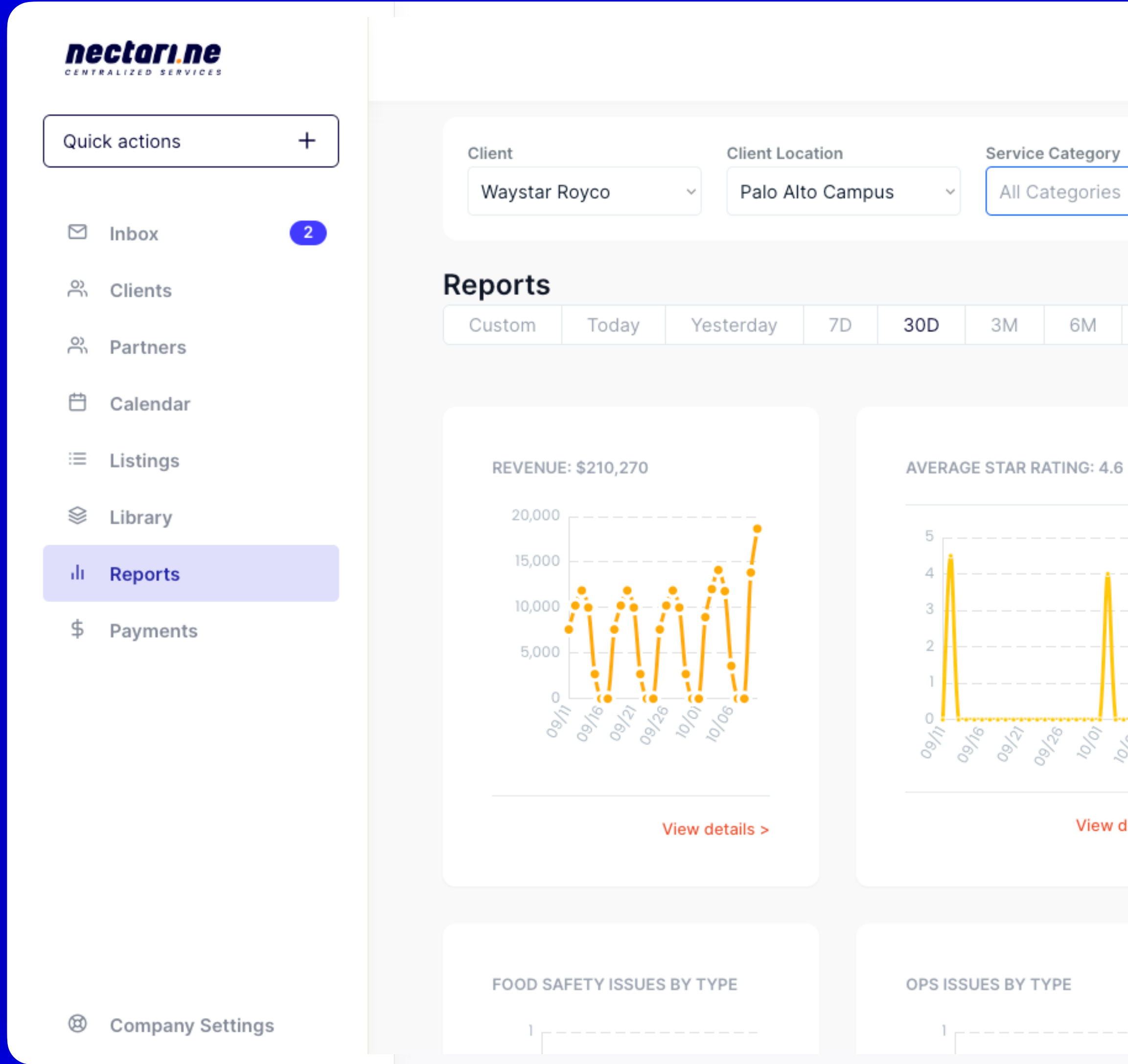


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CENTRALIZED SERVICES

Our Story

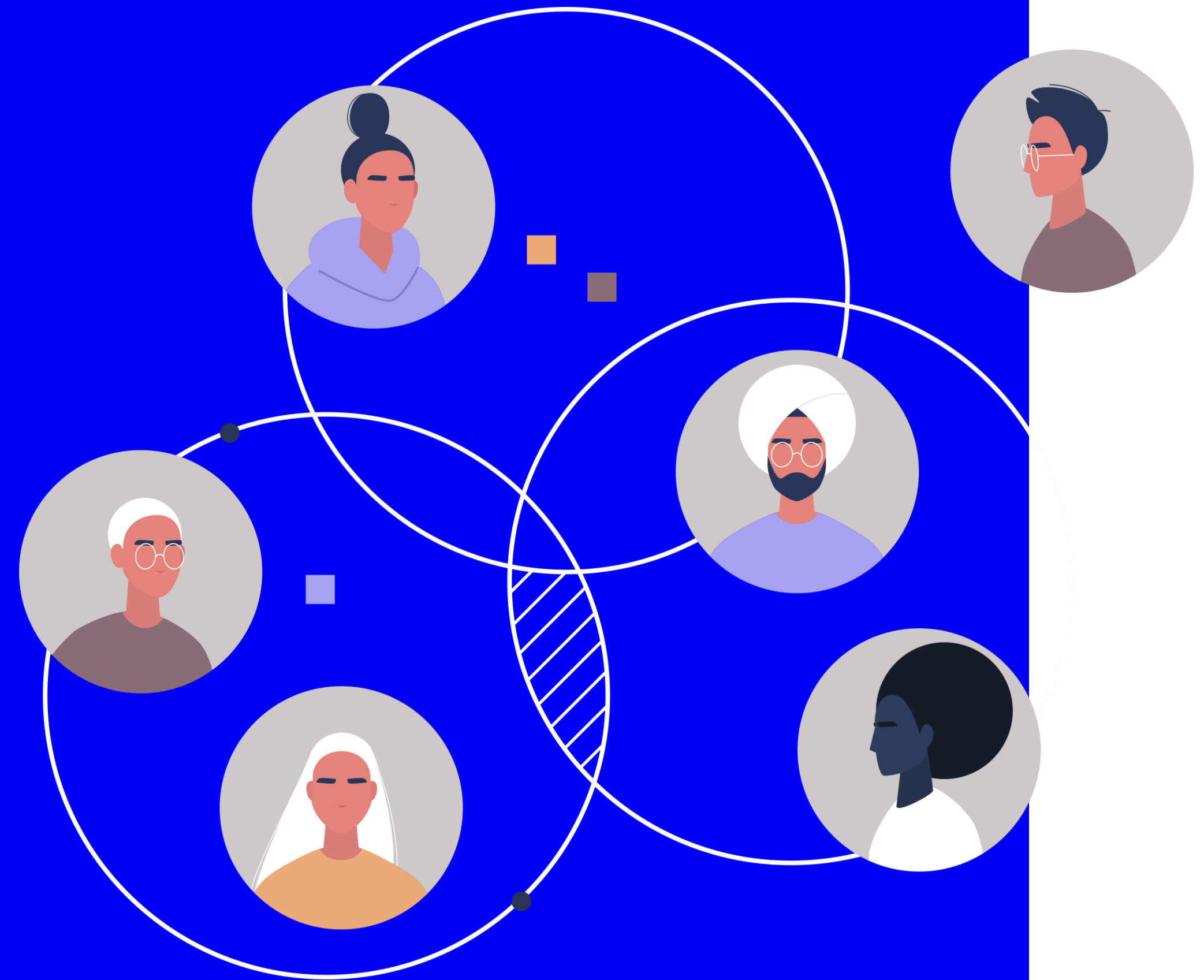
Prior to Nectarine, our Founder scaled and sold a corporate services business. He saw that clients and operators lack a centralized administrative view of their programs.

We built Nectarine to be the one stop digital storefront for service companies.



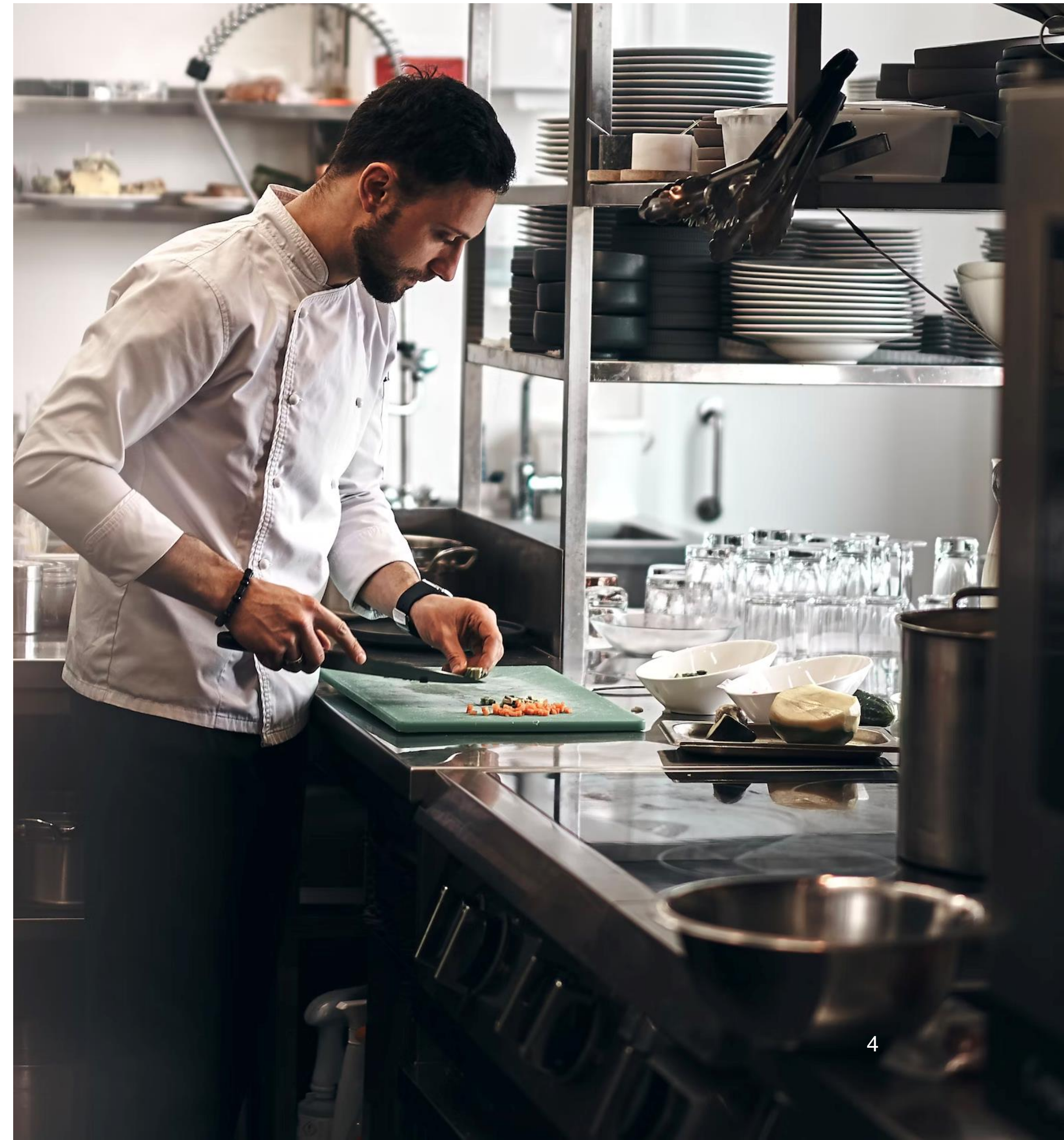
Our Mission

Provide flexibility, transparency, and control for both clients and vendors engaged in the delivery of corporate services across multiple locations.



Vendors Use Antiquated Tools

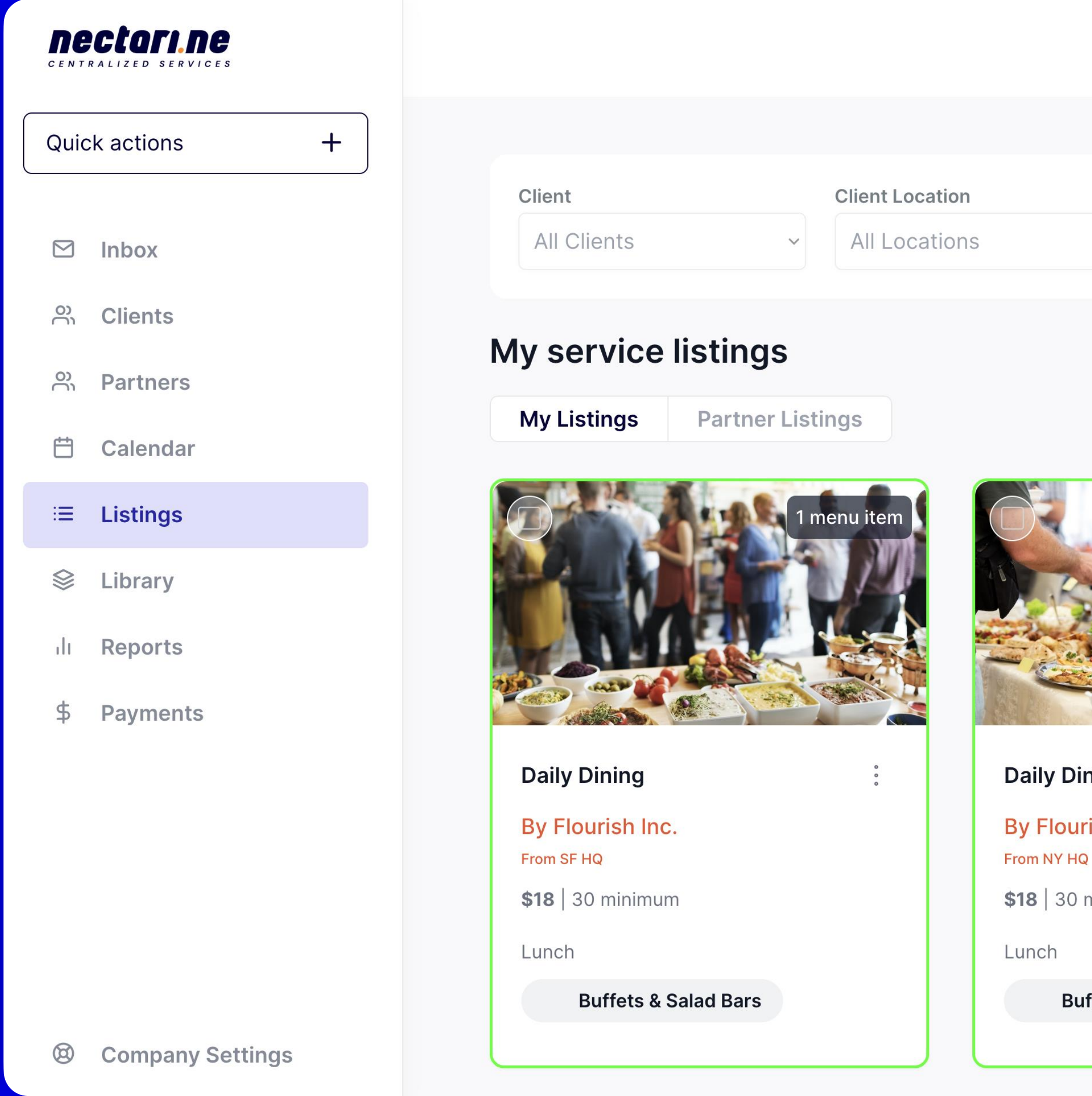
Ask any service provider about menu management, change requests, waste tracking, issue reporting, or sub-contracting and you will learn that they are drowning in spreadsheets.



Clients Are Flying Blind

Clients of service businesses have no way to digitally manage their programs and no way to easily access important information.

These problems compound when clients are managing multiple vendors across multiple locations. We believe our market network solves this by centralizing all vendors under a single operating framework. We provide a single source of truth and a single point of contact.

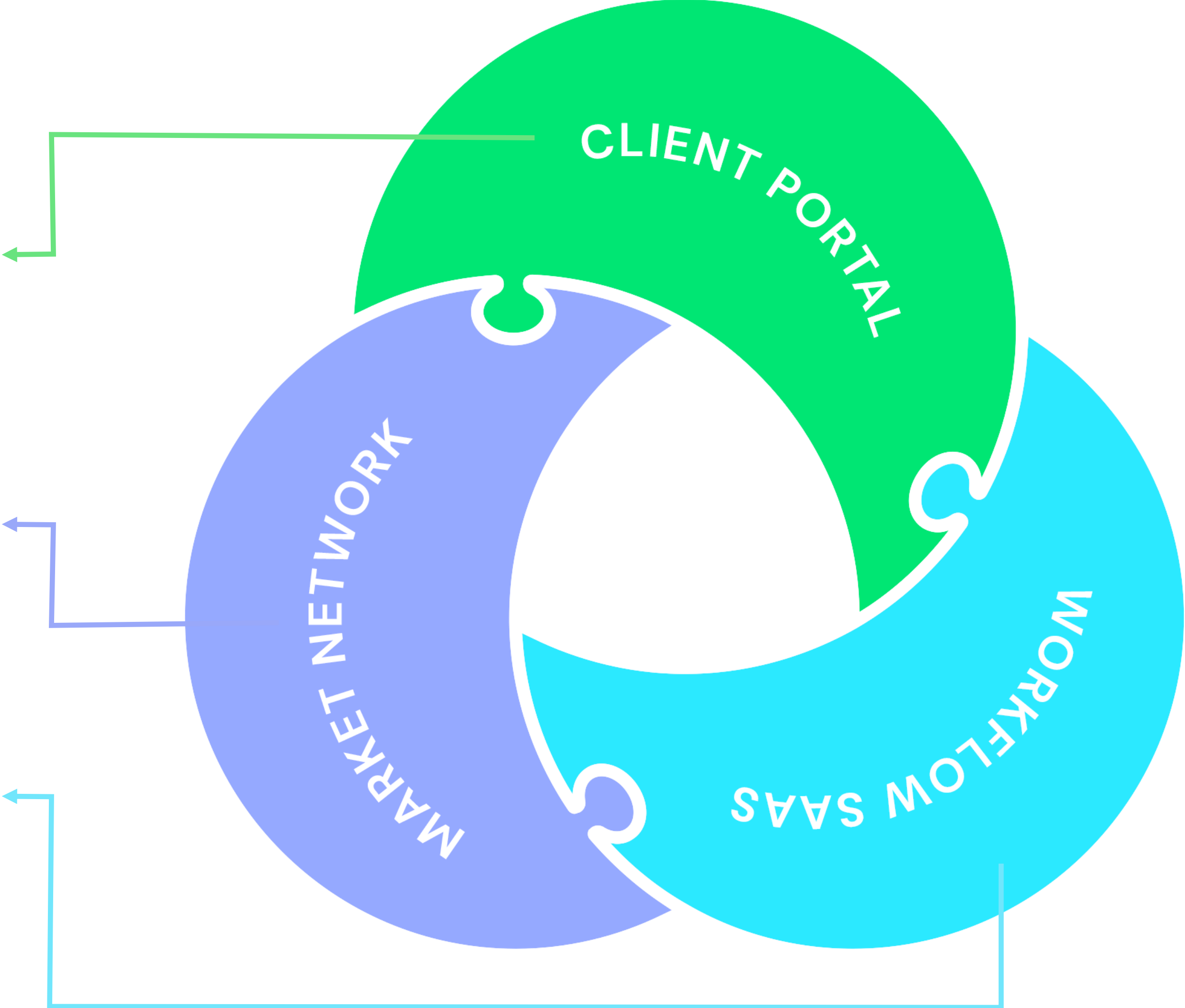


The Problems We Solve

Transparency: services often span a variety of office locations. Some sites receive all the attention, while others operate in the dark. Our portal solves for this “invisible spend”.

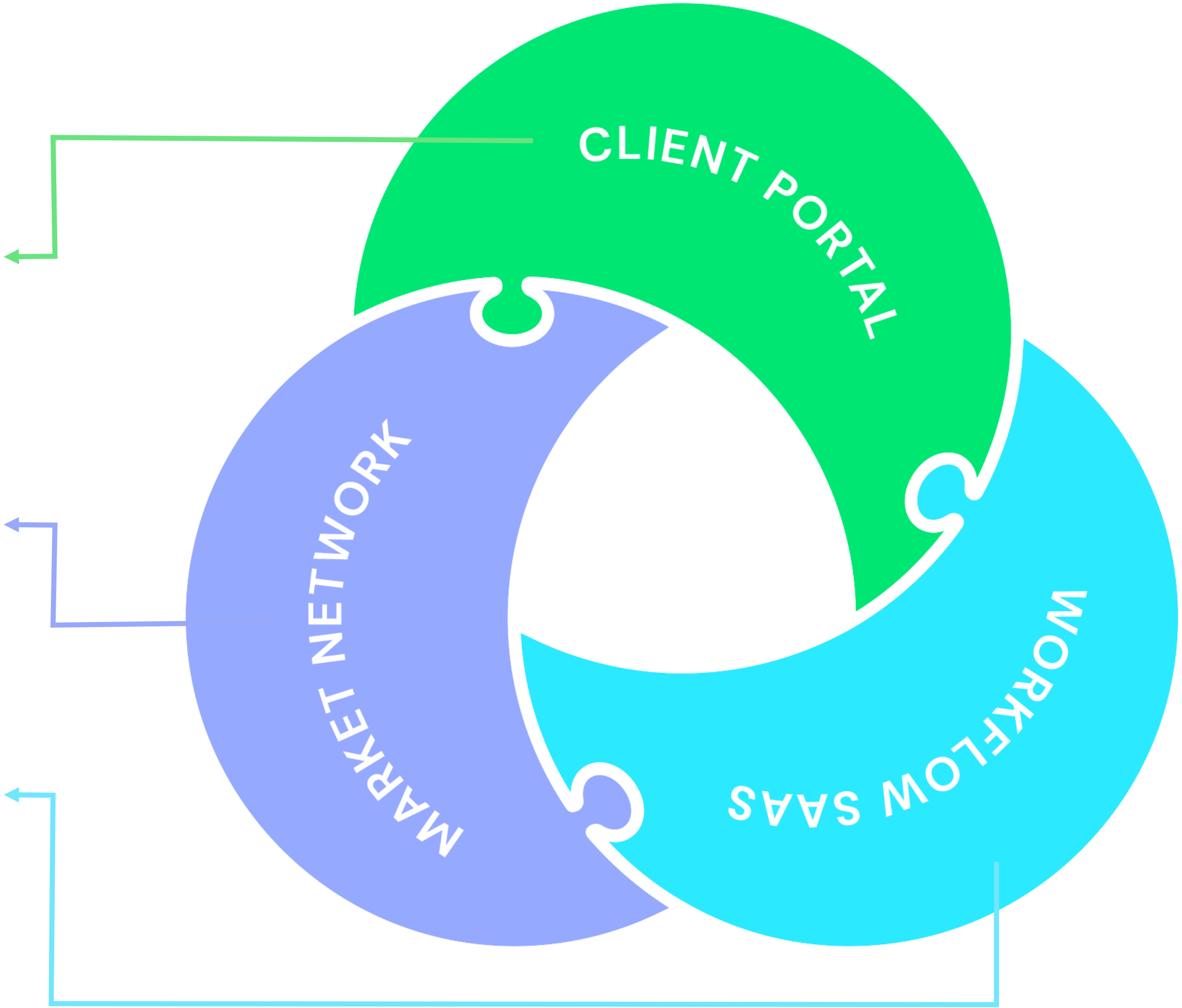
Flexibility: service providers are often stretched into locations where they have limited capabilities. Through centralized partner management, we empower greater service potential and unlock new channels for additional profit.

Control: service programs are complex, and teams use too many disparate tools to solve for this. Our operating system provides a centralized administrative view so that leaders can make better decisions.



Feature Overview

- ✓ Service Catalog
- ✓ Booking
- ✓ Invoicing
- ✓ Payments
- ✓ Service Calendar
- ✓ Ratings & Reviews
- ✓ Dashboard View
- ✓ Custom Reports
- ✓ Professional Network
- ✓ Easy Subcontracting
- ✓ Centralized Control
- ✓ Expanded Capabilities
- ✓ Automated Partner Revenue
- ✓ Messaging
- ✓ File Sharing
- ✓ Contract Mgmt
- ✓ e-Signature
- ✓ Tasks
- ✓ Approvals
- ✓ Forms
- ✓ Flows

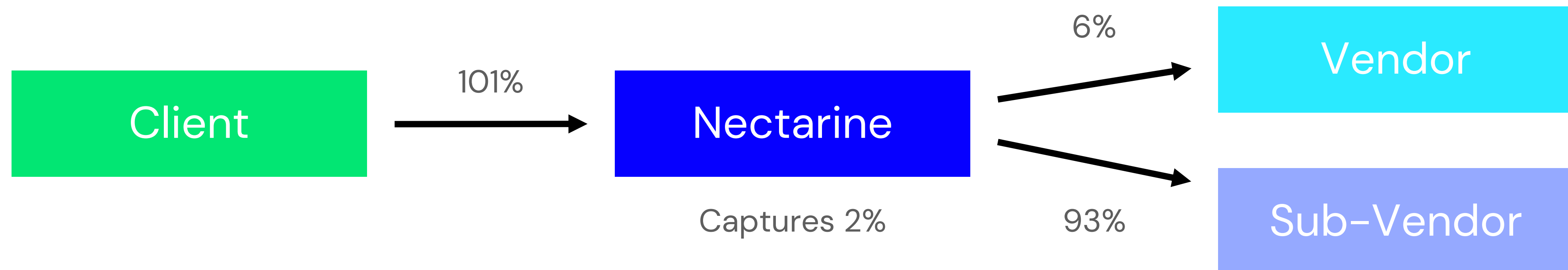


Business Model

For Services Provided Directly by The Vendor



For Services Provided by A Sub-Vendor



Use Case – Large Property Management Firm

Imagine a large property management firm with a portfolio of office buildings across the U.S. Some of these buildings will have full service cafes and onsite kitchens, but others will rely on a network of outsourced catering partners and service providers. Nectarine gives Property Management Integrators the opportunity to drive the end user and client experience for underserved populations, solve for food deserts, gain visibility and control of spend, and generate previously unrealizable bottom line contribution.

Assumptions

- Property Management Portfolio Locations: 2000
- Avg. Occupancy per Property: 500
- Underserved Locations with Limited Access to F&B: 1000
- Avg. Food Spend per Person per Day: \$4
- Avg. Days per Week in Office: 3
- Food Spend per Year at Underserved Locations (150 days): \$300M

ROI = \$18M per year

Average Partner Revenue Share at
Underserved Locations: 6%

Use Case – IFM Service Provider

Imagine a large facilities management firm with a portfolio of clients in office buildings across the U.S. Some of these offices will have full service cafes and onsite kitchens, but others will require a network of outsourced catering partners and service providers. Nectarine gives IFM service providers the opportunity to drive the end user experience for underserved populations, solve for food deserts, gain visibility into spend, and generate previously unrealizable bottom line contribution.

Assumptions

- IFM Client Portfolio Locations: 500
- Avg. Occupancy per Property: 500
- Underserved Locations with Limited Access to F&B: 250
- Avg. Food Spend per Person per Day: \$4
- Avg. Days per Week in Office: 3
- Food Spend per Year at Underserved Locations (150 days): \$75M

ROI = \$4.5M per year

Average Partner Revenue Share at
Underserved Locations: 6%

Use Case – Property Owner

Imagine a large commercial property owner with a portfolio of office buildings across the U.S. Some of their buildings will have full service cafes and onsite kitchens, but others will depend on a network of outsourced catering partners and service providers. Nectarine gives the portfolio property owner visibility to often invisible spend, drives service and experience to underserved populations, and generates previously unrealizable bottom line contribution.

Assumptions

- Buildings in Portfolio: 200
- Avg Occupancy per Property: 1,000
- Underserved Locations with Limited Access to F&B: 100
- Food Spend per Person per Day: \$4
- Avg Days per Week in Office: 3
- Food Spend per Year at Underserved Locations (150 days): \$60M

ROI = \$3.6M per year

Average Partner Revenue Share at
Underserved Locations: 6%

Advantages

Existing Model

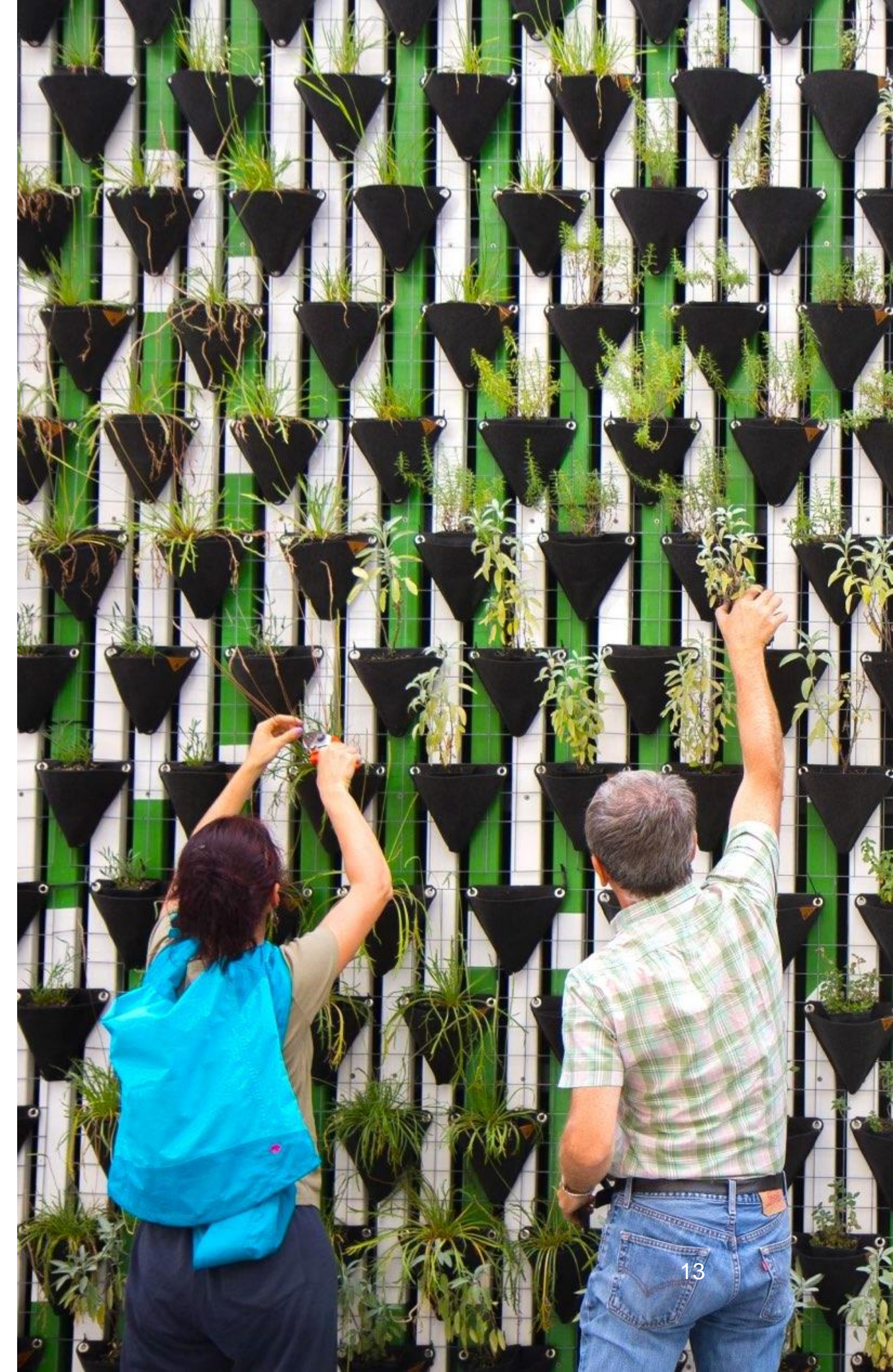
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|-----------------------|---|--|
| <p>Transparency</p> | <p>No digital client portal No self-service reporting</p> | <p>Unprecedented insights and visibility Reporting and analytics Traceable and sustainable</p> |
| <p>Communications</p> | <p>Fragmented across email, conversation silos, and various project trackers</p> | <p>Single platform for all communications, providing a single source of truth</p> |
| <p>Partnerships</p> | <p>Ad hoc, clumsy, and opaque Lack of viable options No central form submission</p> | <p>By centralizing all partners on the same set of tools, we increase accountability, optionality, and the speed of change</p> |
| <p>Process</p> | <p>Manual and antiquated</p> | <p>Leverage a modern OS for process automation and efficiencies that scale as you grow the program</p> |
| <p>Procurement</p> | <p>Traditional painful RFP process</p> | <p>Marketplace to access and secure relationships</p> |

Impact

Sustainability

Intelligence eliminates waste. Our core mission is to increase flexibility, transparency, and control for service providers and their clients. We do that by centralizing operational and financial data in an administrative view that empowers leadership to make better decisions. Beyond our built in waste tracking features, we are partnering with organizations to provide us with relevant supply chain data that can help our customers to calculate food miles, carbon impact, and water usage.





Health, Safety & Community

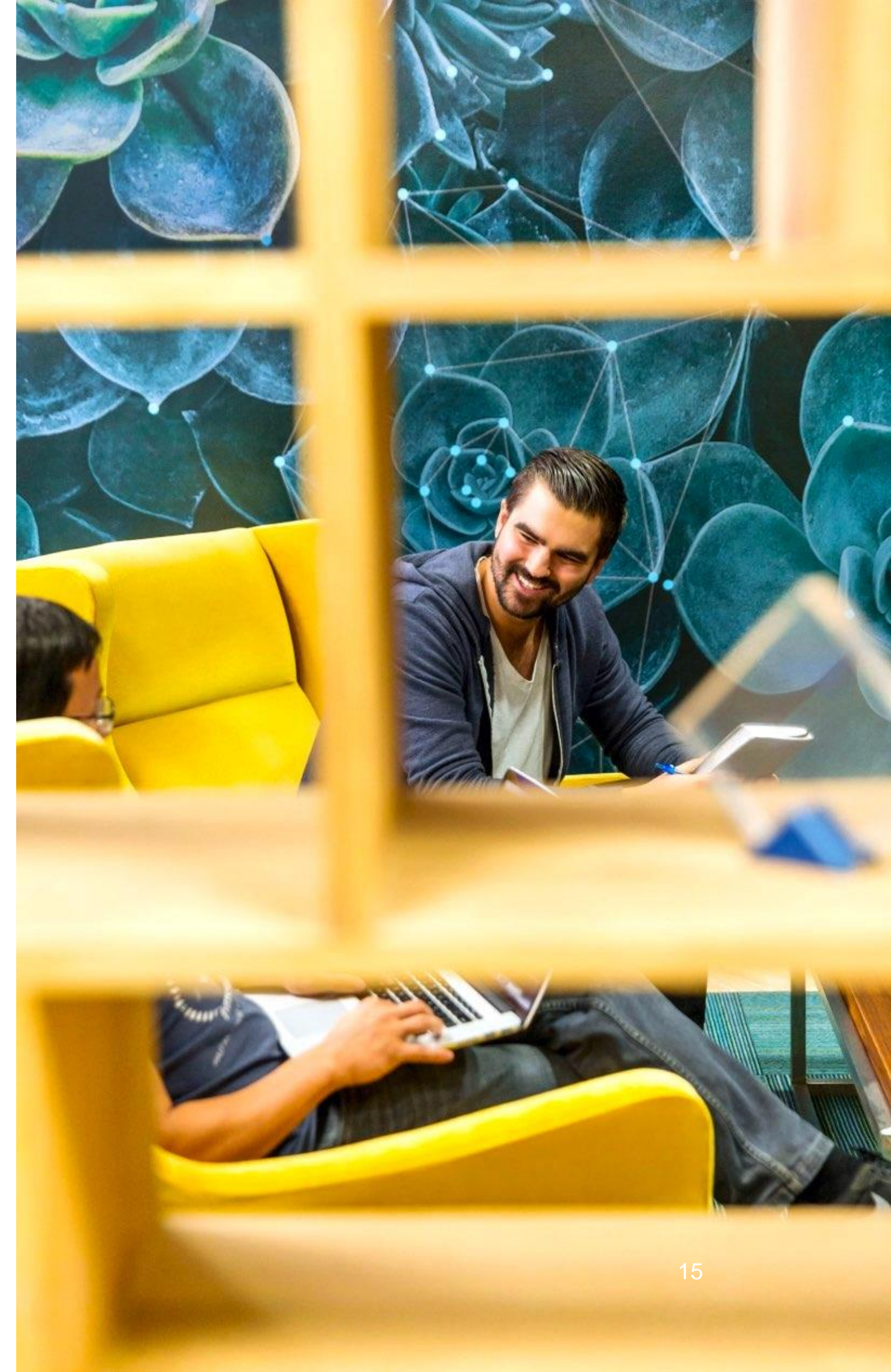
Access leads to opportunity. We act as an API from the ground to the cloud by enabling line-level workers to submit safety and operational issues in real time. This creates open dialog and swift resolutions for improved service and a healthier workplace. Beyond that, we see our market network features as a way for some smaller local businesses to participate in large corporate partnerships. By centralizing their reporting and standardizing their processes on Nectarine, these smaller community players are able to be included without increasing program complexity.





Ethical Business

Compliance eliminates conflicts. Our deal structure is simple. Vendors pay for Nectarine through small transaction fees. Vendors have the opportunity to negotiate partnership agreements with the subcontractors they engage on Nectarine in the service of their clients. The clarity of the automated framework assures accounting integrity and transparency.



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Jeff Kraft | Founder & CEO |