



**“We believe technology  
should be a liberator for  
our Clients, not a threat.”**

# Forward-Looking Statements



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# The Problem?



- Rising security concerns and increasing regulatory compliance have led to a rise in dependence on managed services.
- The COVID-19 pandemic has expedited the massive adoption of technology while SMEs are caught in the middle of the transition with lots of roadblocks involved with network security, data protection and connectivity solutions.

# Nerds On Site is the Solution!



**NerdsOnSite** is the “technology expert” that comes directly to SME and residential Clients and provide them with complete & competent IT solutions.

## Valuepropositions:

- Established national & international network of carefully vetted and trained technology experts called EntrepreNERDs(**eNERDs**).
- NERD’s franchise business model makes NERD’s services highly available regardless of the locations that customers are in.
- The centralized database and knowledge-sharing platform allows an individual eNERDor project team member eNERDto solve all technology issues effectively and efficiently.
- Partnerships with highly credible technology solution providers give NERD the ability to meet the wide range of technology needs of SME & residential Clients whether it’s repairing a printer, or providing enterprise grade network security.

# Targeting the Booming Market of Managed Services\*

**US\$223  
Billion**

**Value of the global  
managed services  
market in 2020**

*–Markets And Markets  
research report*

**US\$329.1  
Billion**

**Expected value of the  
global managed services  
market in 2025**

*–Markets And Markets  
research report*

**97.9%**

**Percentage of  
SMEs in Canada**  
*–Government of  
Canada report*

**90%**

**Of the business  
population in  
North America are  
SMEs who are the  
key driver for  
economic growth**

*–Office of the United  
States Trade  
Representative*

**30+  
Million**

**Number of SMEs in  
North America**

*–Office of the United States  
Trade Representative*

\*"managed services" refer to the management of the in-house operations of an organization by a third-party managed service provider. Managed services aid in enhancing operations and cutting down on organizational expenses. Managed services also help to control ongoing expenditure, along with the sharing of risks of the latest technologies with a third-party service provider

# Investment Highlights

- ✓ **ADAMnetwork, an investment of NERD**, is a proprietary security software solution that runs an advanced screening process for every network that a business interacts with, effectively sealing off almost any risk of cyber security leaks.
- ✓ **Exclusive partnership with Staples Canada** enables NERD to reach and potentially service Staples' network of 1.7 million SME Clients across the country.
- ✓ **Successful business model** is based on carefully vetted and trained independent contractors (eNERD) in Canada and franchise expansion in the US. NERD is also actively seeking M&A opportunities for further business development and expansion.
- ✓ **NERD is the go-to option for Canadian SMEs** and residential Clients whenever on-site or remote IT solutions are required.
- ✓ Revenues growing steadily quarter over quarter, while the burn rate keeps decreasing. **Expecting to be profitable in H2 2021.**



# Services & Revenue Model



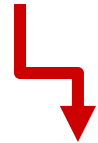
Has a background in technology/IT/computer science



Over **250** technology competencies and counting.



**Certified Entrepreneur (eNERD)**-fully educated and equipped with technology competencies that are capable of handling all IT/technology needs for an SME Client.



**IamaNerd.com**  
-Centralized database & knowledge-sharing platform which is also a system for billing, purchasing and communicating among eNERDs and between eNERDs and the Company.



An eNERD has the advantage of using Nerd's corporate marketing materials and benefits from corporate **brand-awareness** campaigns



eNERDs are able to offer and provide monthly IT support contracts to SME Clients and enjoy monthly recurring revenue

# Strategic Partnerships



## Technology solution providers:



# Strategic Partnerships



## Business development opportunities:



**Staples:** Offering IT services with a suite of curated programs and resources that will provide the support that over 1M SMEs need to successfully and securely run their businesses



**ADAMnetwork:** Potential Increase in revenue and expansion of Client network as a result of COVID-19 pandemic causing more people to work from home

# Key Milestones



## 2019

- Technological advancements in the Cyber Security Defense and Response programs to protect existing Clients and rescue new Clients who are under attack.
- Completed a successful ReBoot training focused on protecting Clients from the \$7 trillion cybercrime industry; training was conducted and completed on the Company's full SME-Secure Protocol and included presentations from world security leaders HPE, AdamNetworks and Managed By Nerds.
- Accelerated client acquisition in Florida.

## 2020



- NERD's 'AdamNetworks' investment receives US and European patents for "Don't Talk to Strangers" cybercrime defeating technology.
- Increased revenues and expansion of Client network as a result of COVID-19 pandemic causing more people to work from home.

## 2021



- Announcement of two-phased partnership agreement with Staples Canada to service Staples' SME customers.
- Offering IT services with a suite of curated programs and resources that will provide the support SMEs need to successfully and securely run their businesses.

# Roadmap



## H1 2021

- Phase A Staples partnership -soft launch.
- Finalizing Staples account executive training to ensure seamless integration of Staples and Nerds On Site.
- SME-Edge solution to be launched -a fully managed all-in-one network gateway which provides SMEs with advanced protection, internet uptime and power management in a single integrated solution contains Nerds On Site software elements.

## H2 2021

- Expected profitability.
- Focus on growing in existing US cities as well as new locations to get feet on the street to deliver end-point solutions for clients.
- Phase B Staples partnership -consumer pilot launch.

# Capital Structure (as of June 2021)



**\*57.5%  
owned by  
insiders**

Shares Outstanding	89.4 M
Warrants (\$0.25) (Exp. 03/22)	3 M
Options (\$0.15) (Exp. 05/26)	4 M
Fully Diluted	96.4 M
52 Week High/Low	\$0.42/\$0.03
Market Cap	14.08 M

# Management & Board



## **Charles Regan | CEO, Co-Founder & Director**

35+ experience as an entrepreneur, business coach and keynote speaker. Background in Systems Design Engineering from University of Waterloo and Business and Commerce at McMaster University.

## **John Harbarenko | Co-Founder & Director**

Incepted Nerds On Site in 1995, John has been overseeing a variety of aspects of the company's operations and development, including the training of employees, Client development and marketing. He received a degree in Business Information Systems in 1994 from Fanshawe College in London, Ontario.

## **David Redekop | Co-Founder & COO**

Incepted Nerds On Site in 1995, David has been overseeing various aspects of the company's operations and development, including IT infrastructure and operations management, employee training, Client management and dealt with contractors. He studied Computer and Actuarial Science at the University of Waterloo.

## **Rakesh Malhotra | CFO**

CFO, accountant and finance professional who has acted as CFO for various companies listed on the TSXV and OTC. Rakesh has his CPA designation in both Canada and the US and is proficient in IFRS and GAAP.

# Management & Board



## **Kevin Ernst | Director**

28 years of extensive capital market and banking experience in the public and private financial sectors. Kevin has held senior level positions at Merrill Lynch, UBS, Amex and the NYSE. He has a MBA in finance from Rutgers University.

## **Eugene Konaryev | Director**

A business developer and private entrepreneur who has executed numerous small and medium business transactions. He was a partner and co-founder of Go Capital, a Toronto-based private equity firm. Eugene also has a B.Sc. in computer science from the University of Toronto.

## **Nicole Holden | Director**

Nicole is the Chairman of the Audit Committee, Technical Director of the Professional Practice at the Center for Audit Quality and is the Assistant Chief Auditor for the Office of the Chief Auditor at PCAOB. She has a MS degree in accounting and information systems from the Kogod School of Business at American University.

## **Jack Smit | Director**

23+ years of experience in the finance industry. Former President and CEO of Libro Financial Group. Jack is a Certified General Accountant and graduated from Queens University's Executives Program.

# Contact Us

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