



April 18, 2016

## **GoodLux Asset Auction – SunSprite (Lot B) FAQ**

In response to questions from several buyers requesting more details about the assets and products associated with the SunSprite business being offered in Lot B, we have prepared the following FAQ. This information is provided to the best of the Company's knowledge and buyers are encouraged to do their own diligence. Please let us know if you have any questions: please contact Myron Kassaraba at 617-871-9558 or email: [goodluxassetsale@mjkpartners.com](mailto:goodluxassetsale@mjkpartners.com).

### **General:**

#### Why are the assets being sold?

We believe light tracking is more compelling as a part of a broader product or larger strategy. Since we do not have sufficient expertise outside of light tracking, we decided the best way to capture value is to sell the company.

### **Product (hardware):**

#### Technically, what differentiates SunSprite's tech from other portable light/UV checkers?

We were the first visible-light detector to provide feedback to users, and have obtained issued US patents around this feature (see Lot A - IP Overview).

#### What are the hardware specifications?

- Visible sensor is Vishay TEMD6200FX01 ambient light sensor featuring a photopically-corrected Si photodiode that measures ambient light in lux.
- UV sensor is a Roitner GUVA-C22SD, measures UVA & UVB in units of UV Index.
- Microcontroller is Nordic 51822
- Visible sensor: 430 - 610nm
- UV sensor: 240 - 370 nm

### **Product (software):**

#### What is SunSprite's technology stack?

- Mobile Applications (iOS, Android): iOS written in Objective-C, Android written in C# using Xamarin, with a nearly-complete port of Android app in native Java.
- Backend (application servers, database, etc.) all provided via Kinvey.com.
- API written in Python, running on same webserver as website.
- 1and1.com shared hosting for website & API.
- Security is handled by Kinvey.

What kind of support will be provided with the software?

All assets are provided “as is”. Separate agreements can be reached outside of the asset sale transaction for consulting assistance.

**Operations and Manufacturing:**

What are the current costs to maintain the legacy SunSprite product?

- Website/API/Data portal -- \$140/year
- Backend (hosted by Kinvey) currently free. Moving forward: free if Android only, \$5k/month if iOS & Android. iOS incurs additional cost due to the app architecture, which could be redesigned. We were an early supporter of Kinvey and have negotiated to remain at free pricing but cannot guarantee the same pricing moving forward.
- Customer support – free (HelpScout.net), average ~3 tickets per week
- Bug fixing Android app would require \$1k Xamarin license

What are the device COGS (materials and labor)?

\$42.14 was the average cost for two production runs totaling 3K units. We have not verified pricing or part availability in the past year.

What kind of tooling is included and what kind of volumes are they expected to support?

Tooling is pre-hardened steel guaranteed for 250,000 cycles.

What is the status of the relationship with the contract manufacturer?

Our accounts are in good standing and they would be happy to continue manufacturing.

Are there any proprietary components?

Yes, the solar modules that were sourced from IXYS(Korea) and the battery sourced from Li-po(China).

**IP/Legal:**

Who are the company’s IP and corporate counsels?

- IP: Bob Sayre of Modern Times Legal, Cambridge, MA.
- Corporate: Adam Ghander of Nutter, McLennan and Fish, Boston, MA.

Are there any meaningful contracts or encumbrances on the assets?

No existing contracts or encumbrances.

***Additional IP information requires an NDA.***



**Users/Sales:**

Number of devices sold by channel:

Indiegogo: 641; Website: 346; Resellers: 449

User metrics and any in-app metrics collected:

Total app users: 2,268. Monthly active users: approximately 200. Average session duration: 5 min 13 sec. 72% of users in the USA.

**Research:**

Have there been any past or current medical/research pilots?

Proof of concept pilots completed. UCSF and University of Colorado are ready for larger pilots. Nothing has been published about the pilots to-date.

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