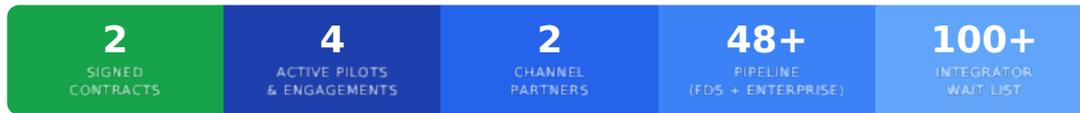


# Sales Pipeline & Revenue Forecast

**BLEEDIO TECH**  
March 2026 | Seed Round

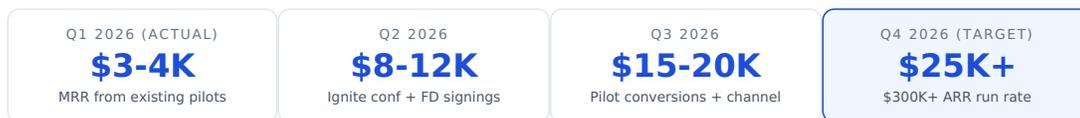
## PIPELINE FUNNEL



## ACTIVE PIPELINE DETAIL

ACCOUNT	VERTICAL	STAGE	TYPE	EST. ACV	NEXT STEP
<b>Chevron</b>	Oil & Gas	DEPLOYED	Direct	\$150K-\$250K	Expand to additional refinery sites; renew contract
<b>Fire Dept #1</b>	Public Safety	SIGNED	B2G	\$5K-\$10K	Deploy and collect reference data
<b>Fire Dept #2</b>	Public Safety	SIGNED	B2G	\$5K-\$10K	Deploy and collect reference data
<b>Snap-on</b>	Industrial	PAID PILOT	OEM / Channel	\$300K-\$500K	Validate embedded integration; convert to OEM contract
<b>Lufthansa Industry Solutions</b>	Maritime	CHANNEL PARTNER	Channel	\$200K-\$400K	Formalize reseller agreement; first cruise line deployment
<b>Oracle Red Bull Racing</b>	Motorsport	ENGAGEMENT	Direct	\$50K-\$100K	Technical evaluation; POC scope
<b>Texas A&amp;M University</b>	Education	PILOT	Direct	\$25K-\$50K	Smart campus expansion
<b>Carbon Reform</b>	Climate Tech	PILOT	Direct	\$15K-\$30K	Environmental sensor network deployment
<b>48 Fire Departments</b>	Public Safety	PIPELINE	B2G	\$240K-\$480K	Ignite Conference (Apr 2026); demo + sign
<b>2nd Oil &amp; Gas Major</b>	Oil & Gas	TARGET	Direct	\$100K-\$200K	Chevron reference; intro via industry contacts

## REVENUE FORECAST (2026)



## CHANNEL & DISTRIBUTION STRATEGY

<b>Lufthansa Digital Services</b> <b>CHANNEL RESELLER</b> Resells BleedIO connectivity platform to aviation and industrial clients across their enterprise customer base. Multiplies reach without founder-led sales.	<b>Snap-on (Embedded)</b> <b>OEM / PRODUCT INTEGRATION</b> Exploring building BleedIO mesh connectivity directly into Snap-on's industrial product line. Converts entire Snap-on customer base into BleedIO network users.	<b>Integrator Network</b> <b>100+ WAIT LIST</b> System integrators waiting for partner program launch. Each integrator serves 10-50+ enterprise clients, creating multiplicative distribution.
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## KEY PIPELINE EVENTS

<b>Ignite Conference (FD/FR Expo)</b> APR 2026 Major fire department and first responder conference. Primary channel for scaling FD pipeline from 2 signed to 50 by year-end.	<b>2nd O&amp;G Company Engagement</b> 2026 H2 Leverage Chevron proof point to open conversations with additional oil & gas operators. Target: signed pilot by Q4 2026.	<b>Partner Program Launch</b> 2026 H2 Formalize integrator partner program to convert wait list into active channel revenue.
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**Pipeline assumptions:** ACV estimates based on current pricing (\$3-\$5/device/month, \$25K-\$60K per network install). Fire department ACV assumes 50-100 devices per department. Enterprise ACV assumes multi-site deployments. Channel revenue estimates based on standard reseller margin structures. All figures are management estimates and subject to sales cycle timing.