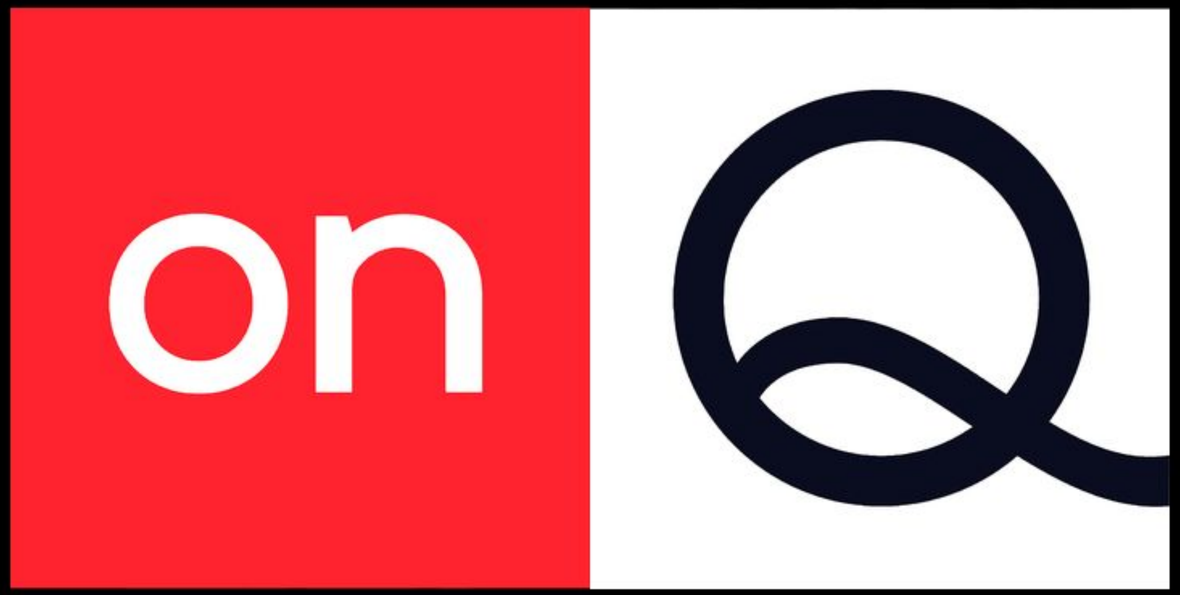
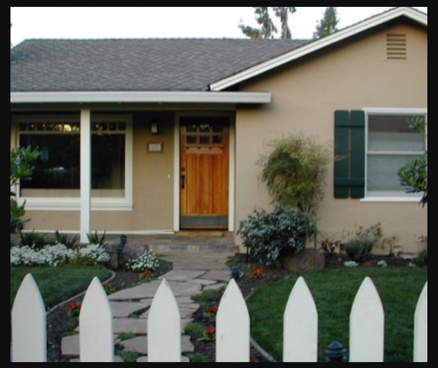

on

20+ years of relentless growth and execution

Lease stability, potential for local expansions as needed.



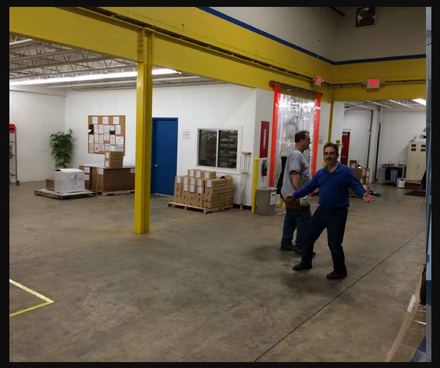
2004

Paul starts in a garage



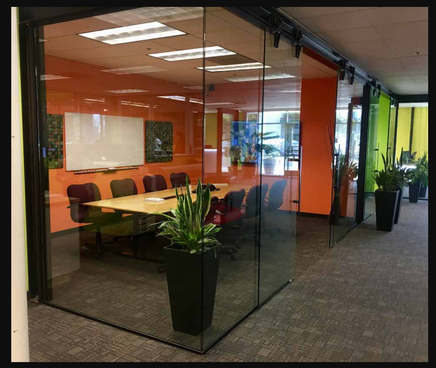
2007–2009

Team and footprint begin to scale



2014–2018

Real growth begins



2019–2023

Increase in capabilities and capacity



2024–2026

Record sales pipeline (again)

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on Q
THE NORTH FACE
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: 41.113997°N 81.468655°W

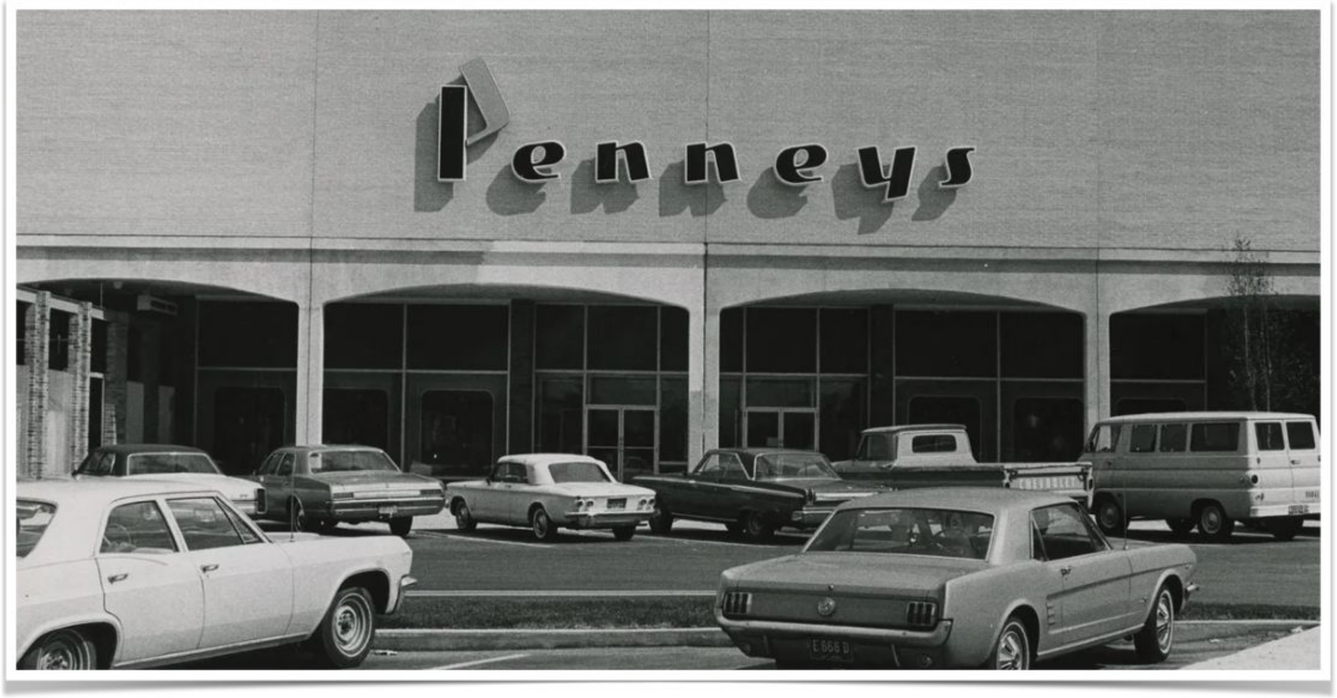
Not to be confused with Chapel Hills Mall.

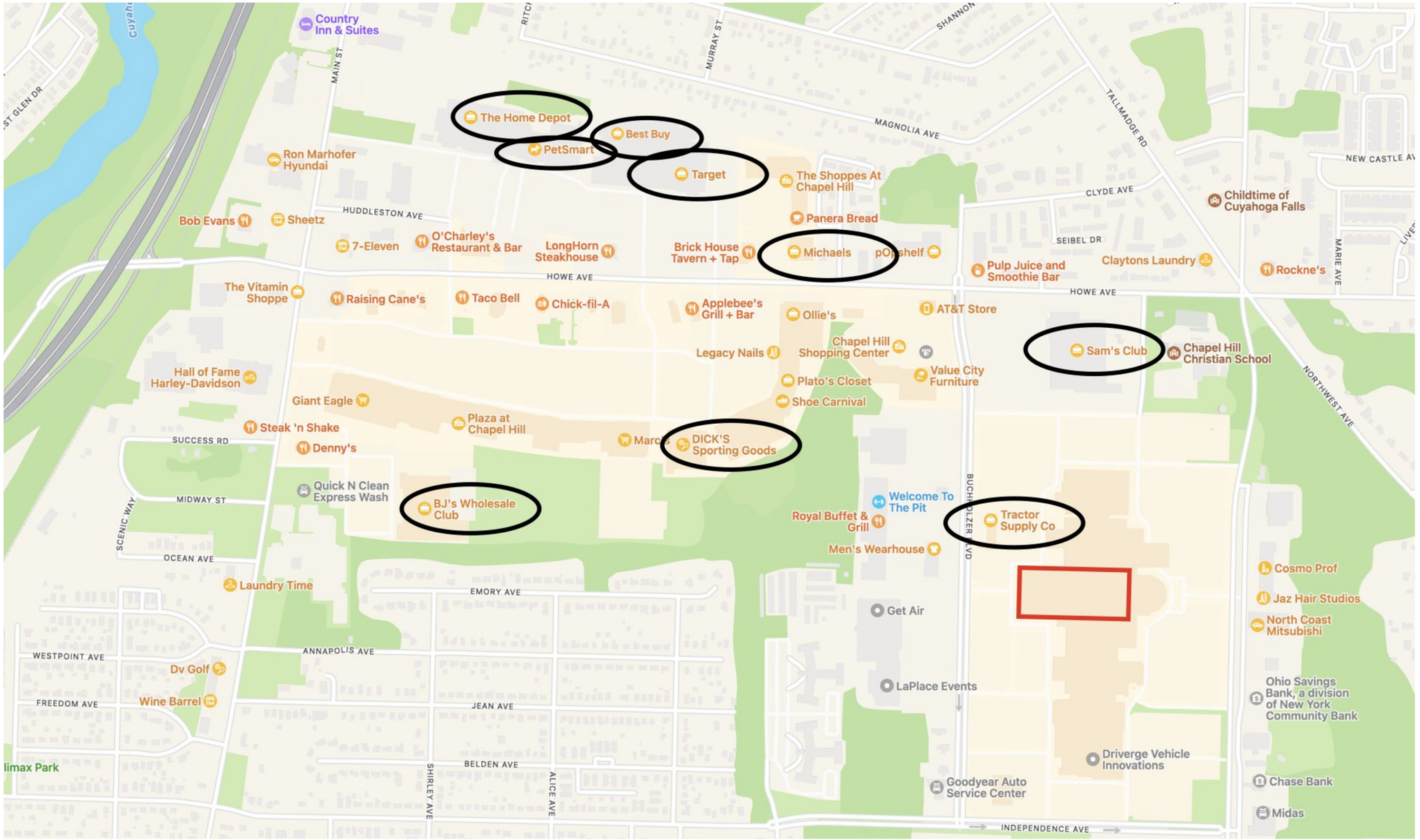
Chapel Hill Mall was a shopping mall located in Akron, Ohio, United States.[1] It was built by Richard "R.B." Buchholzer and Forest City Enterprises,[2] and opened in 1967. At its peak the mall featured more than 100 stores, with Sears, JCPenney, and Macy's as anchor tenants. In 2021, after several years 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.

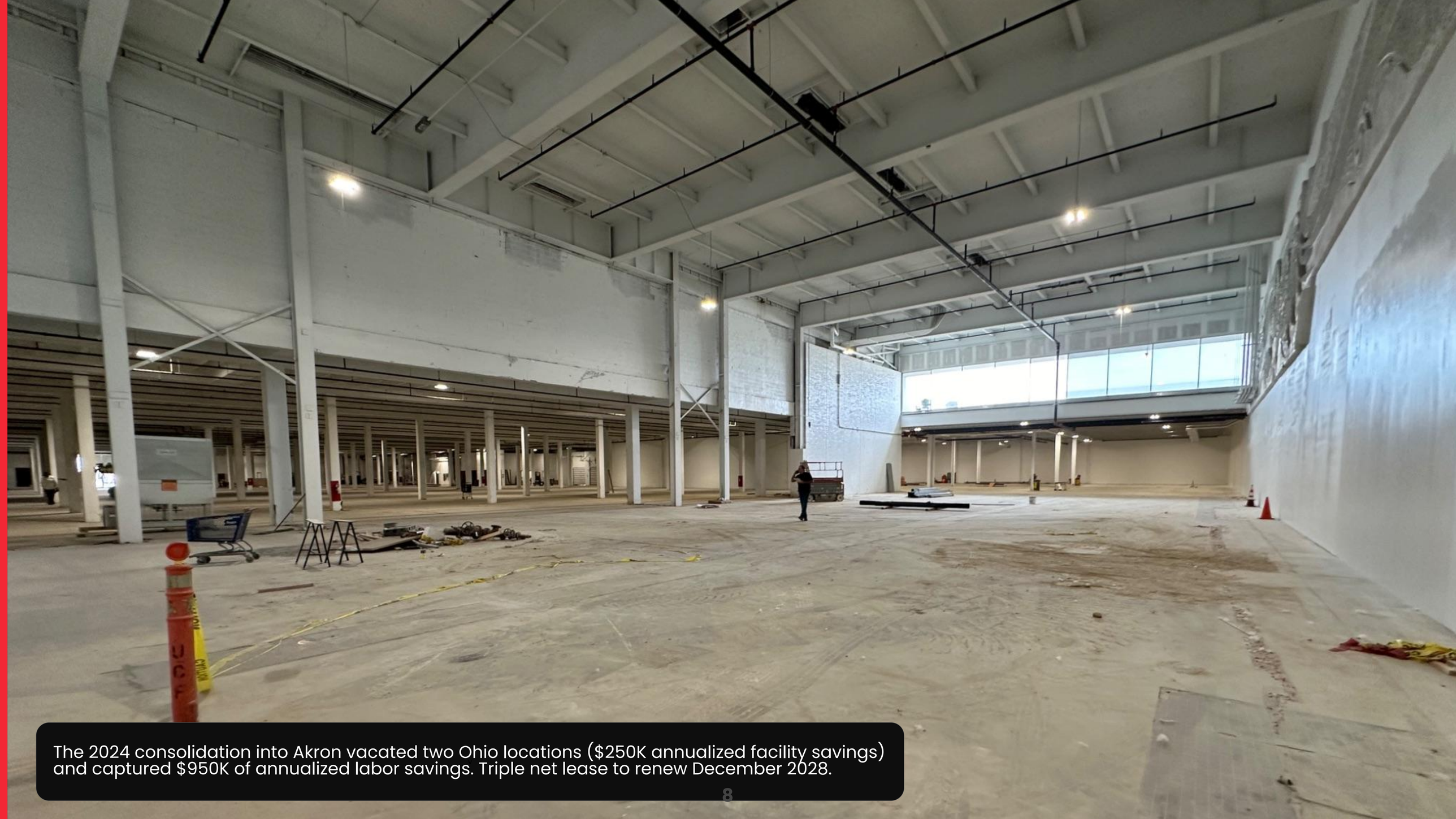
The site previously occupied by the mall is now called **Chapel Hill Business Park.**[3] The main building where the mall used to be is vacant as of September 2023.



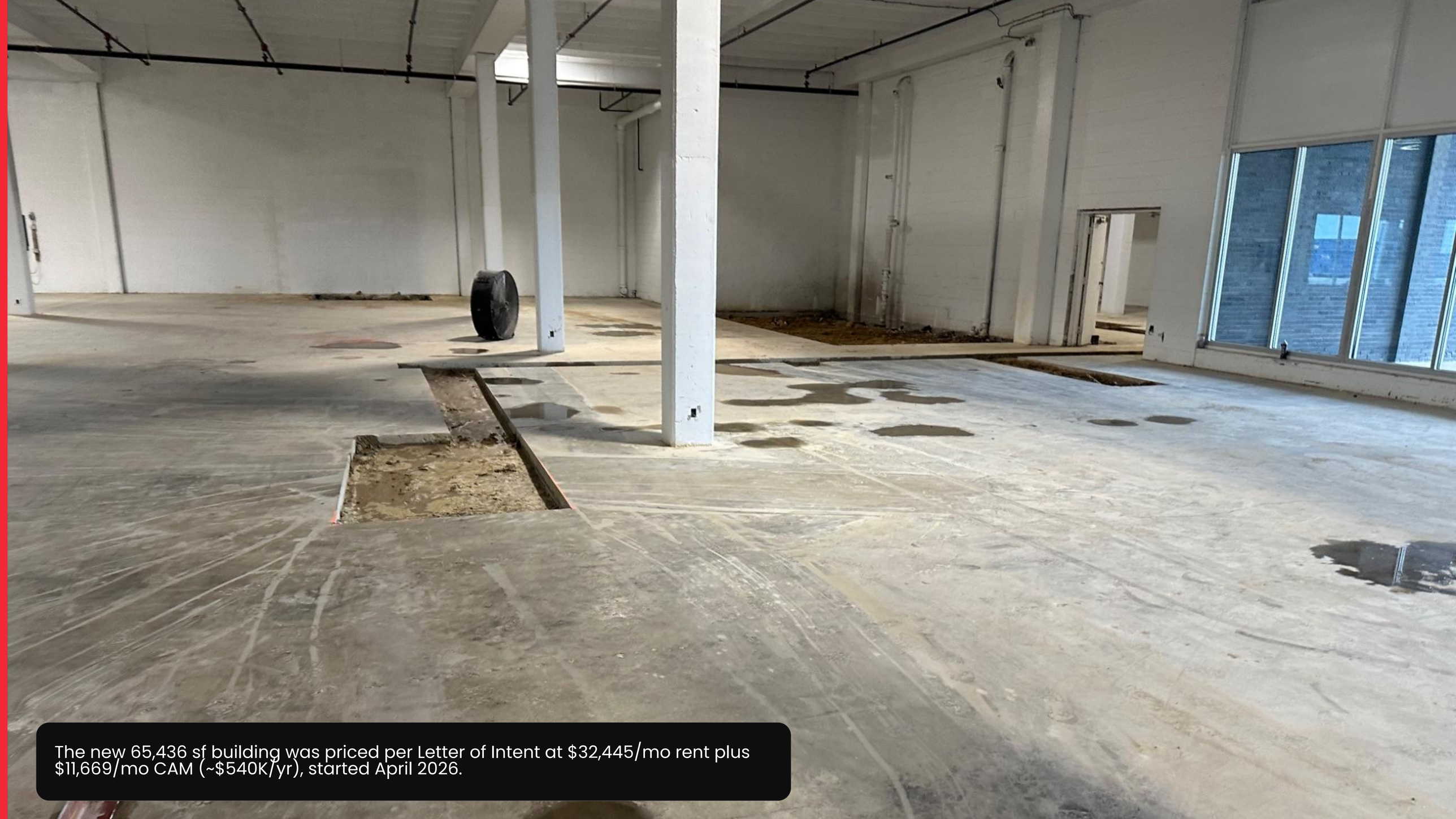



Penneys


Country Inn & Suites
The Home Depot
Best Buy
PetSmart
Target
The Shoppes At Chapel Hill
Ron Marhofer Hyundai
Bob Evans
Sheetz
7-Eleven
O'Charley's Restaurant & Bar
LongHorn Steakhouse
Brick House Tavern + Tap
Michaels
Panera Bread
Childtime of Cuyahoga Falls
Pulp Juice and Smoothie Bar
Claytons Laundry
Rockne's
The Vitamin Shoppe
Raising Cane's
Taco Bell
Chick-fil-A
Applebee's Grill + Bar
Ollie's
AT&T Store
Legacy Nails
Chapel Hill Shopping Center
Sam's Club
Chapel Hill Christian School
Hall of Fame Harley-Davidson
Plato's Closet
Value City Furniture
Giant Eagle
Shoe Carnival
Steak 'n Shake
Plaza at Chapel Hill
DICK'S Sporting Goods
Denny's
Quick N Clean Express Wash
BJ's Wholesale Club
Welcome To The Pit
Royal Buffet & Grill
Tractor Supply Co
Men's Wearhouse
Laundry Time
Get Air
Cosmo Prof
Jaz Hair Studios
North Coast Mitsubishi
Dv Golf
Wine Barrel
LaPlace Events
Ohio Savings Bank, a division of New York Community Bank
Driverge Vehicle Innovations
Goodyear Auto Service Center
Chase Bank
Midas
MAGNOLIA AVE
HUDDLESTON AVE
HOWE AVE
CLYDE AVE
SEIBEL DR
SUCCESS RD
MIDWAY ST
OCEAN AVE
EMORY AVE
ANNAPOLIS AVE
JEAN AVE
BELDEN AVE
INDEPENDENCE AVE
MAIN ST
MURRAY ST
TALLMADGE RD
NEW CASTLE AV
MARIE AVE
NORTHWEST AVE
BUCHHOLZER BLVD
SCENIC WAY
SHIRLEY AVE
ALICE AVE
WESTPOINT AVE
FREEDOM AVE



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.



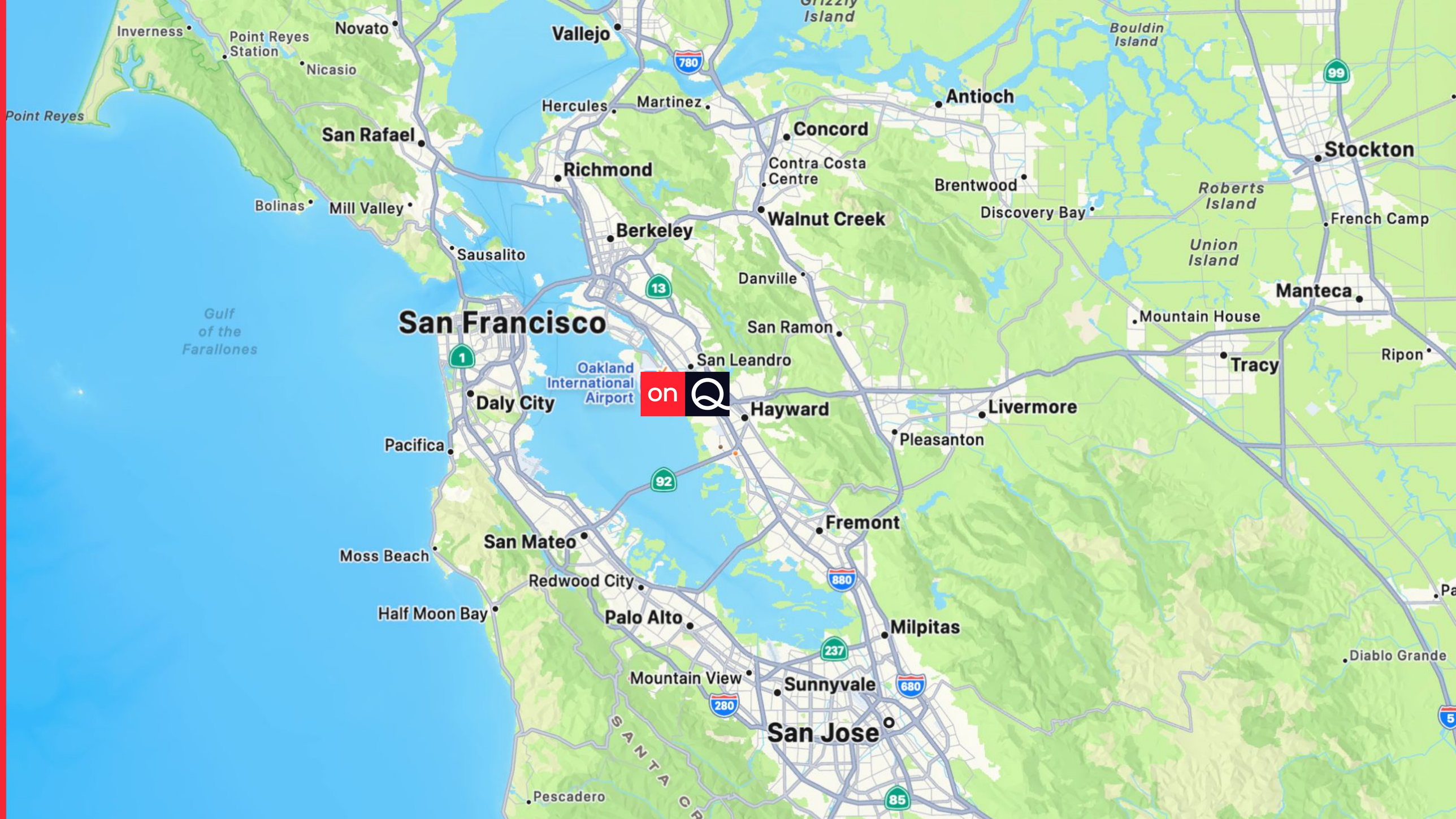
The new 65,436 sf building was priced per Letter of Intent at $32,445/mo rent plus $11,669/mo CAM (~$540K/yr), started April 2026.

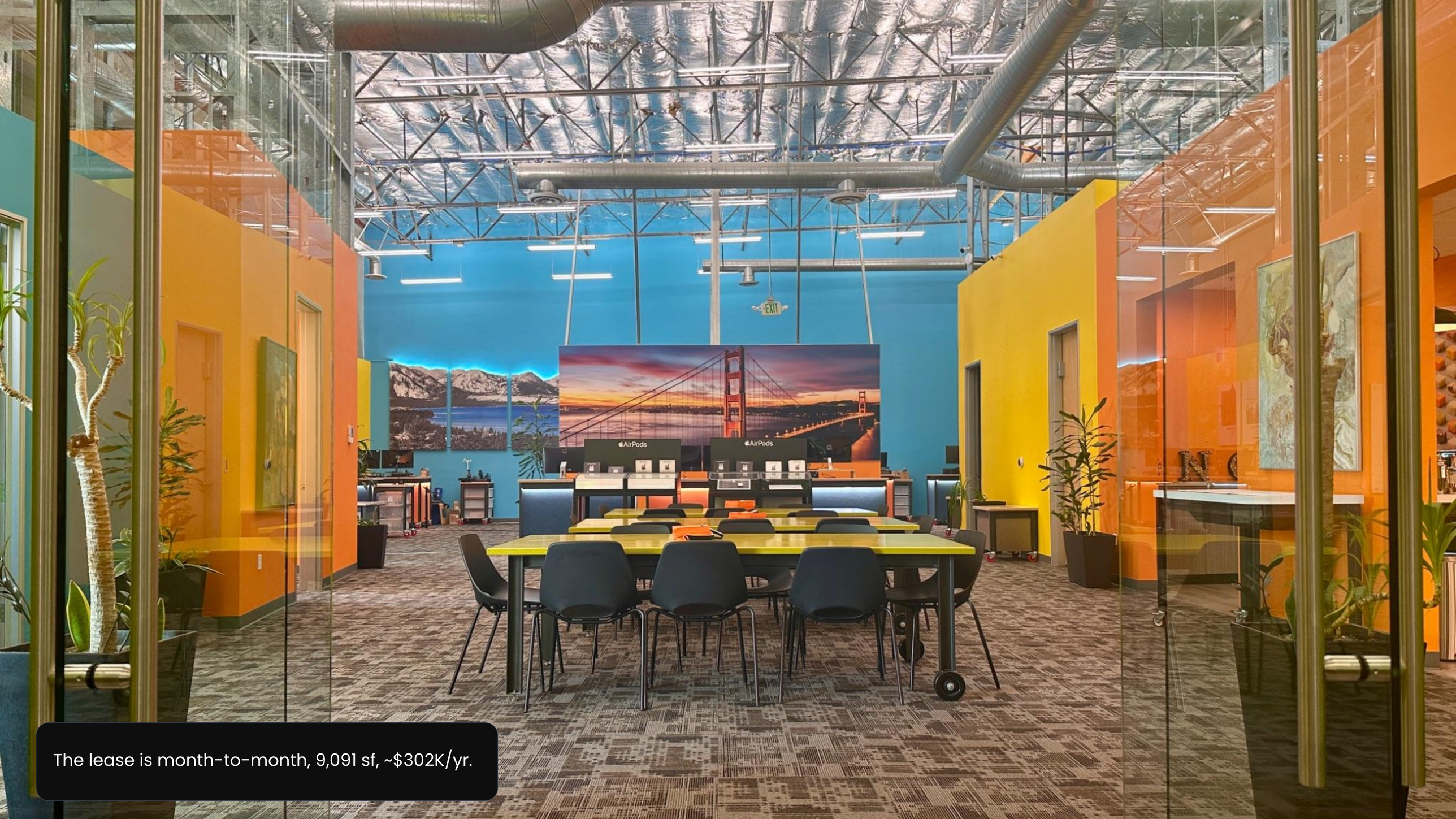









Inverness
Point Reyes Station
Nicasio
Novato
Vallejo
Point Reyes
Hercules
Martinez
Antioch
San Rafael
Concord
Richmond
Contra Costa Centre
Stockton
Brentwood
Roberts Island
Bolinas
Mill Valley
Walnut Creek
Discovery Bay
French Camp
Berkeley
Sausalito
Union Island
Danville
Manteca
Gulf of the Farallones
San Francisco
San Ramon
Mountain House
San Leandro
Tracy
Ripon
Oakland International Airport
Daly City
Hayward
Livermore
Pacifica
Pleasanton
Fremont
San Mateo
Moss Beach
Redwood City
Half Moon Bay
Palo Alto
Milpitas
Diablo Grande
Mountain View
Sunnyvale
San Jose
Pescadero
780
99
13
1
92
880
237
680
280
85
5



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




DEWALT

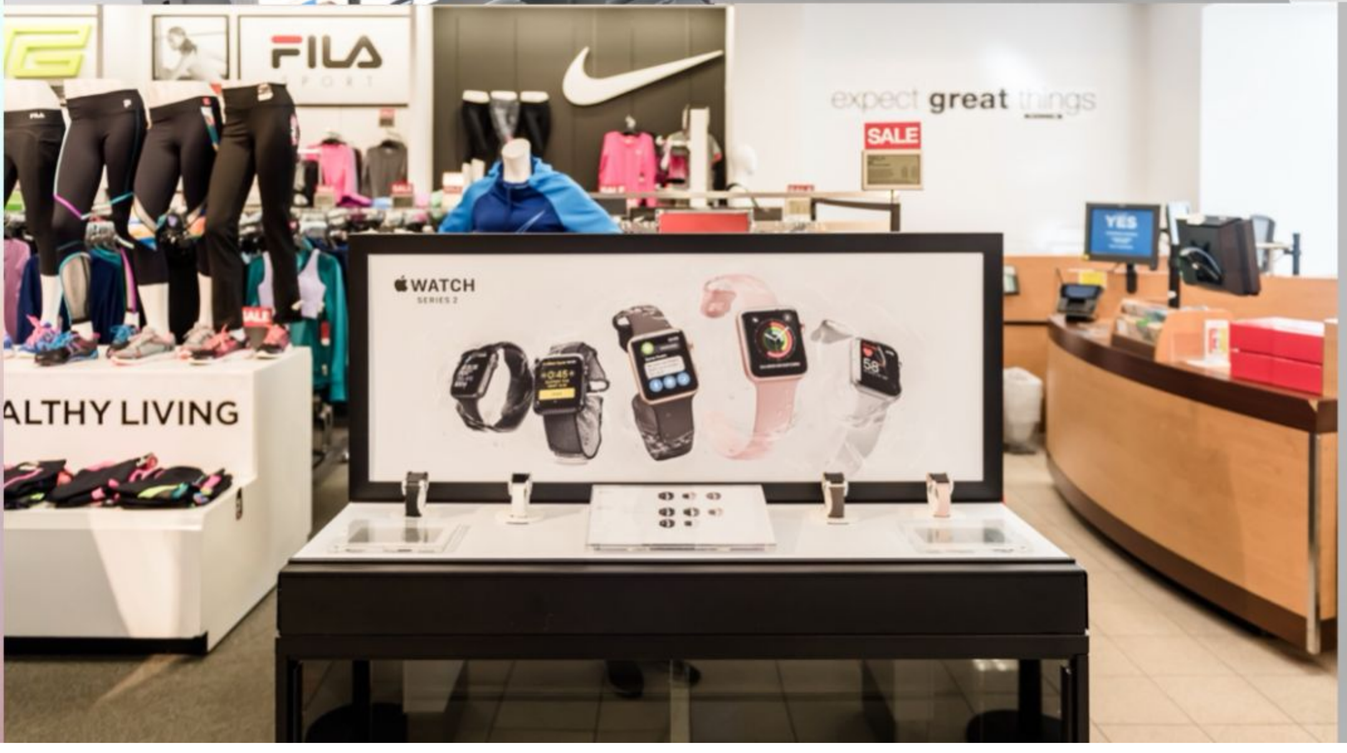



TECHSPOT
Start selling here


23andMe
Personal Genetic Service
Find out what your DNA says about you and your family.
SAVE $50+
What does your DNA say about you?


eero
The Perfect WiFi for every room


TESLA


FILA
expect great things
SALE
YES
WATCH
SERIES 2
ALTHY LIVING


Home Entertainment — Bigger is Better
EPSON
Spectacular, larger-than-life images
Choosing a projector
INSTALL

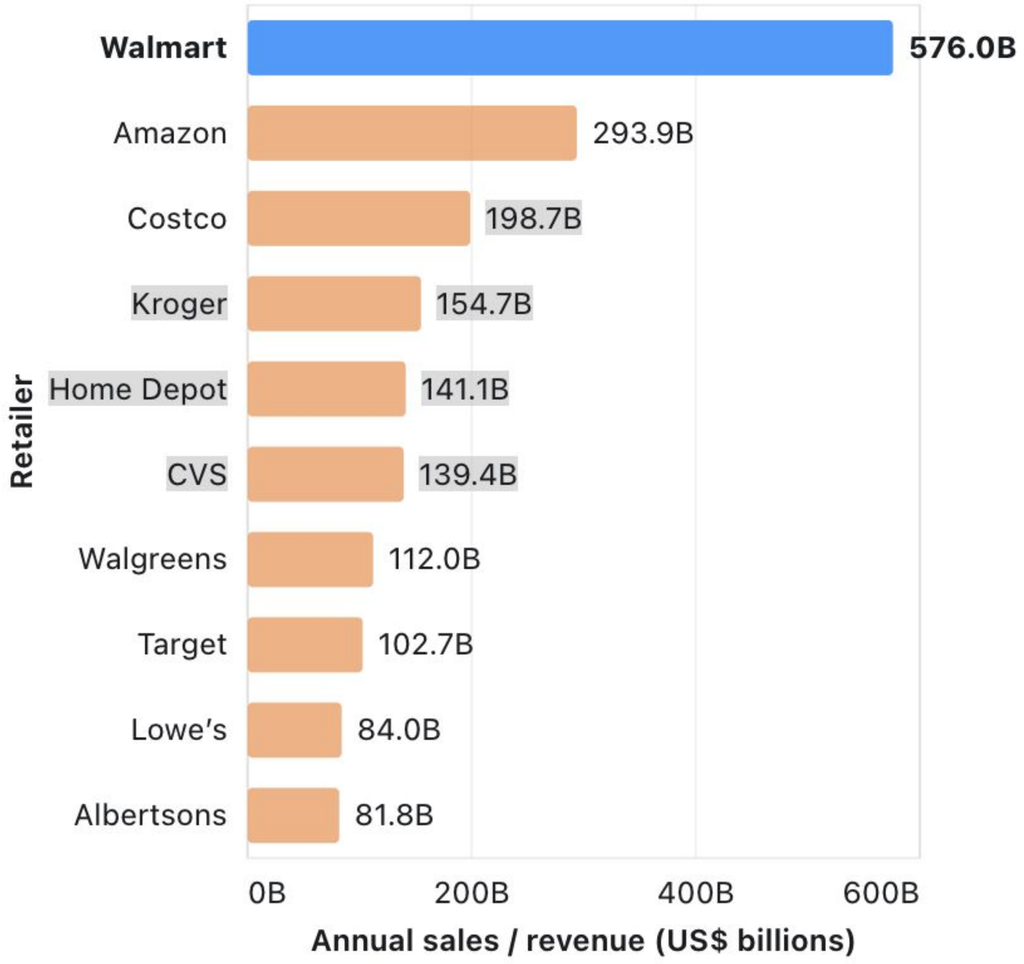

tile
The world's largest lost & found community


Walmart
Supercentre
Enter
Exit
Low Prices
$2
Thank You!

UNITED STATES

Walmart is nearly 2× Amazon

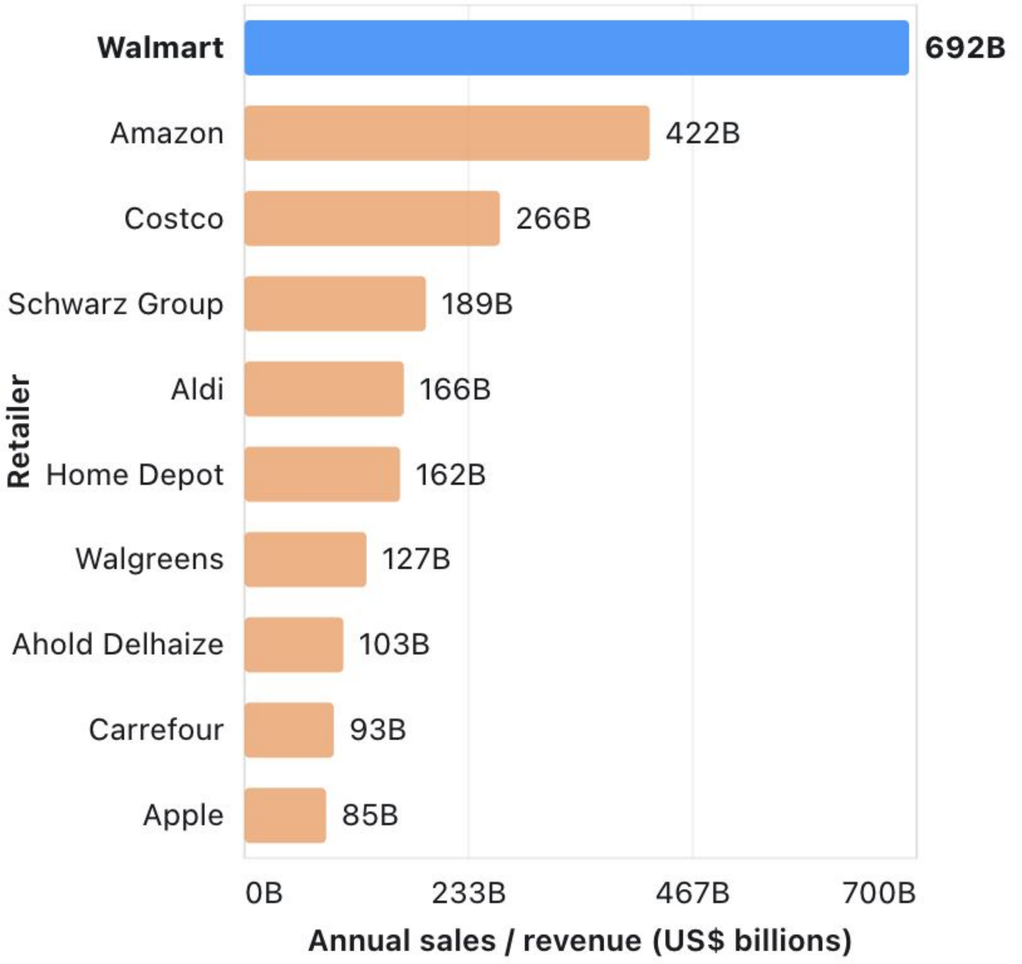
2025 U.S. retail sales



WORLDWIDE

Walmart exceeds #2 and #3 combined

Total company revenue in NRF's 2026 global ranking





21148 | REV 1| CONCEPT 02 | BM

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Paint & Hardware
Photo
SONY
Skullcandy
Pickup Discount
Walmart Mobile
fitbit
verizon


iPhone 16 Pro
PRO
Hello, Apple Intelligence.
MacBook Air
Built for Apple Intelligence.
Supercharged performance.
Unbelievable price.



MacBook Neo

Hello, Neo.

Everyday Low Price

$599 | $38/MO.

25435 | REV 1 | CONCEPT 02 | BM

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SONOS
Bluetooth Speakers
Party Speakers
Soundbars
VIZIO
VIZIO
LG
LG


Skullcandy
Kilo2 XT
Terrain2 XT
Terrain XL2 XT
Boom Micro XT
Bomb Mini XT
Bomb XT
Ask sales associate for assistance


ANKER
Take Sound Further
ALTEC LANSING
RUGGED BLUETOOTH SPEAKERS
EVERYTHINGPROOF
BUILT-IN MAGNETS
Select 4 Go
Glow
Boom 3i
Motion X600
Hydrodrive 2.0
Hydrocast 2.0
Hydrodrive 3.0
Hydrocast 3.0
Ask sales associate for assistance


JLAB
FEEL ALIVE.
TURN UP THE PARTY.
JLab Pop Party Speaker
JLab Go Party Speaker
JLab Rule Tidy Speaker
JLab Epic Ivory Speaker
Ask sales associate for assistance

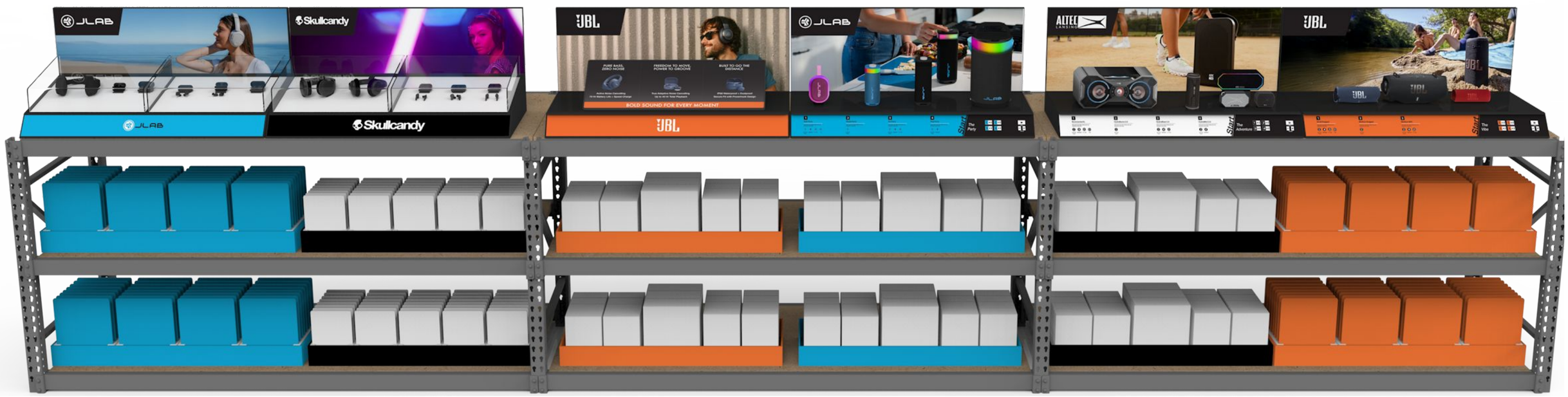

JBL
MADE TO BE HEARD
GO 5
CLIP 5
GRIP
FLIP 7
CHARGE 5
XTREME 3
START LISTENING
Ask sales associate for assistance



PP

25148 | Rev 8 | CONCEPT 1 | AP

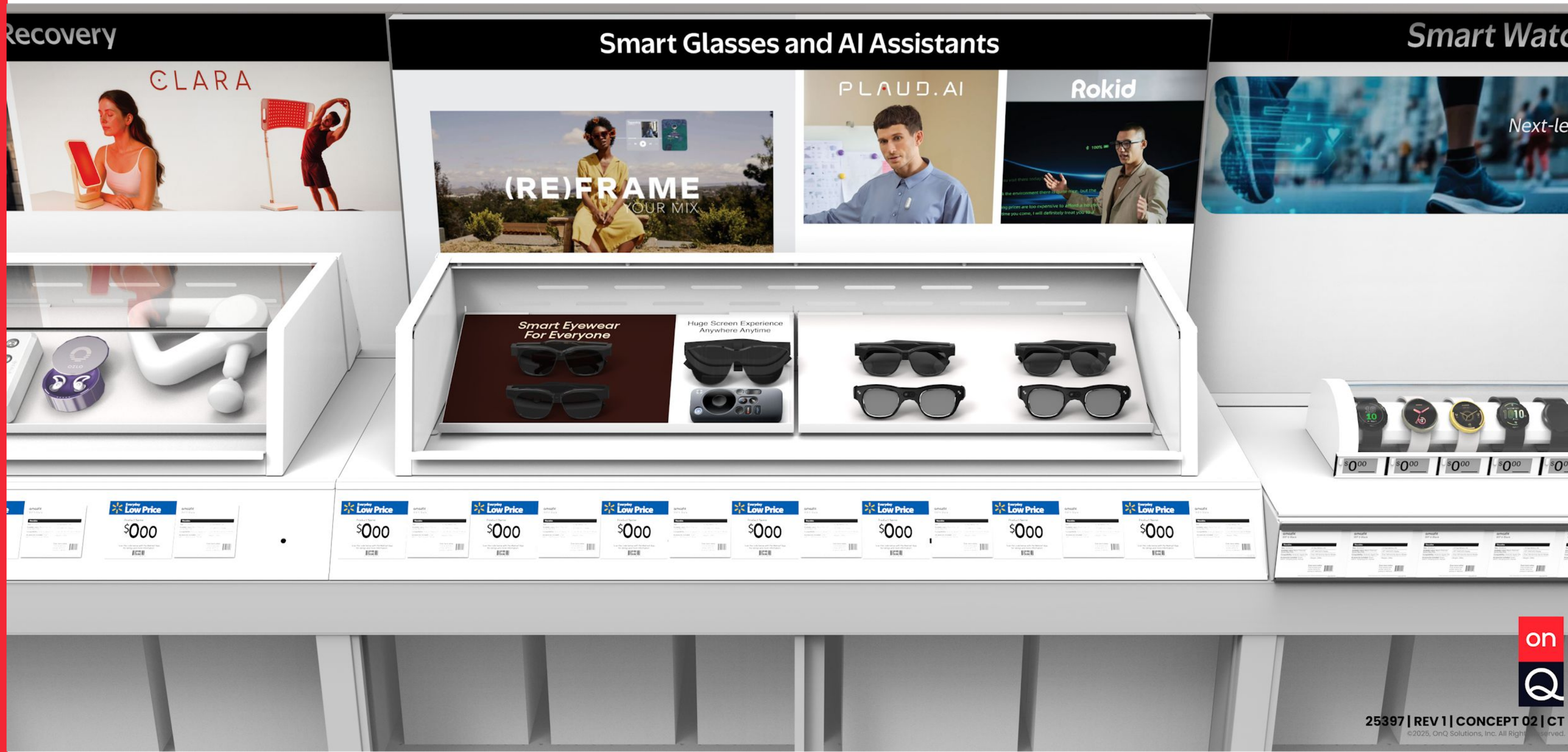
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JLAB
Skullcandy
JBL
JLAB
ALTEC LANSING
JBL
PURE BASS. ZERO NOISE
FREEDOM TO MOVE. POWER TO GROOVE
BUILT TO GO THE DISTANCE
BOLD SOUND FOR EVERY MOMENT
Start
The Party
Start
The Adventure
Start
The Vibe



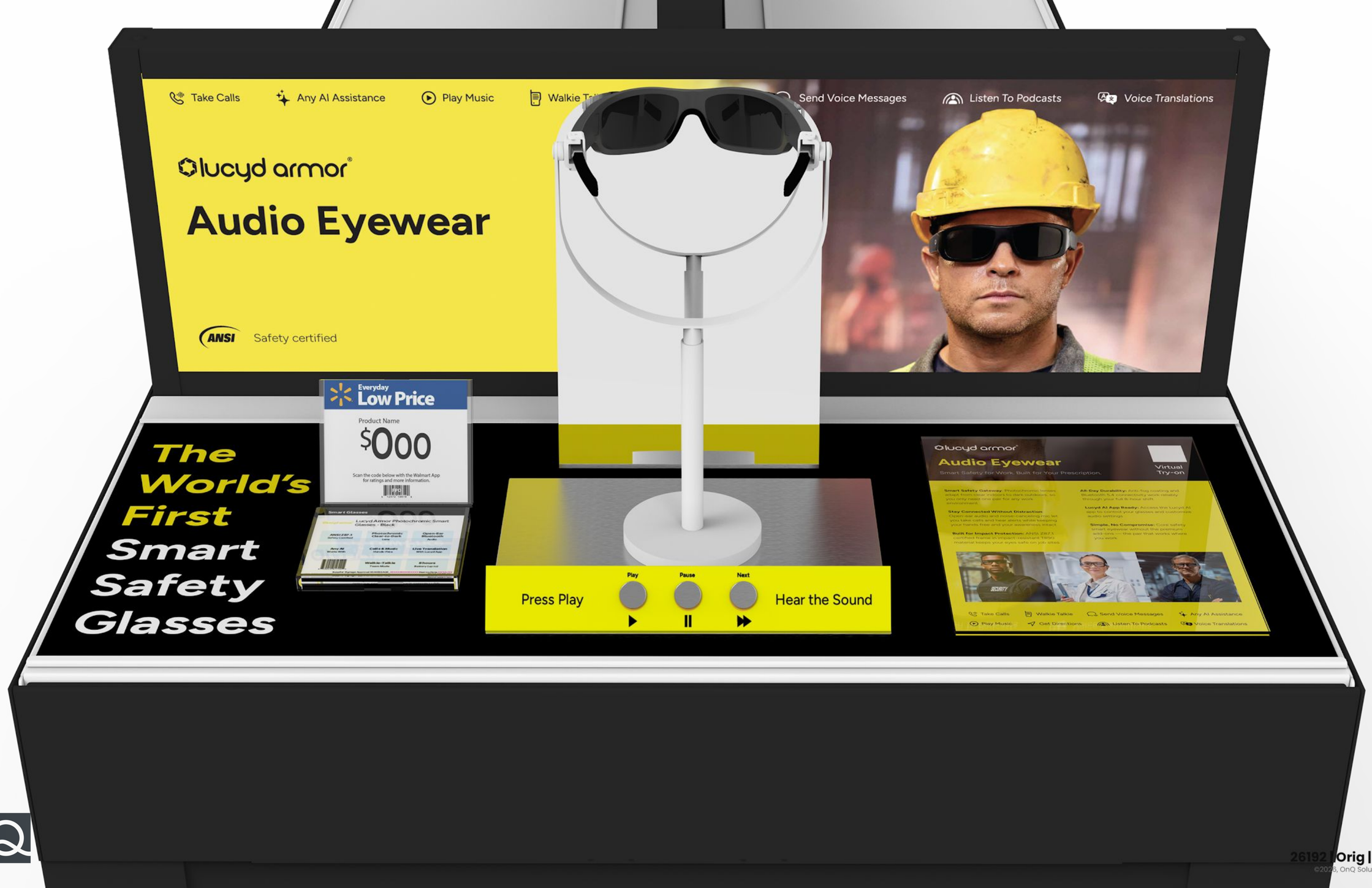
25307 | REV 0 | CONCEPT 01 | CT

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25397 | REV 1 | CONCEPT 02 | CT

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26211 | REV 1 | CONCEPT 01 | DW

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24438 | REV 3 | CONCEPT 01 | CT

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COSTCO
WHOLESALE


SAMSUNG
UHDTV
LG UHD TV AI ThinQ
LG OLED TV AI ThinQ
65CB
55"
SONY
BRAVIA
iPad Pro
4K


OPTICAL
SUNGLASSES
LG UHD AI ThinQ
86UR80



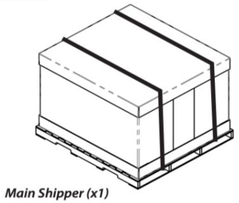
Start Here

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.

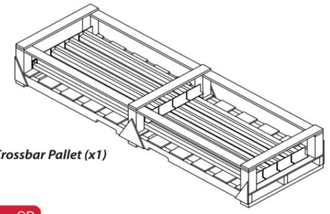
With the exception of the table crossbars, The majority of the fixture components are found within the main shipper.

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

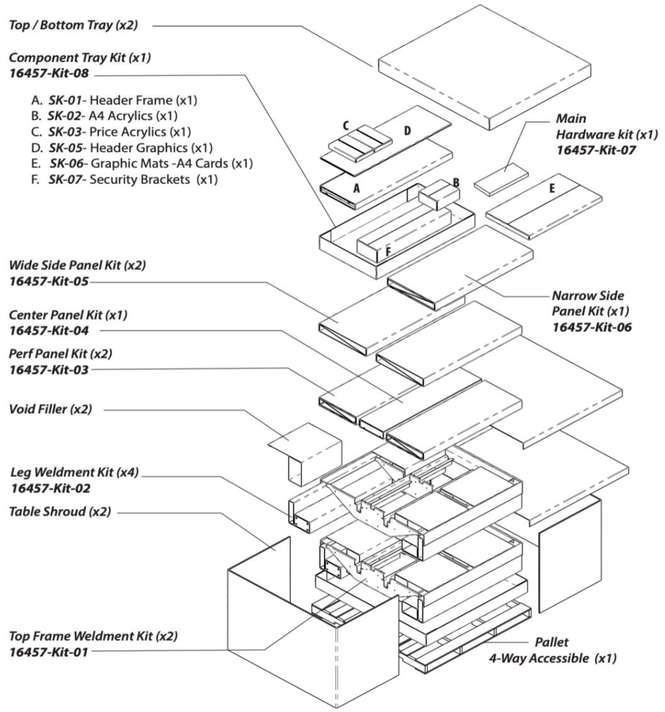
Follow the steps outlined in this guide in the order they are presented.



Main Shipper (x1)
16457-MK-01



Crossbar Pallet (x1)





Paul



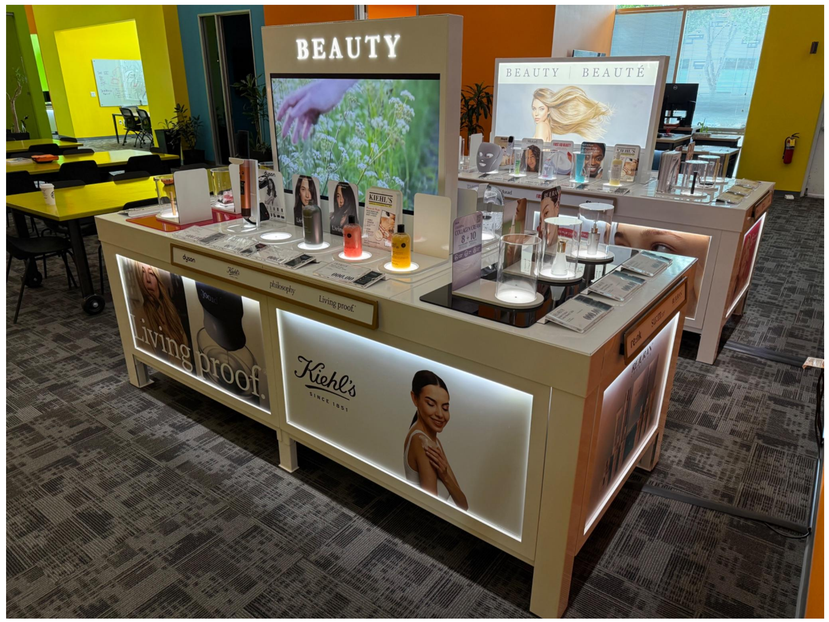
PP

on Q

25308 | Orig | CONCEPT 1 | AP

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BEAUTY
DESIGNER FRAGRANCES
COSMETICS
Living proof.
philosophy
dyson


BEAUTY
BEAUTY | BEAUTÉ
philosophy
Living proof.
Kiehl's


EXIT
BEAUTY
BEAUTY | BEAUTÉ
Retinol Youth Renewal Serum
Grande Cosmetics


LOWE'S
ENTER
ENTER

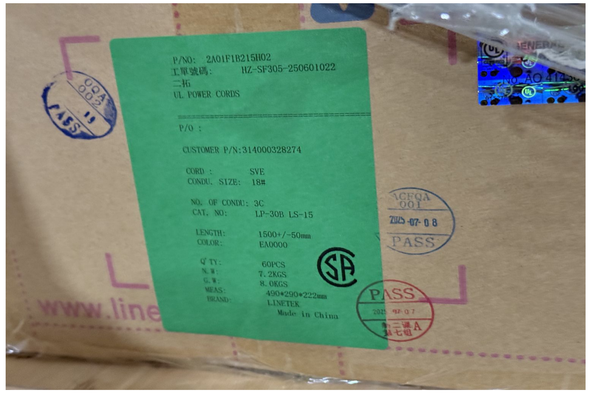

Shop more smart home devices.
Doorbells
Cameras & Security Lighting
ring
Protecting what matters most.
blink
Smart security designed for every home.
Google Home
See what a smarter home can do, with Gemini.
Indoor Cameras
Make your home a bit smarter.
Haz que tu hogar sea más inteligente.
Locks + Entry
Thermostats
alexa
Smart home made easier.


Shop more smart home devices.
Doorbells
ring
Protecting what matters most.
Cameras & Security Lighting
blink
Smart security designed for every home.
Google Home
See what a smarter home can do. with Genki.


BRAND
blink
ring
arlo




Load Tag
Description
Qty
25147
Outdoor PTZ
Qty:104


P/NO: 2A01F1B215H02
HZ-SF305-250601022
UL POWER CORDS
P/O :
CUSTOMER P/N:314000328274
CORD : SVE
CONDU. SIZE: 18#
NO. OF CONDU: 3C
CAT. NO: LP-30B LS-15
LENGTH: 1500+/-50mm
COLOR: EA0000
Q'TY: 60PCS
N.W: 7.2KGS
G.W: 8.0KGS
MEAS: 460*250*222mm
BRAND: LINETEK
Made in China
PASS
PASS


FROM:
WEIFANG
TO:
OnQ Solutions
Attn: Meta Provisioning -
Michelle Ingham
2000 Brittain Rd.
Suite 400
Akron, OH 44310


Shop more smart home devices.
Doorbells
Cameras & Security Lighting
ring
Protecting what matters most.
blink
Smart security designed for every home.
Google Home


BJ's
WHOLESALE CLUB


THE ULTIMATE WAY TO WATCH YOUR HEALTH.
AirPods 4
AirPods Pro 3
iPad Air
iPad Pro
iPad Pro
VIVITAR
DIGITAL IMAGIN


Tech Advisors
SAMSUNG
Life opens up
With Galaxy
Move
Move
Move
INTERACTIVE
LEARNING

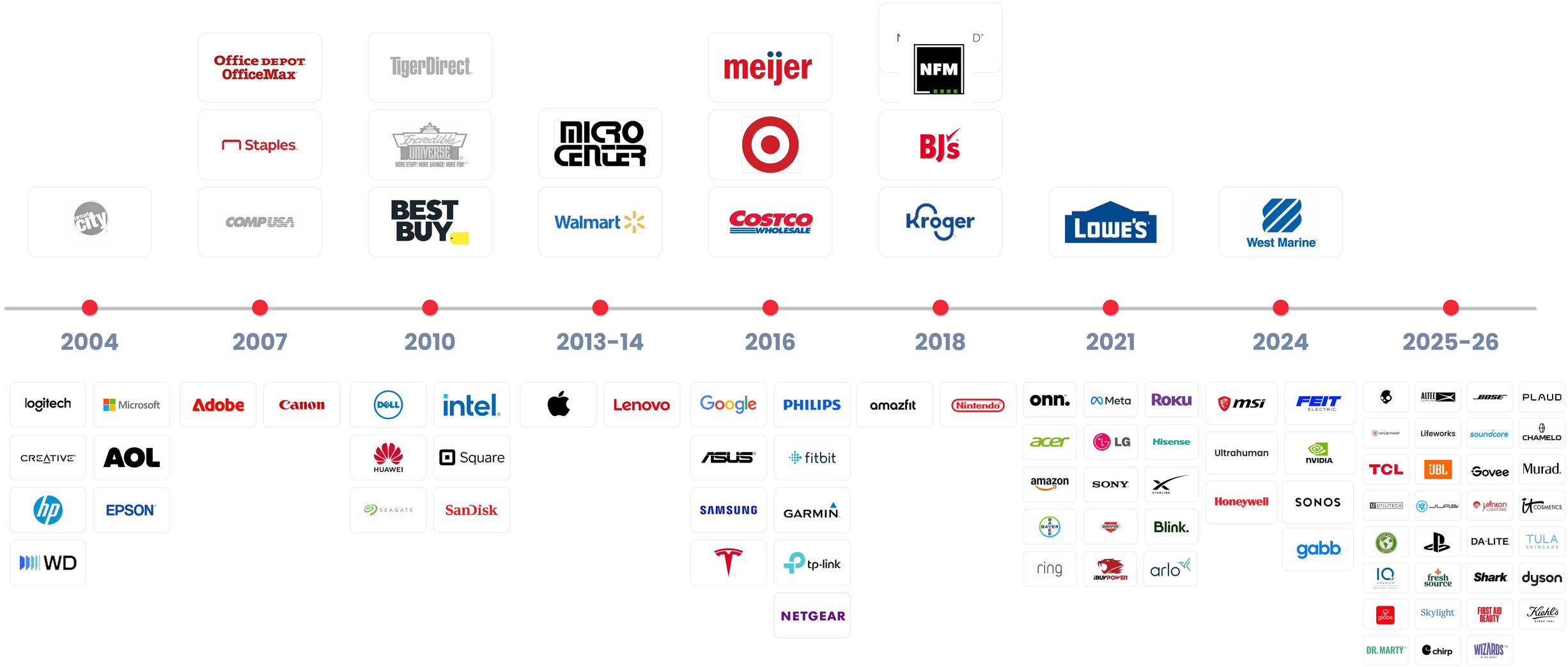

Shark
BISSELL
BISSELL
Shark CarpetXpert With StainStriker Carpet Cleaner
$249.99
Shark CarpetXpert
Shark CarpetXpert
Shark CarpetXpert

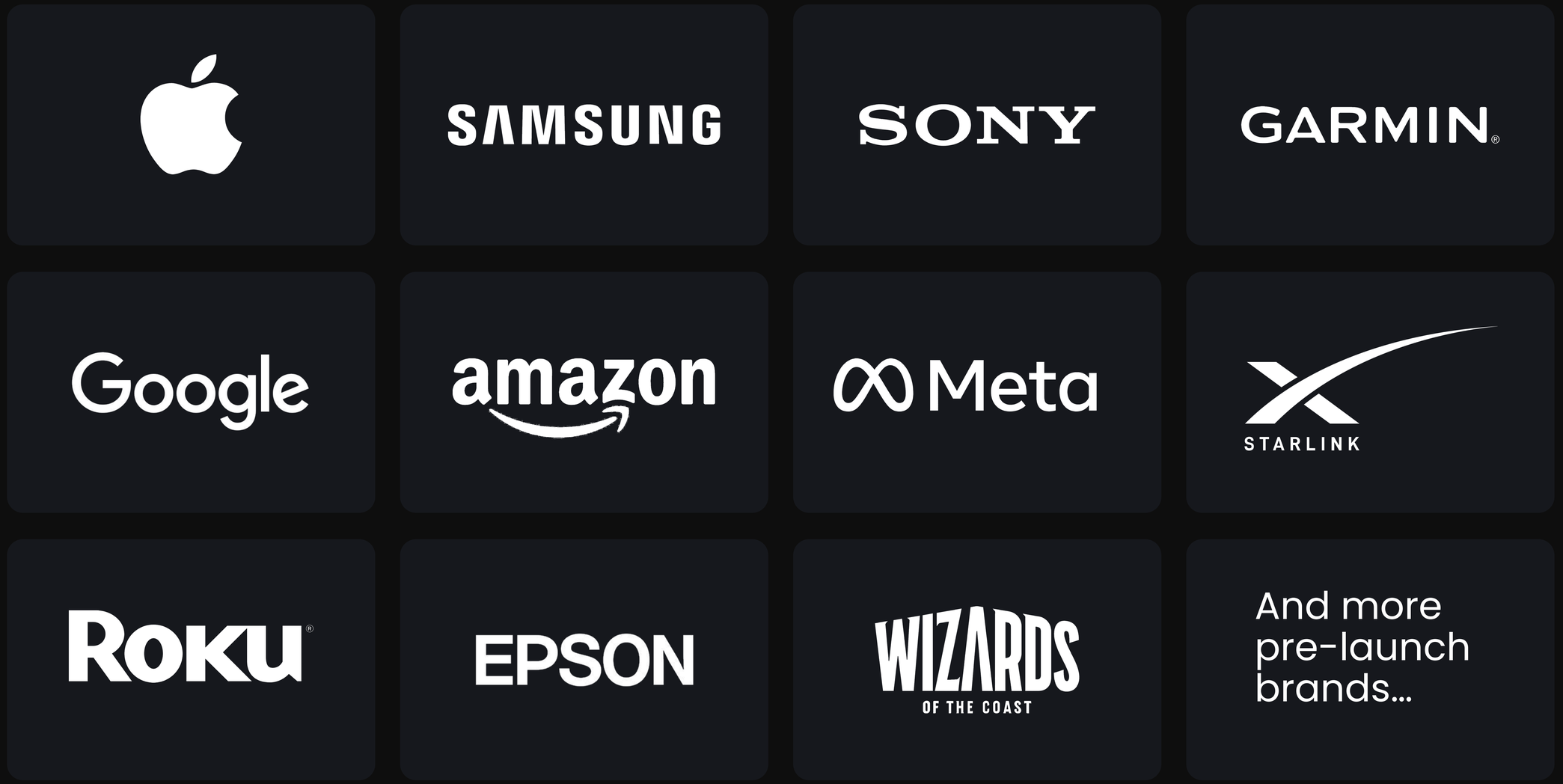

TRAMONTINA
TRAMONTINA
TRAMONTINA
2 PC. Frying Pan Set Premium Stainless Steel
$19.99


JLAB
YOUR PARTY. GET LOUD.
EVERYTHINGPROOF
EVERYTHINGPROOF


mophie
mophie
All-Home Power Solutions
mophie

ACCOUNT ENGAGEMENT TIMELINE





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Dfi™ Security for the retail (shelf) estate



~30

Patents, and more pending

61%

Of won opportunities include Dfi

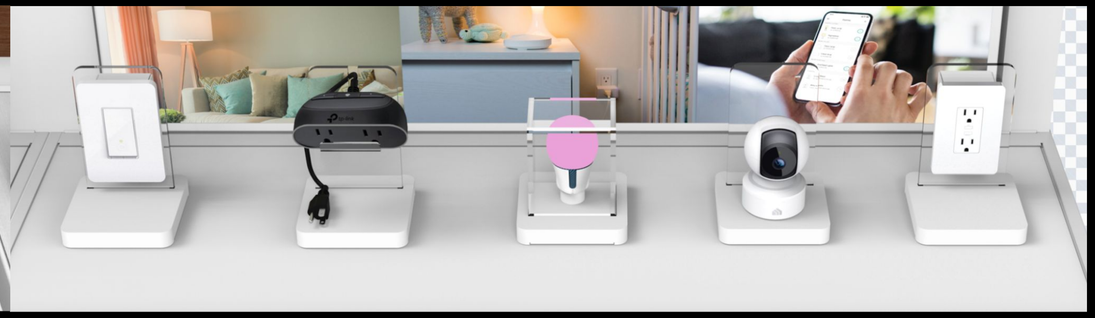
Security + display + tech in one vendor: nobody else bundles it.

International whitespace.

R&D and innovation cycles with brands.

Category expansion in other categories





PP

Source workbook: S29



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

CONTENTS:

GRAPHICS ONLY KIT!



Instructions (x1)



Apple iPad Fact Tag & Price Grid Pack (x16)

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



24007-LB-002 Lightbox Graphic (x1)



19280-PC-002 Lightbox 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 #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 #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 #6 (IPAD 9TH GEN & AIRPODS – AFB-SERIES BRACKETS)



21200-LB-004 Lightbox Graphic (x1)



24007-PC-002 Product Mat Graphic (x1)

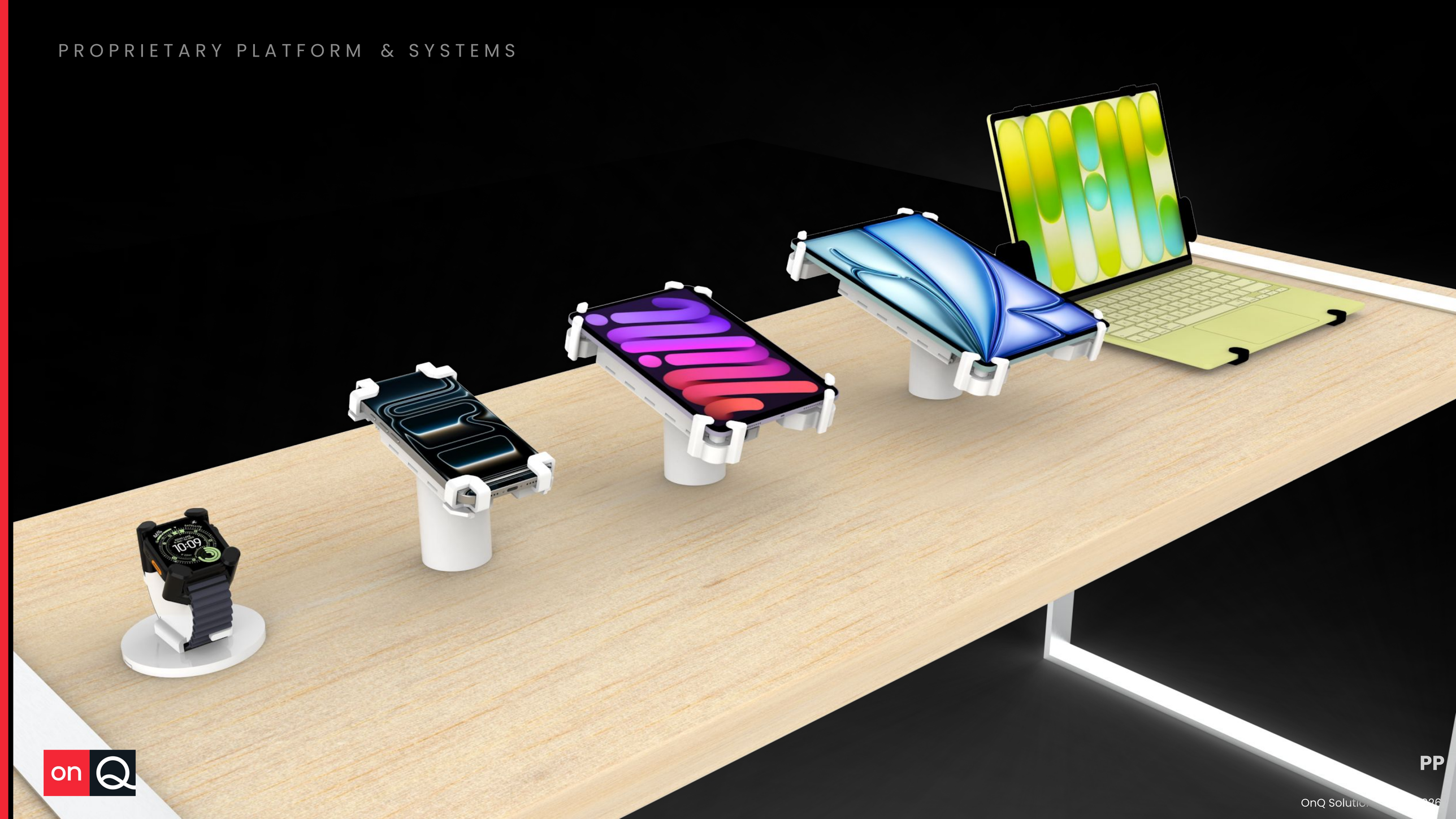
3FT LAYOUT #6 (IPAD 9TH GEN & PENCIL – AFB-SERIES BRACKETS)

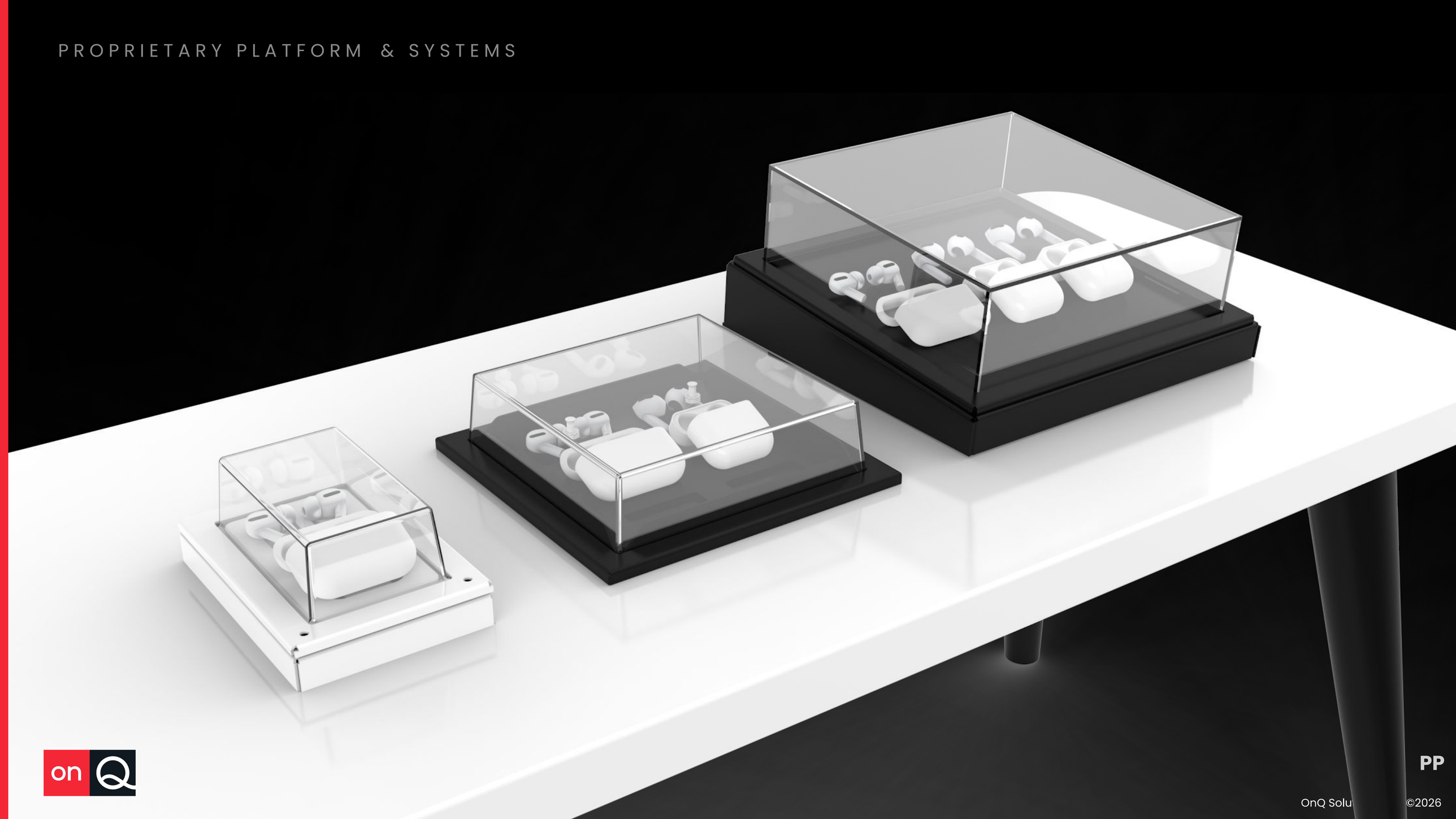


21200-LB-004 Lightbox Graphic (x1)



24007-PC-003 Product Mat Graphic (x1)





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PROPRIETARY PLATFORM & SYSTEMS



PP

Source workbook: S29

Development history











2014

Converge Retail Inc.
Platform Launched

2017

First Adjustable
Tablet Bracket

2020

Converge
Take-A-Ticket
program launched

2022

· ISO & SOC II
certified

1M+ Dfi™ security
brackets shipped

2024

5,000+ connected
displays managed

2026

Internal tools
launched

First large scale
Dfi cabinet rollout

OUR SOFTWARE

on Q converge

ROI Driver

Sales activation

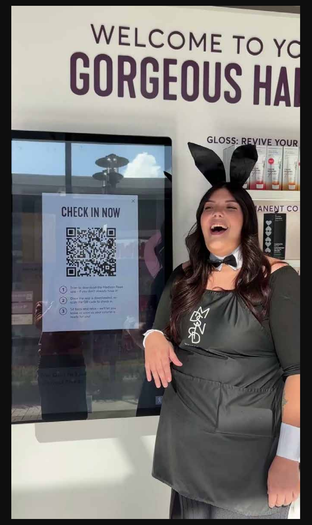
Operational Savings

Promotions

NPI Intros

Sales Analysis







Apple Web Preview

PP

OUR SOFTWARE

onQ converge

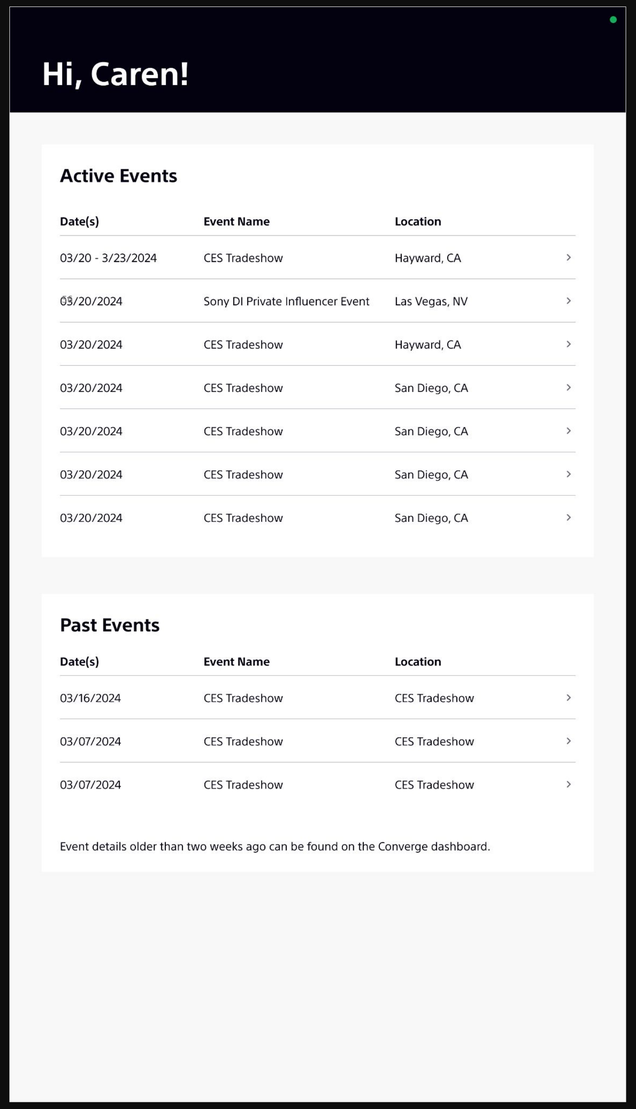
Stakeholders

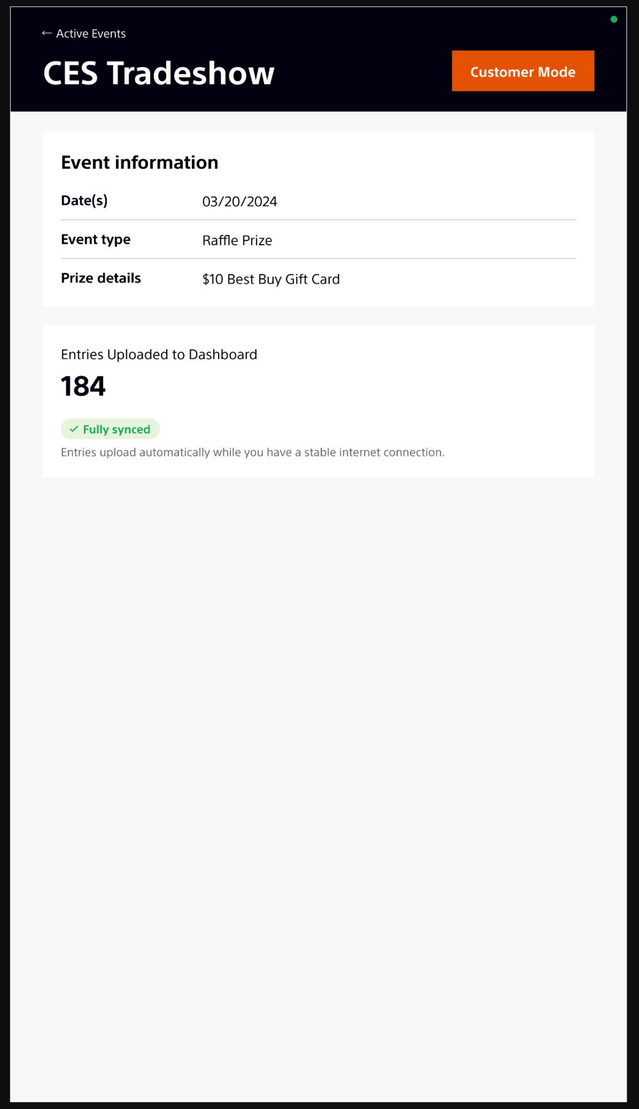
Bus Dev

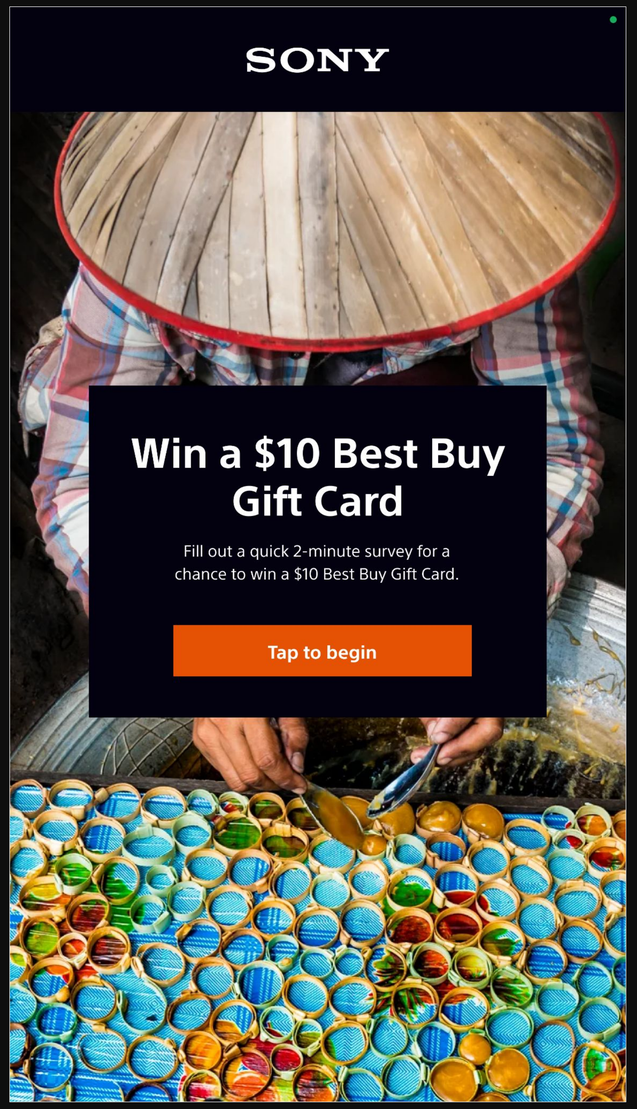
Shoppers

Associates

IT







PP

OUR SOFTWARE

onQ converge

Proven Scale

5,000+ Managed Displays

14 countries

Hundreds of skus Multi-lingual

Regional pricing and assortments



PP

15 Programs

58

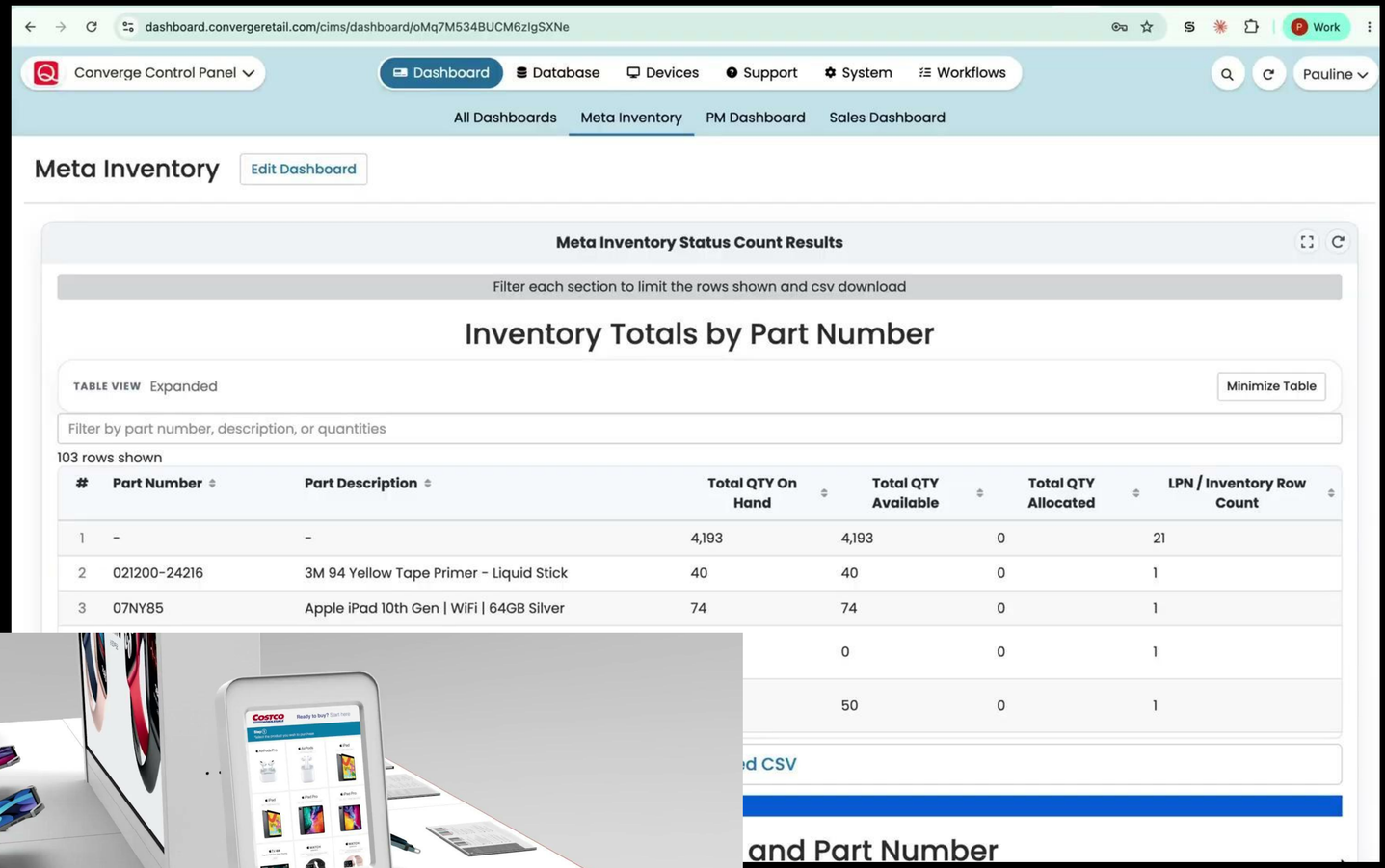
Recurring licensing revenue

In-house design & development

What we're investing

Deeper retailer integrations

SaaS pricing as digital deployments scale





OUR SOFTWARE

on converge

on inventory

15 Programs

59

Recurring licensing revenue

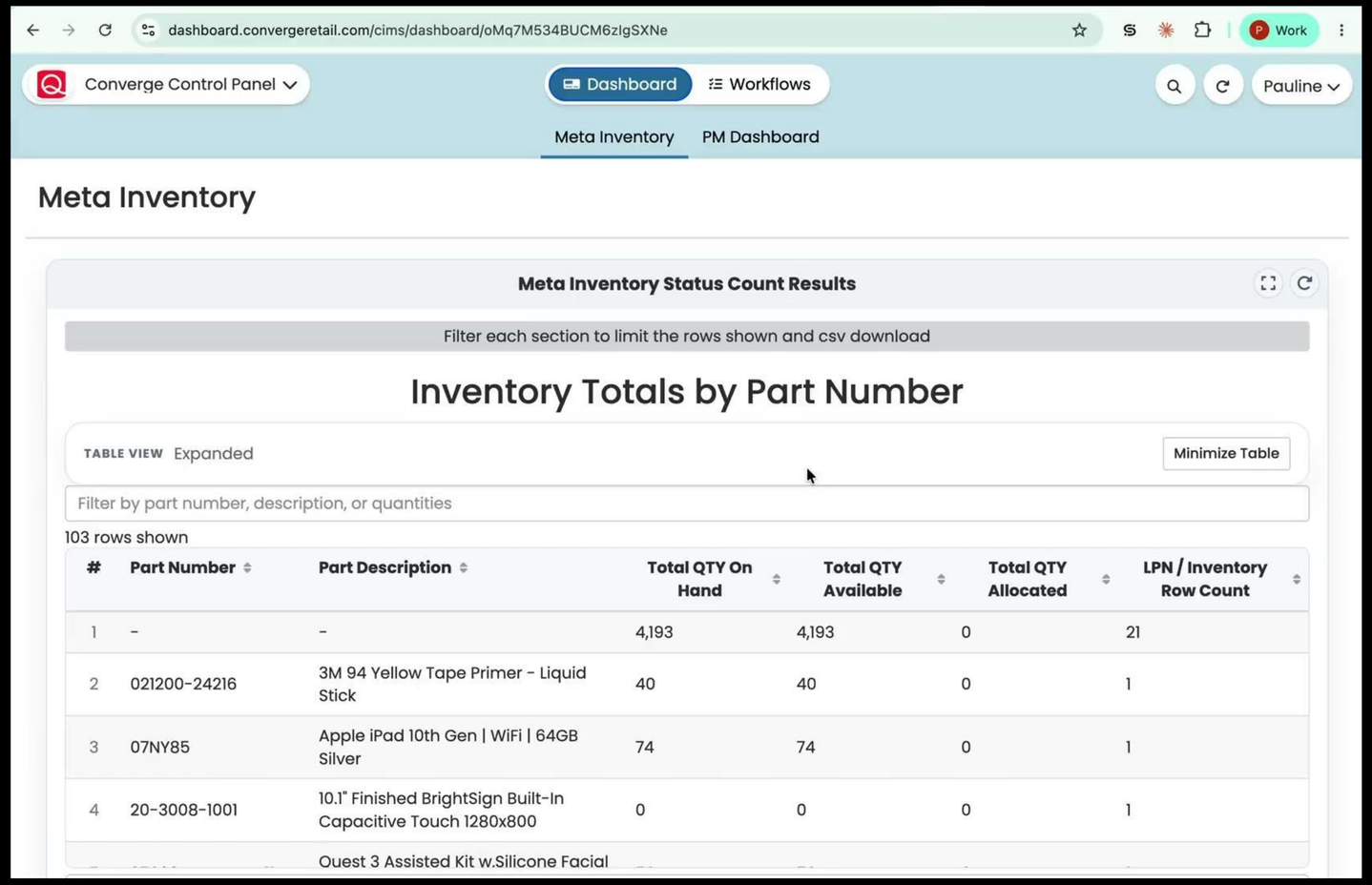
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SaaS pricing as digital deployments scale

Inventory management (CIMS)



PP

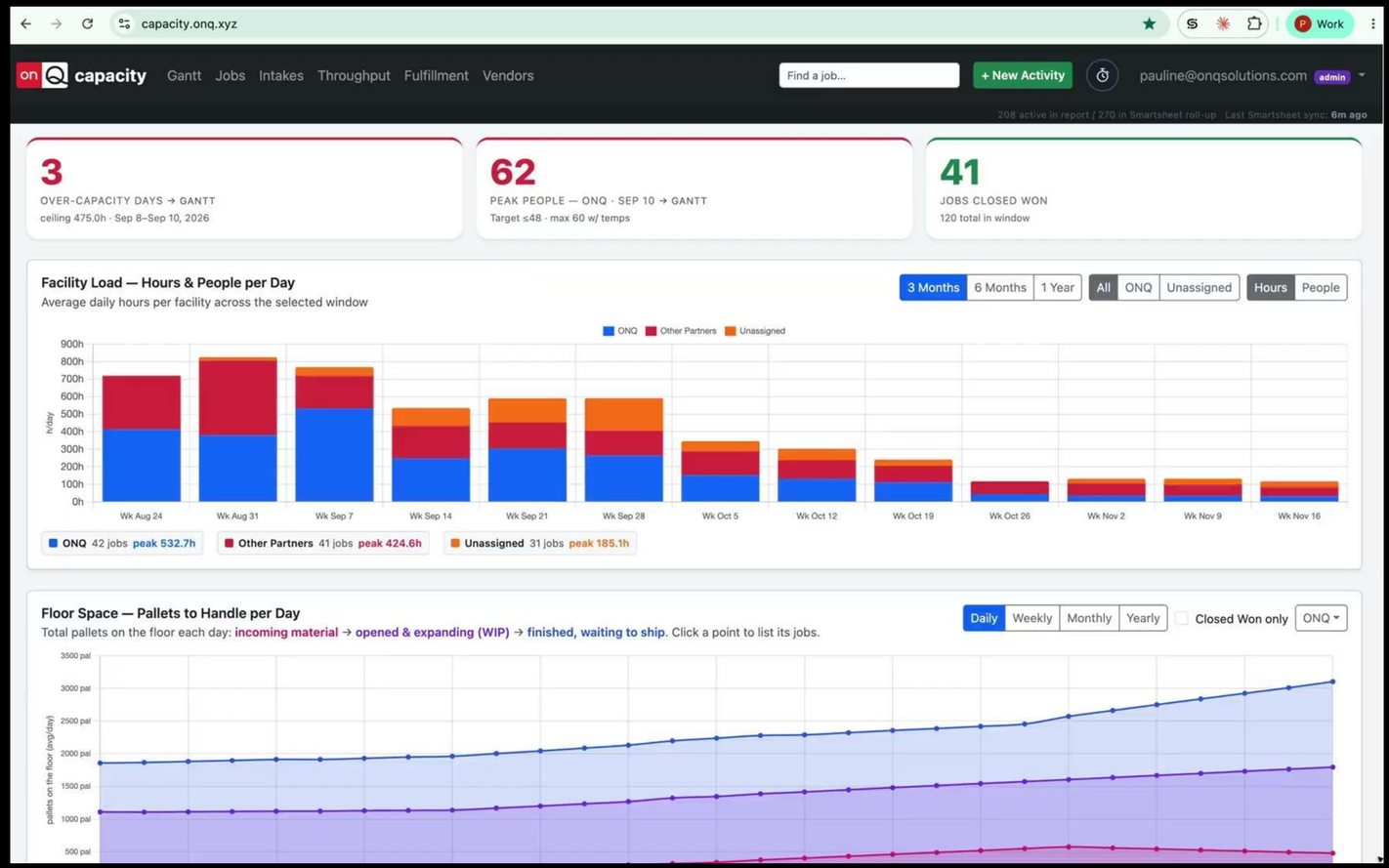
OUR SOFTWARE

onQ converge

onQ inventory

onQ capacity

onQ studio



What we're investing

Deeper retailer integrations

SaaS pricing as digital deployments scale

Inventory management (CIMS)

Capacity planning - Smartsheet & Excel Integration ingestion

PP

Source workbook: S28

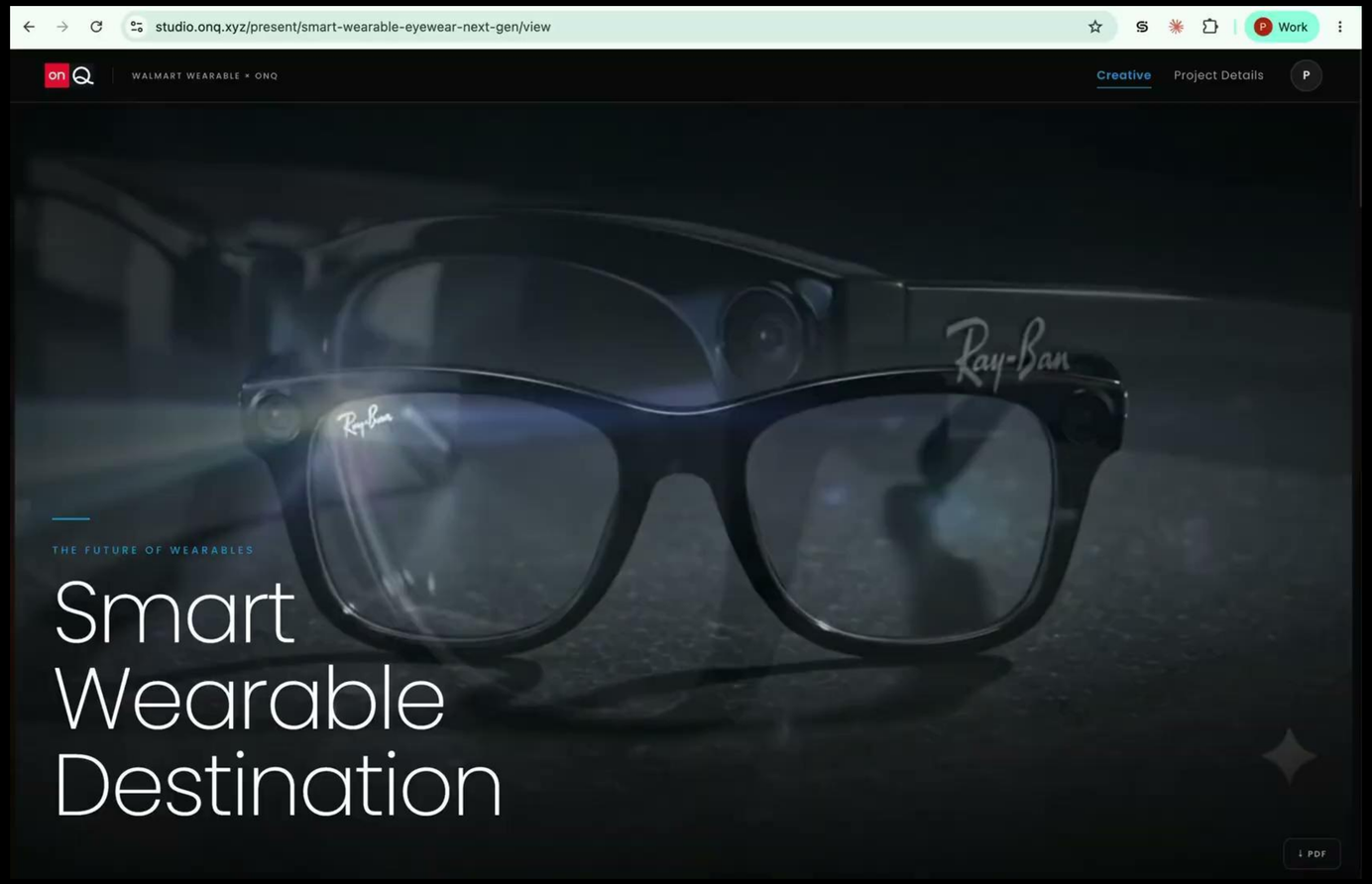
OUR SOFTWARE

on converge

on inventory

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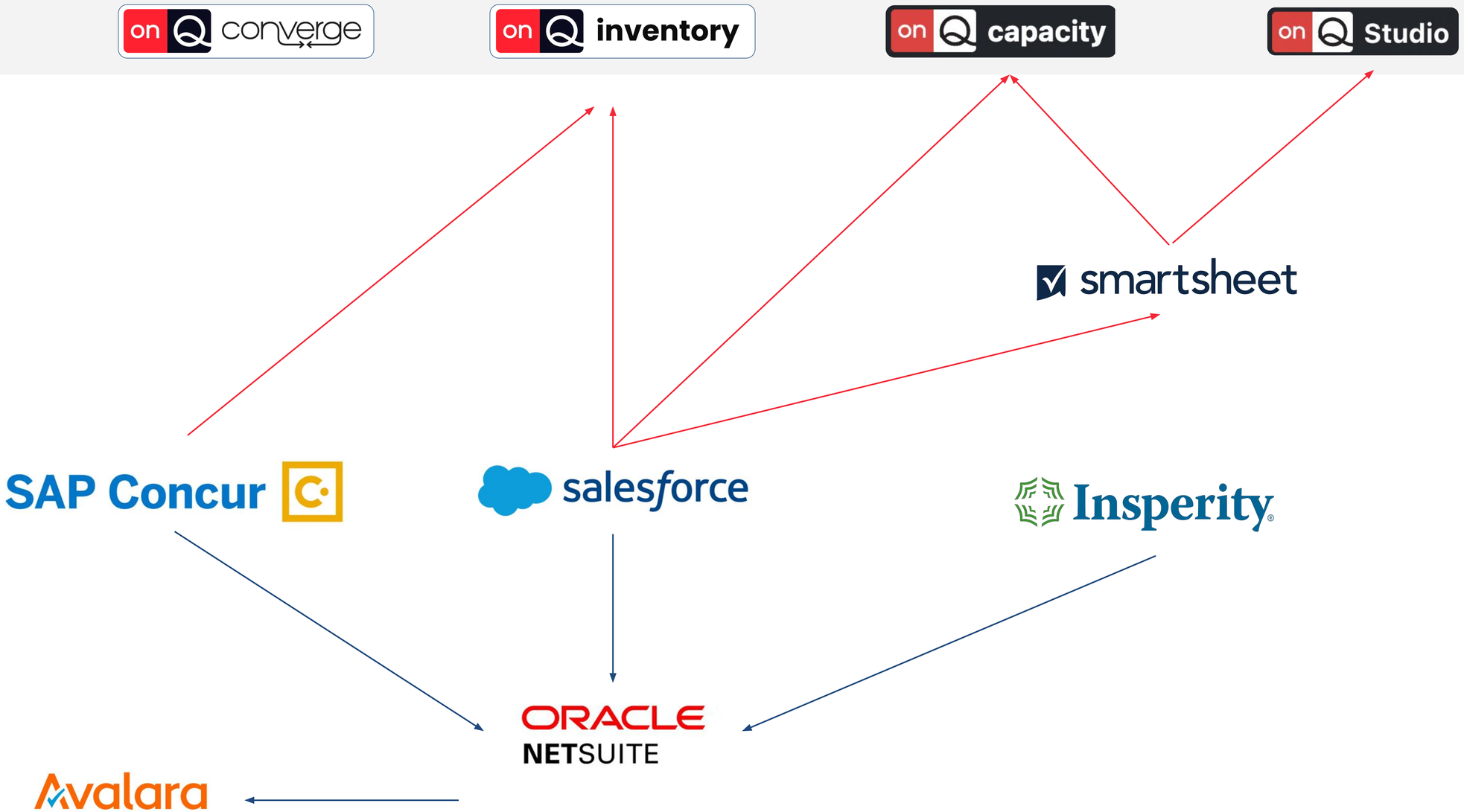
Capacity planning - Smartsheet & Excel Integration ingestion

Sales enablement (studio), presentations for now.

PP

Source workbook: S28

Proprietary

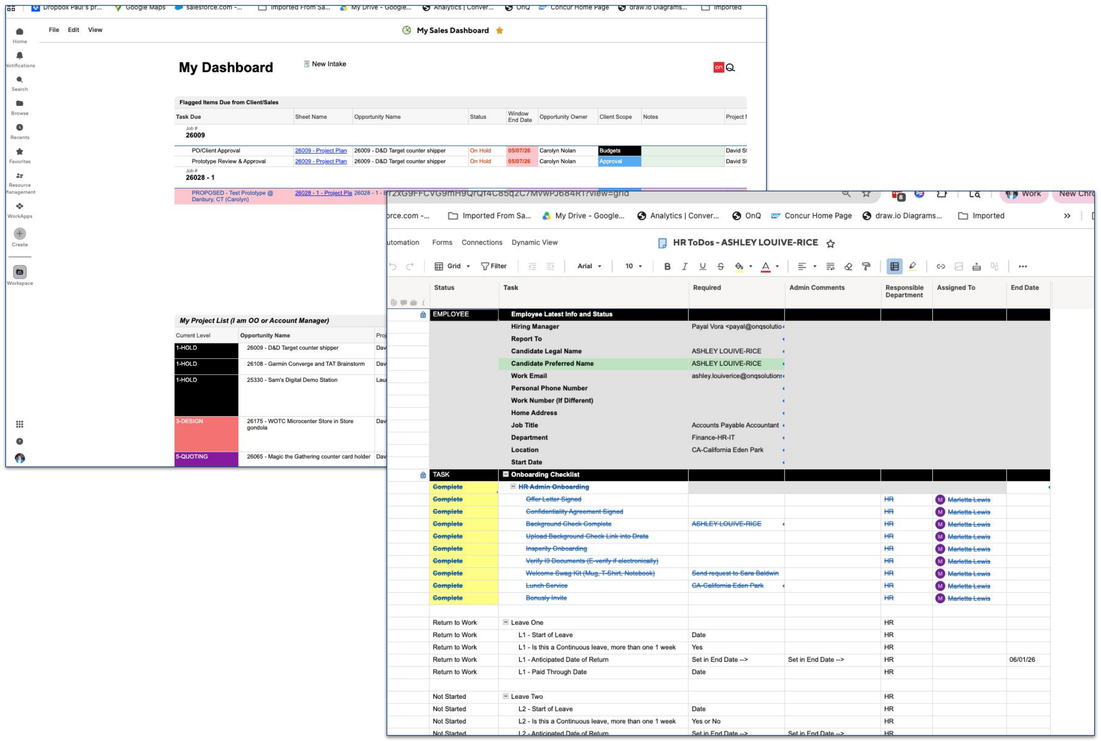


*Connected by Celigo

PP / CN

Systems - Workflow

Smartsheet - Workflow & On/Off Boarding



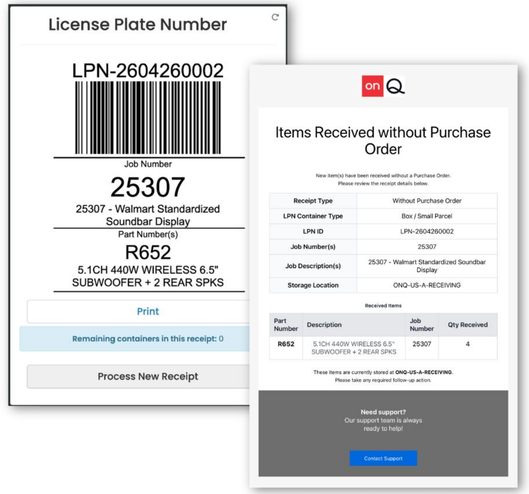
OnQ Inventory (CIMS)

Inventory Receiving & Tracking

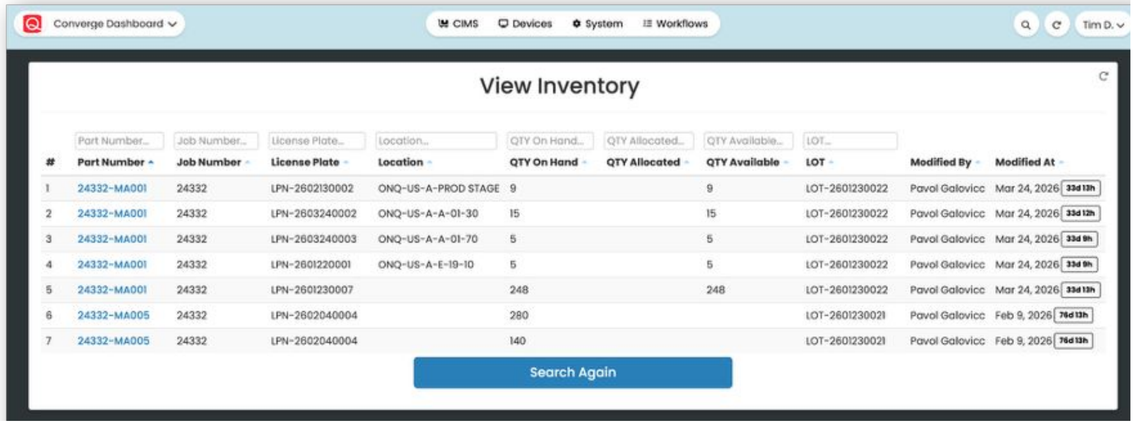
LPN Assigned to Every Part Receipt
Unique identifier for every item received

Tracks Job, Part, Location
Know exactly what you have and where it is

Automated Email Notifications
Instant updates when inventory is received



Carolyn



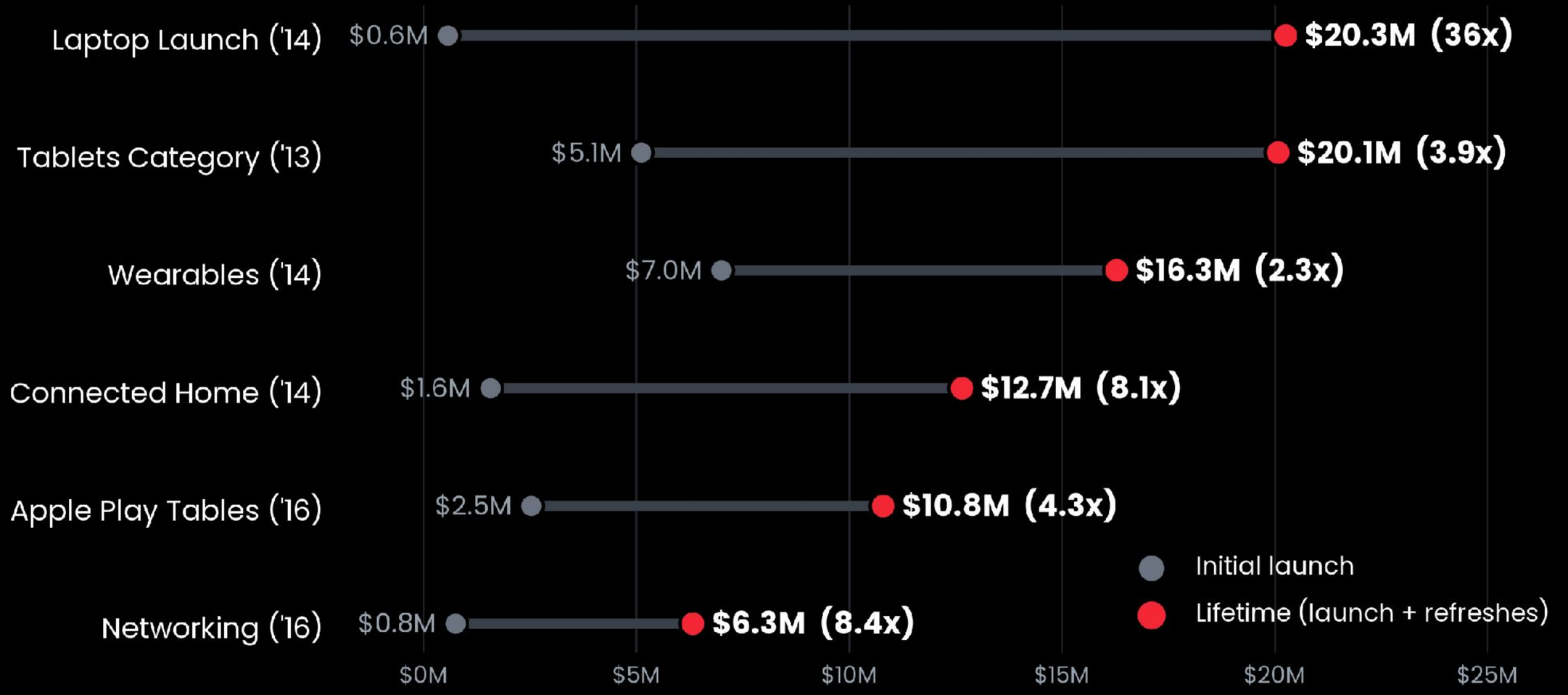
MODEL



CN

Initial launch + lifetime revenue per program family

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



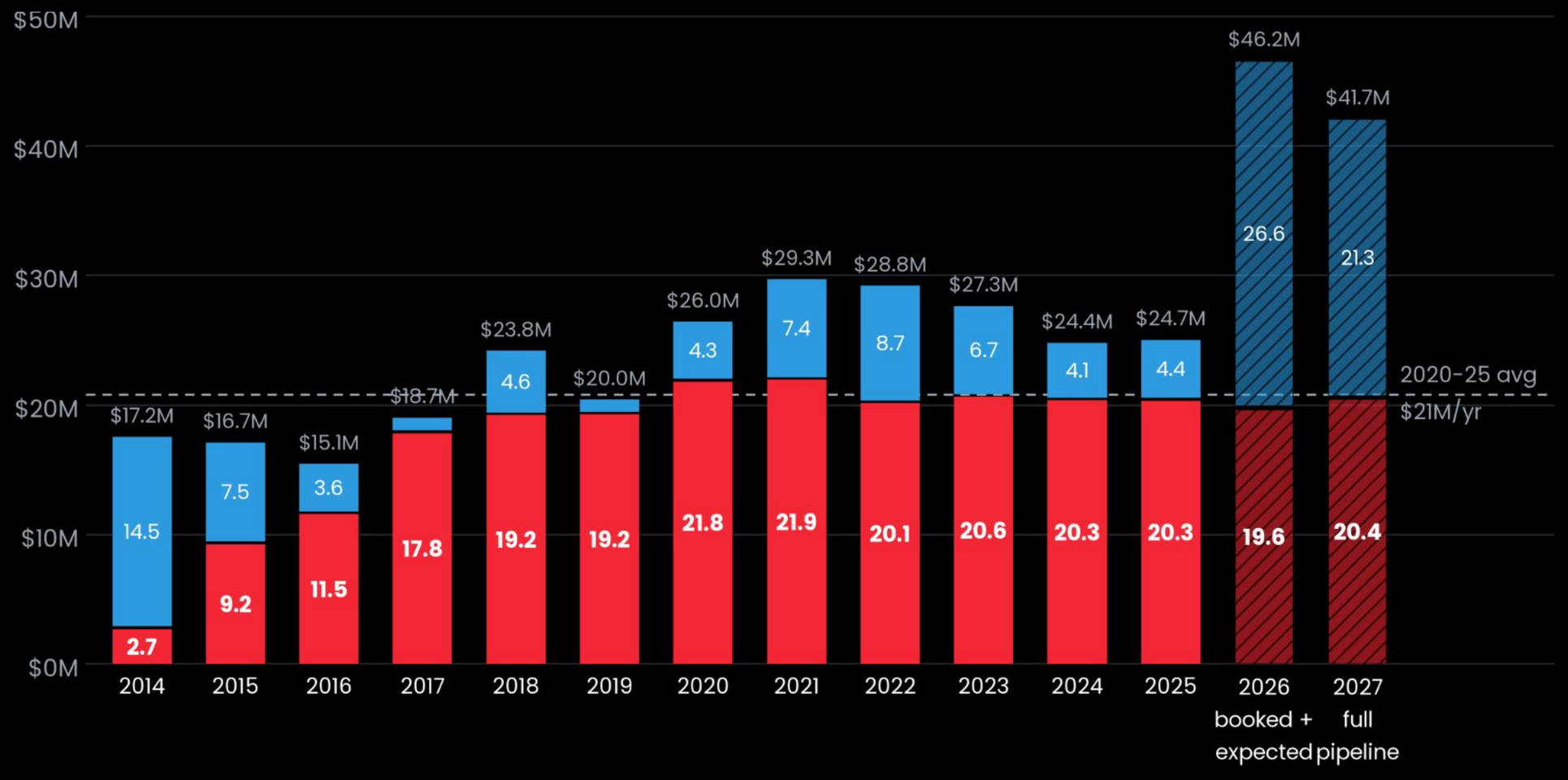
Source workbook: S02

The category model: Land and Expand





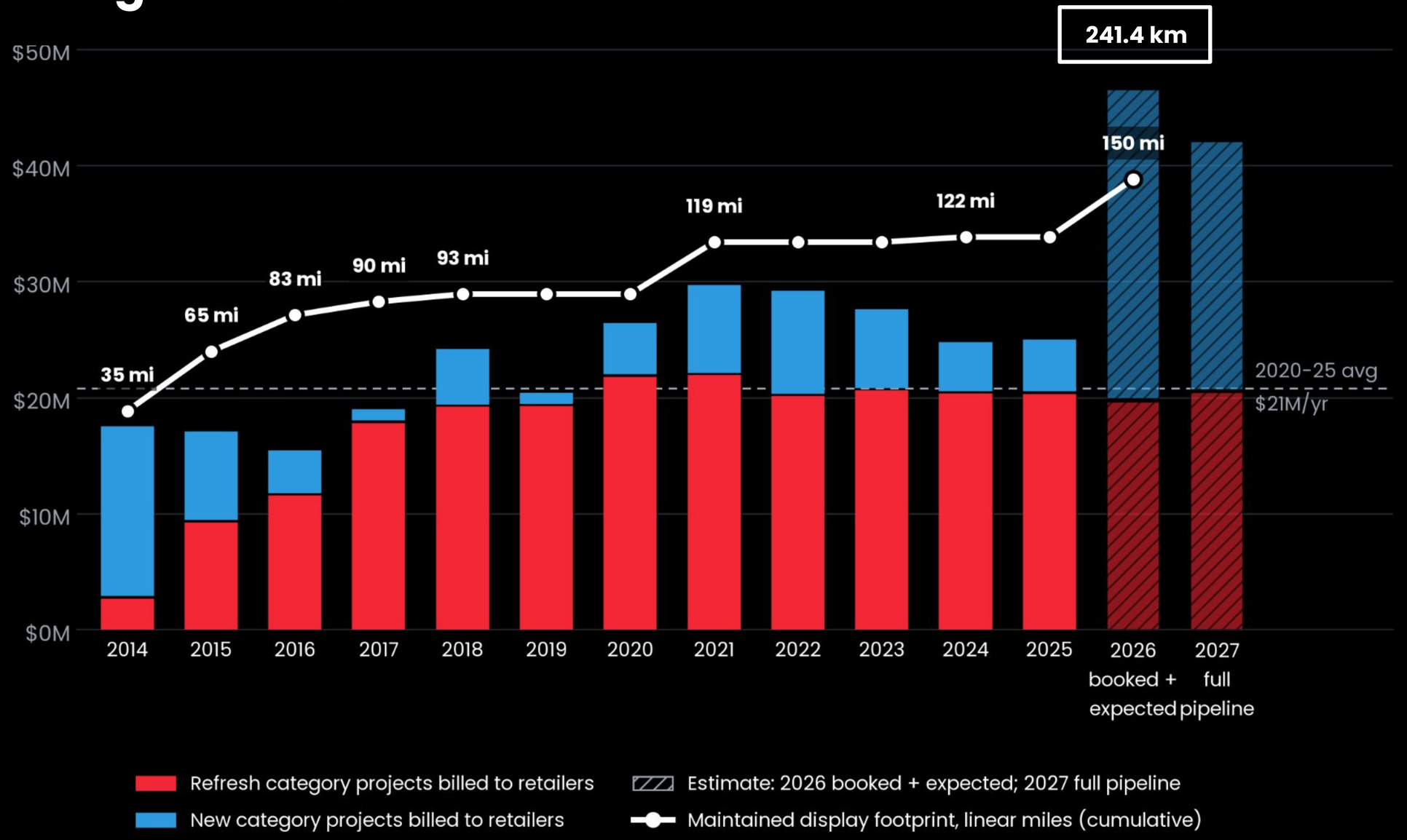
Recurring revenue



CN

Source workbook: S17

Recurring revenue



PC

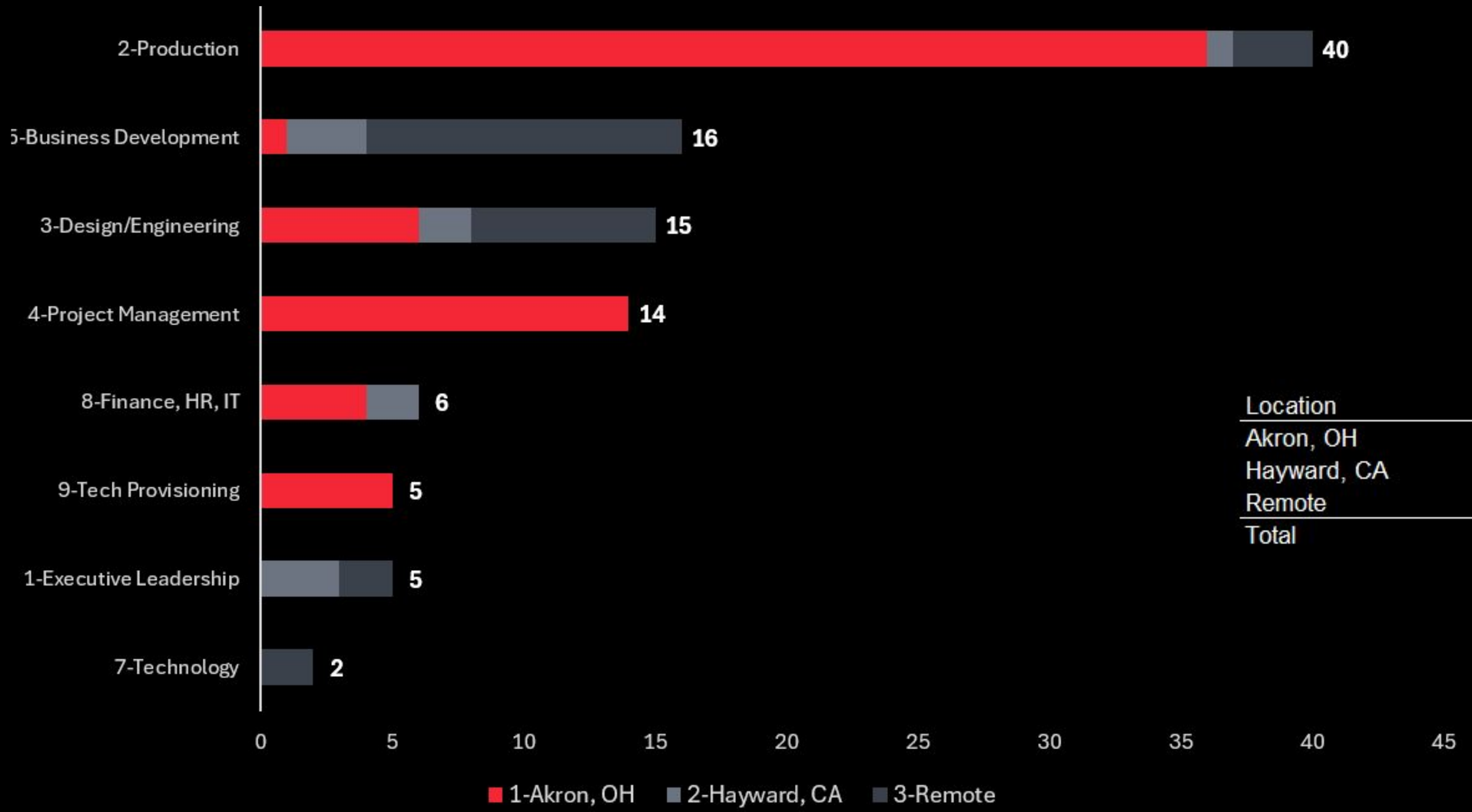
Source workbook: S17

FORECAST



JL

103 team members by location



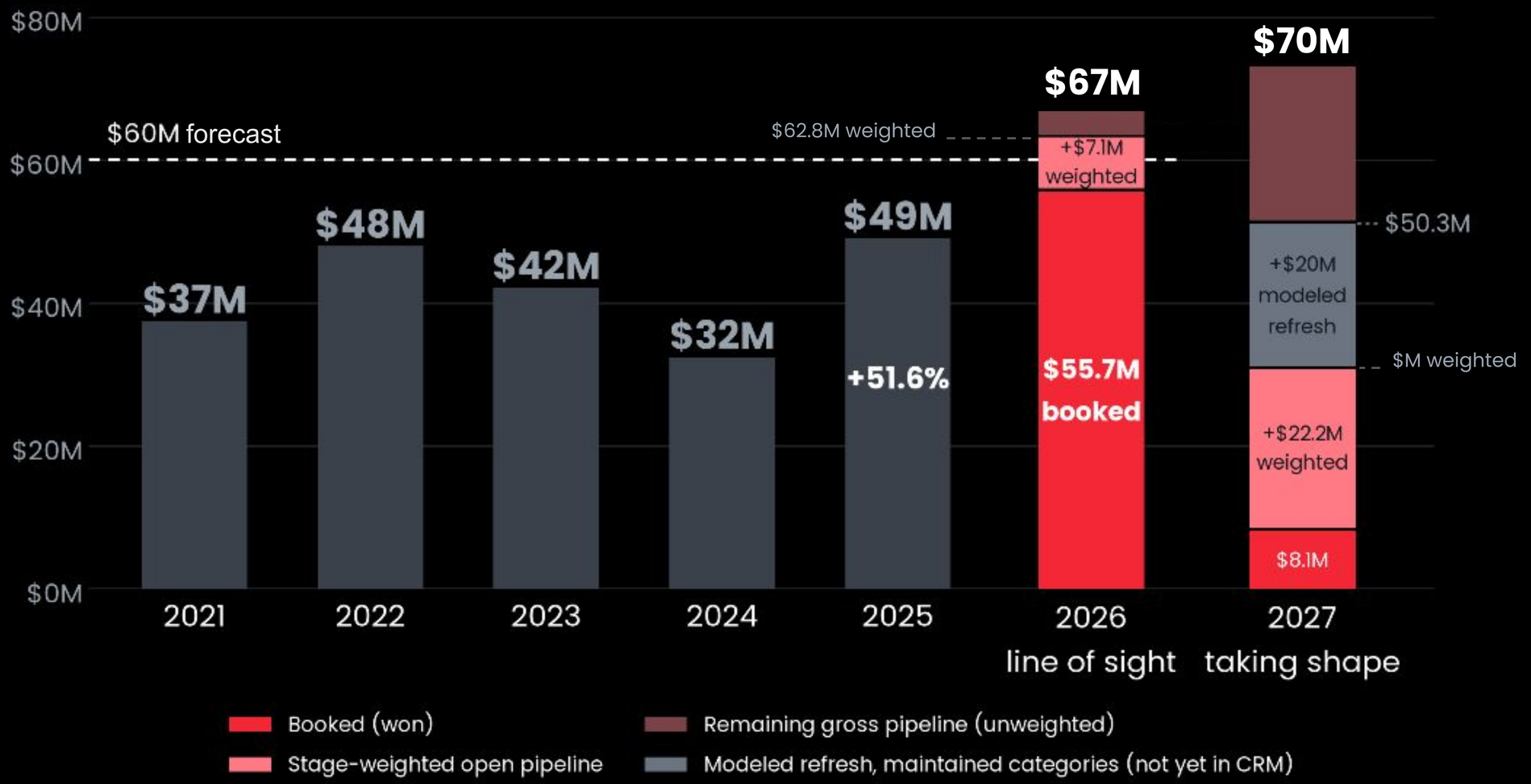
Location	# of Empl
Akron, OH	66
Hayward, CA	11
Remote	26
Total	103

JL

Source workbook: S22

Revenue by Year

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



JL

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%

JL

Source workbook: S42

Adjusted EBITDA outlook for 2026

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



JL

Source workbook: S10

Thank you

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Hayward, CA · Akron, OH

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