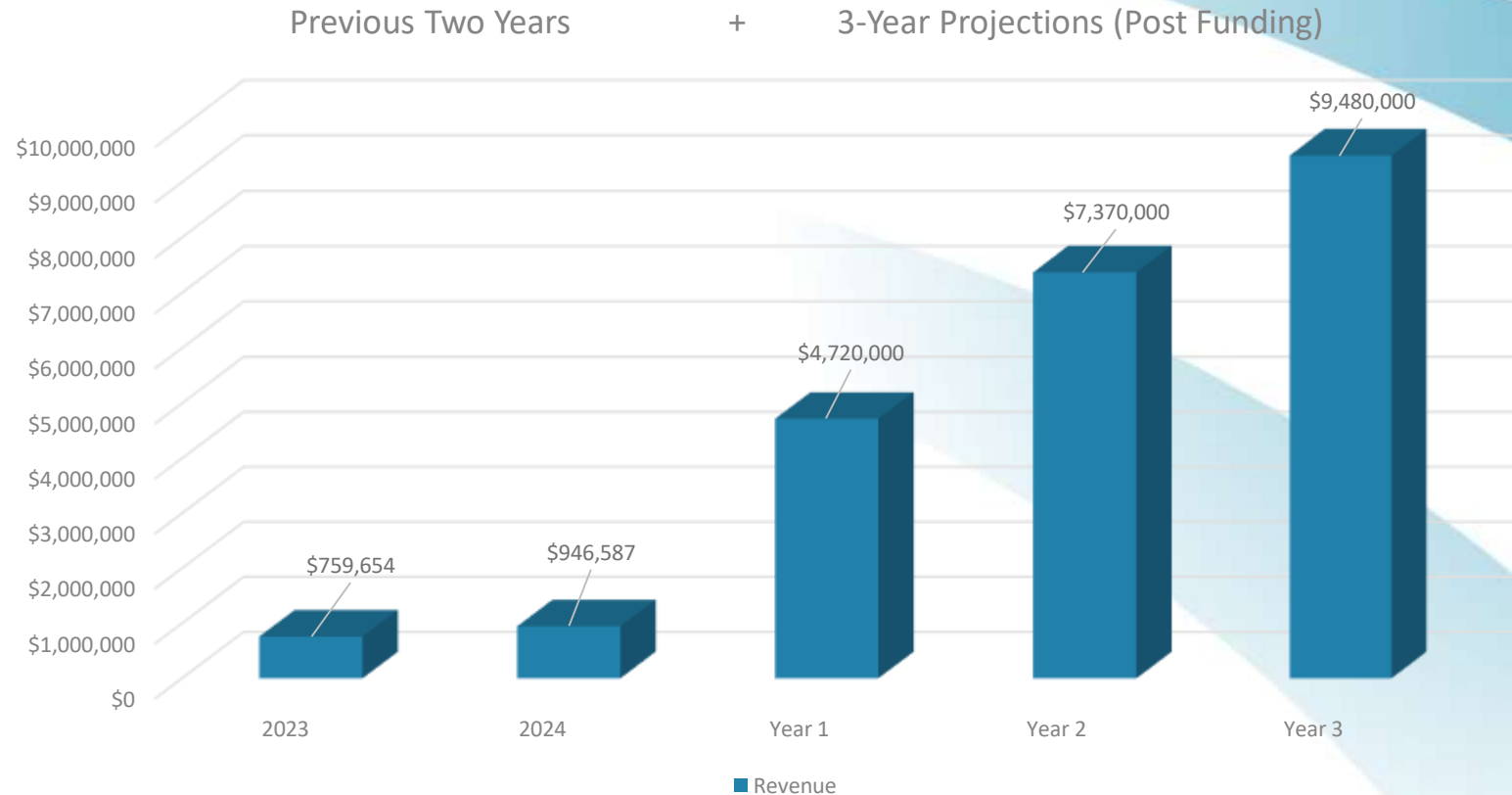
# Seeking \$3M Expansion Funds

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.



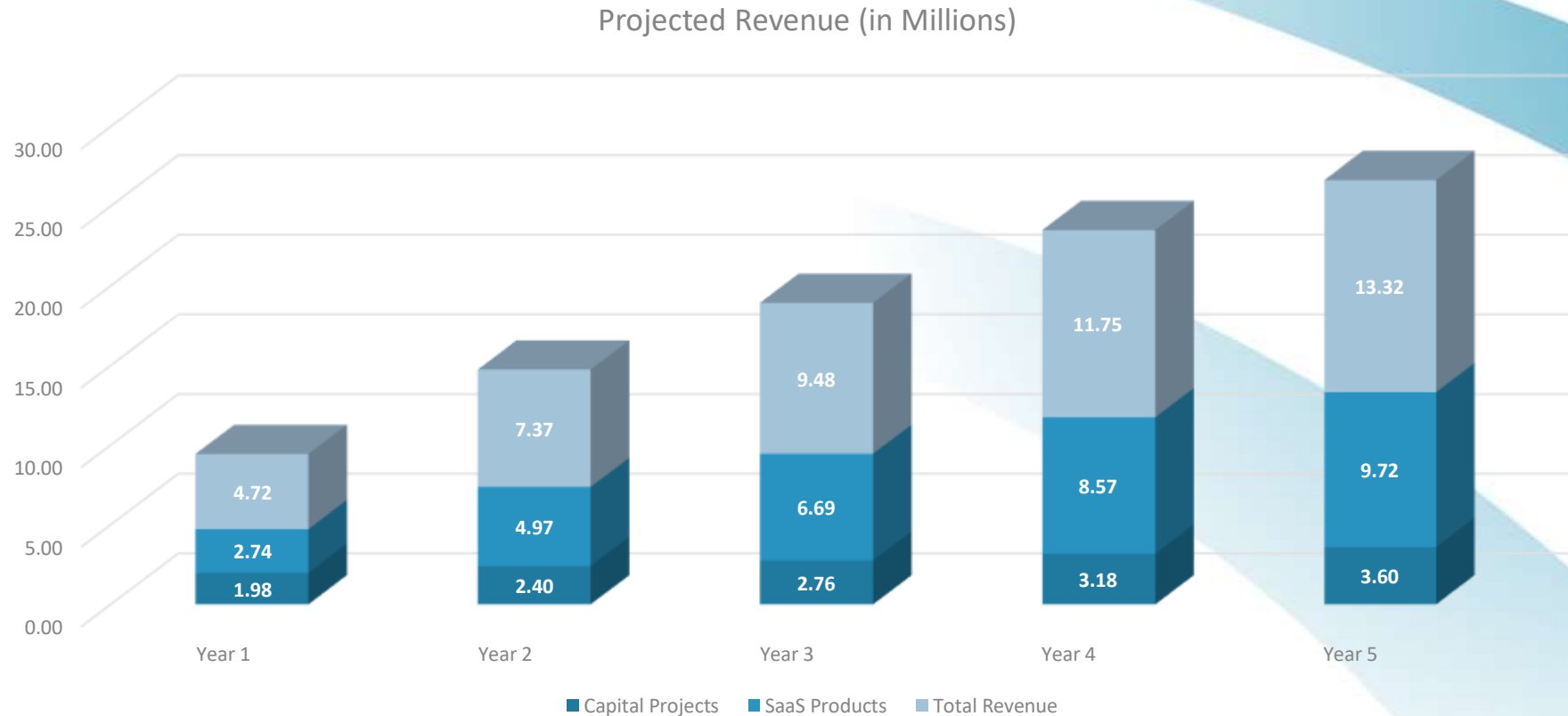


# Inteligistics: Previous two years + 3-year Projection (Post Funding)

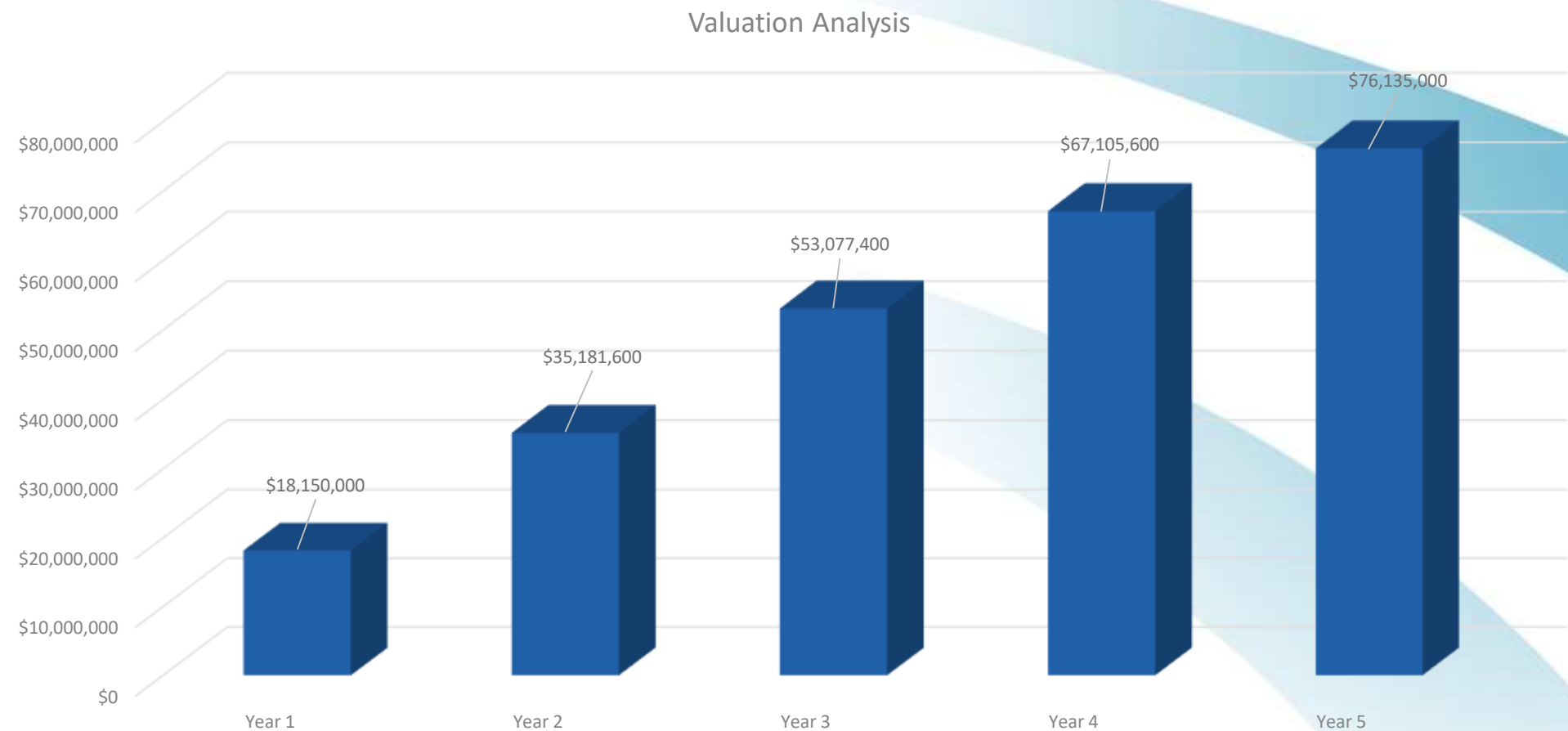


# Inteligistics: 5-year Revenue Projections (Post Funding)

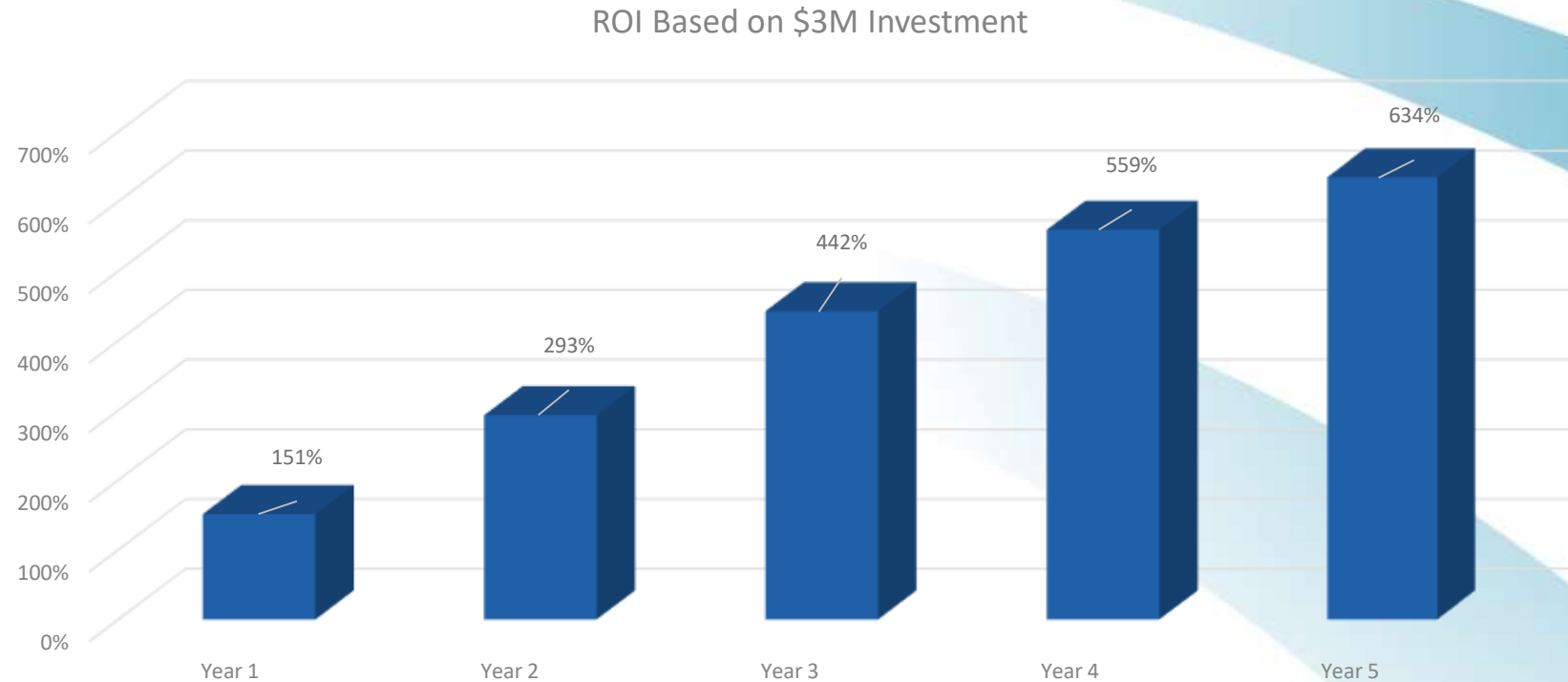
## Total Projected Revenue over 5-Years - \$46.6M



# Valuation of Inteligistics



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



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



# Thank you!



**Gary Fleming**

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