



®

MasterMind•Tech

IAQ SUITE

OVERVIEW HOSPITALITY

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PRODUCT OPTIONS

We have 2 options of products.

1. **The all-in-one product.** It is the device that contains all systems of **Noise Control, Cigarette Smoke Control and Indoor Air Quality Monitoring (CO₂, VOCs, microorganisms (viruses, bacteria, fungi and protozoa), temperature and humidity)** in real time.

Different combinations are also possible, depending on the need, for example: noise + cigarette smoke, air quality + noise, air quality + cigarette smoke.

2. **Separate systems on independent devices.** This option is for Property Managers who want to use a specific system, or who want to install it in different locations in the same property.

The device, which **covers 150 m²**, is **connected by WiFi** to our own Management Platform, with different options and functionalities (**sanction collection management, demonstration of the incident for the client, notification centre, advanced statistics**, among many others).

In addition, we provide:

- **Assistance with installation and training** in the use of the system (free and online).
- **Free Occupancy Control System** from 50 units and upwards.
- **Our marketing specialists create for our clients a tailor-made holistic marketing promotional plan (adapted to the company) thanks to our systems.** For example, for our client in Seville we created an "out-of-the-box" loyalty programme based on the philosophy of wellness and sustainability that our products inspire (free of charge from 100 units).
- **On-site installation by our team** (additional investment).
- **Sustainable property certifications**, which will **impress guests** and **increase** their **satisfaction**, as well as, on a general level, **the sustainability of a brand**.

PAYMENT METHOD

One-time payment with no recurring fees. Our client will "forget" about MasterMind • Tech financially after the implementation of the devices, unlike all our competitors, who charge high monthly/annual recurring fees.

- No permanence.
- We work with price escalation. Example for the Noise Control product.

Item Description	Qty	Price €	Total €
Noise (including Cigarette Smoke according to the promotion)	1	208	208
	10	165	1.650
	50	122	6.100

*Prices without VAT and shipping cost

USPS. WHAT MAKES US DIFFERENT

1. **Track record and experience:** we were born 4 years ago in the **medical and industrial sectors**, where we **provide monitoring solutions** for particles, gases, microorganisms, viruses, bacteria, fungi, protozoa, **following meticulous medical and industrial norms and regulations**.

With this we want to say that monitoring tobacco and noise is “child's play” for a company that has devices in operation in European hospitals (Hospital Quirón, Hospital La Fe, Les Hôpitaux Universitaires de Genève...) and in industrial companies (WAM Spain, Tecna, Veneporte...).

2. **Technology:** MasterMind • Tech **knows scientifically and technically exactly how our products work**. Our competitors do not. If you ask them, they will tell you that Competitor's tobacco detection works with artificial intelligence, but they cannot tell you anything else. **The reality is that a large number of new customers come from using other systems, precisely because tobacco detection doesn't work for them**. Also, as engineers, we would never trust artificial intelligence on its own, without the support of other sensors (particle and chemical).

3. **Price:** this point is the clearest of all: Our competitors charge excessive annual subscription. In addition, they also charge for the physical device. **We offer one-time payment that includes the device, free online OnBoarding, maintenance and software updates.**

4. **Action during/after the noise/tobacco incident:** What happens once noise is detected? Our competitors have extra expensive subscription services in which they call or visit the accommodation. However, in most cases this does not solve the problem. In the next few days we will be launching a **product capable of triggering the electricity differential in the accommodation every time a noise incident is detected**, thus **nipping the problem in the bud**. In addition, we allow the management of sanctions for tobacco/noise incidents from our Platform.

5. **Certifications:** our **Certifications, provided to our clients free of charge**, have a **strong scientific-technical basis**, unlike similar Certifications, and allow direct application to globally recognised certifications such as **WELL or LEED**.

COMPLEMENTARY SYSTEMS

PartyStop: our must-have system to tackle the noise problem and put an immediate end to partying. PartyStop integrates with your accommodation's electrical system and allows you to interrupt the electricity supply to one or more rooms or spaces for as long as you wish, once an inappropriate noise level has been detected. .

OccupancyCheck: our reliable occupancy control system for your accommodation. Included in any device for purchases over 50 units.



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