

### Envysion Return on Investment

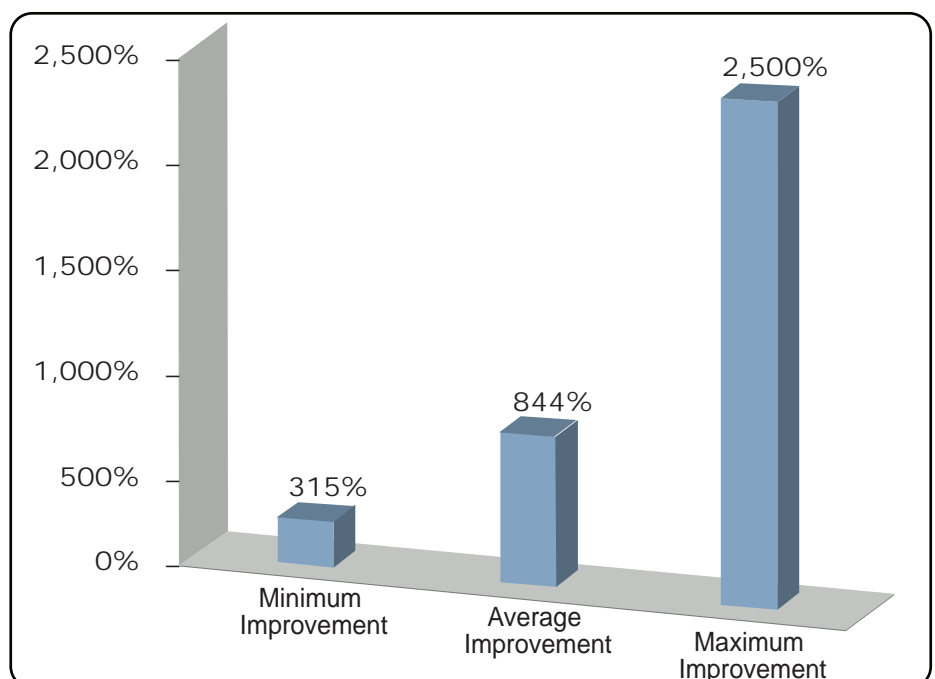
Proven and Repeatable Impact



With Envysion's Managed Video as a Service (MVaaS) solutions, multi-unit operators easily leverage remote video to gain actionable business insights and drive demonstrated profitability improvement. On average Envysion customers realize 190 basis points of revenue to the bottom line – a 1.9% profit improvement. This equates to an overall 10-15% increase in profitability. Customers realize a ROI of 300-500%, with some customers realizing up to 2,500%, and a payback period of six months or less per site.

**Envysion customers  
realize a ROI of  
300-2,500% with a  
payback period of 6  
months or less**

**Return on Investment Realized by Actual Envysion Customers**



Source: Actual Envysion customer data and results. Analysis completed together with customer finance organizations.

## Envysion's Pilot Approach

Envysion's pilot program demonstrates and proves results for your business. Our prescribed eight week pilot and accompanying ROI methodology enables customers to validate financial results and identify customization opportunities. Incorporating best practices from industry leading operators, the pilot focuses on integrating the service into day-to-day operations and connecting operators to actionable, video-driven insight.

## Pilot Overview

Success Definition	Pilot Preparation	Pilot	ROI Impact Assessment	Full-Scale Rollout
<ul style="list-style-type: none"> <li>Identify key participants</li> <li>Align on financial metrics</li> <li>Customize exception reports and alerts</li> </ul>	<ul style="list-style-type: none"> <li>Conduct site surveys and install system</li> <li>Integrate POS and business systems</li> <li>Train pilot users and champions</li> </ul>	<ul style="list-style-type: none"> <li>Execute lesson plans</li> <li>Solicit weekly feedback</li> <li>Refine reports and objectives</li> </ul>	<ul style="list-style-type: none"> <li>Calculate financial impact and ROI</li> <li>Present findings to executive team</li> <li>Determine scope of potential rollout</li> </ul>	<ul style="list-style-type: none"> <li>Finalize contract and rollout plan</li> <li>Roll out service and train organization</li> </ul>

## How Does Envysion's Solution Work?

Leveraging industry best practices and years of experience, Envysion works with your organization's executives and loss prevention professionals to identify key exception areas that may indicate loss for the company. Once exception areas are established, the Envysion platform identifies events that exceed customer-defined thresholds and provides users with custom reports of offending events linked to surveillance video. Envysion customers utilize this video to manage down exceptions, decreasing undesirable events such as fraud and theft. With less shrinkage, the average transaction amount per check increases, as does the average number of transactions. Combined with a decreased, or constant, COGS, stores experience an increase in profit.

