



## PROFILE SOLUTIONS, INC

### BACKGROUND

Profile Solutions, Inc designs, develops, manufactures and sells security-based identification products and systems that incorporate state-of-the-art security technology to verify a person's identity, or grant physical access. PSI has developed turnkey integrated applications that incorporate our proprietary Access-It hardware platform: We also integrate our applications with biometric technology for additional security when required and other third party hardware manufacturers and developers.

Profile Solutions is a Delaware corporation and is currently trading under the symbol PSIQ and has current information available on OTC Markets.

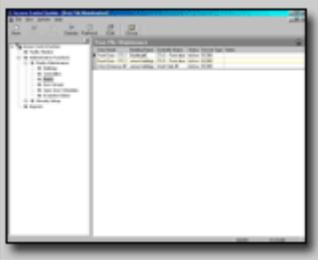
The company's lead products include biometric or proximity based time & attendance and access control solutions, the Access-it product line, targeting Recreational and Medical Marijuana Dispensaries, Retail Stores and Grow Operations, Prison/Work Release/Jail/treatment center fingerprint access solution, and transportation tracking.

The Company has also recently developed the MedSafe, a secure, affordable access control solution for protecting personal belongings or valuables with the touch of a finger or keyfob for positive user access. The PSI MedSafe can be a fridge, floor or wall mounted solution, and can be utilized for residential, commercial or professional use. The product is designed as a secure storage device for critical medications or valuables.

The PSI MedSafe is a temperature controlled unit that utilizes a keypad or fingerprint recognition technology to allow access to only those whose fingerprints are registered. The PSI MedSafe is a standalone unit that includes all the electronics to allow a user to store, delete, and verify fingerprints with the use of a numeric keypad. Stored fingerprints are retained even in the event of power failure or battery drain. The PSI MedSafe has a WIFI connection to communicate to the user via cell phone or computer. The PSI MedSafe can report important data such as expiration dates, reorder dates, temperature readings, user access, etc.

### PROFILE PRODUCTS AND SOLUTIONS

- Our "**Profile A/C**" **Access-IT** systems are designed to permit access to locked buildings, offices or other secured areas only to selected individuals, targeting recreational and Medical Marijuana Dispensaries, Retail Stores and Grow Operations
- Our "**Profile T/A**" systems are designed primarily for use by employers who need to verify the presence of employees at the workplace, and to monitor their time and attendance at work; and,
- **CannaVend** - OEM vending solution targeting the Cannabis Industry ( Currently in development )
- **Lifetstyle ADJUST kiosk** - an identity data application which creates a custom data profile for the individual promoting products, businesses, and advertising for third party suppliers and vendors



### **CANNAVEND FOR CANNABIS DISPENSARIES AND RETAIL STORES**

The company is developing an OEM vending solution to incorporate security, ease of use, and secure identification.

The machine will include touch screen, proximity reader and biometric component for input and verification of identity. The company will design and implement our own front end with or without biometrics to input/use data we require to fulfill an order.

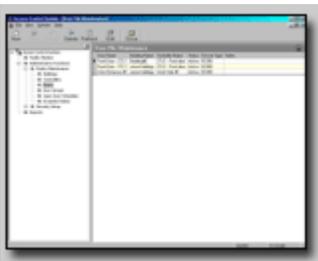
The system is modified to allow our database to interact. Record their fingerprint and issue a proximity card. The company solution will include a row of kiosks inside or outside a storefront

The system will have many built-in benefits and features to improve security, inventory management, profitability, efficiency, accountability and to mitigate risk. Profile Solutions can provide a complete security solution to assist dispensaries, and other cannabis-related businesses, to work within the confines of the law.

#### **System benefits include:**

- \* Inventory control
- \* Temperature controlled storage of products and inventory,
- \* Controls Fraud and prevents theft and abuse as every transaction is documented,
- \* Compliant to all state and local laws,
- \* Accurate and affordable accounting and tracking.

Our System uses a pre-registered biometric scan to identify authorized users. The system can track and restrict usage as well as create reports that can monitor activity and fraud. CannaVend will automatically fill cannabis orders and dispense the package with the requested product, and are designed to add security.

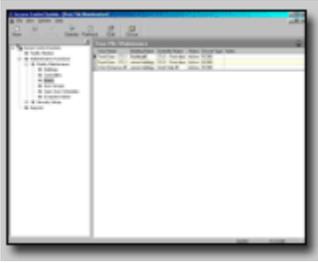


### **PROFILE LIFESTYLE CANNA KIOSK**

Profile Solutions, Inc currently has under development an identity data application which creates a custom data profile for the individual by capturing information and incorporating the users likes, dislikes, preferences, buying habits, age, and demographics. A Kiosk or display with a welcome area designed specifically for that user is displayed as he/she enters an establishment. The customer will be identified through a proprietary proximity tag or card on a key fob or wearable, as they come through the door, and as the customer approaches the custom Kiosk the display can show custom advertising or offers specifically

tailored to that customer. This can include local restaurants, night clubs, health clubs, Bars, Music events, Clothing, etc.

Profile Solutions will sell advertising space on these kiosks to businesses looking for new exposure and revenue. The customer can be offered discounts or credits for future purchases for using and participating in the program.



### **PROFILE ACCESS- IT Access Control Solution -**

Our access control security systems permit access to locked buildings, offices or

other secured areas only to those whose identities can be verified, using our proprietary fingerprint identification software. Our PROFILE Access-IT systems, which can be used with or without Proximity Card technology, can be programmed for different levels of security, permitting access only to recognized individuals who have the requisite level of security clearance. Profile has developed a software application infrastructure that will enable a single PROFILE Access-IT system to control access to multiple locations.

When security is vital and access to certain areas must be controlled and monitored, access control systems allow companies to manage and monitor all access points and locks, allowing for auditable security and quick responses to any security breaches. Profile Access Control allows critical monitoring of facilities while providing a friendly user interface and a very configurable system.

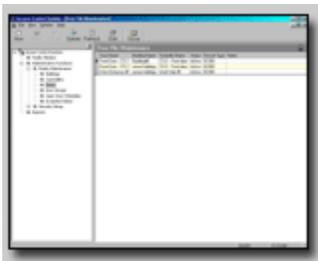
Administration of the system can be distributed between several administrators across your entire facility. Each administrator can be restricted to which building and door they have control over.

All user access information is gathered by a central PC-based workstation where the administrators can retrieve and analyze the information. This data provides a recording of staff movement within an organization, whether it is a small company or a company that employs thousands.

integrates into legacy magnetic, PIN, proxy systems as well as biometric fingerprint devices.

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### **PROFILE T/A LITE / Biometric Time and Attendance**

PROFILE T/A automatically authenticates the employee, calculates and totals hours, and keeps track of who is in and who is not. Our products work in a network environment and we can connect to any existing network infrastructure Data is transmitted through TCP/IP protocol and we can link unlimited Profile T/A units together in any environment or facility The Profile T/A system is an unsupervised security and clock-in station replacing your standard time clock or swipe system. An employee or another authorized user uses his or her fingerprint to replace a password, PIN or swipe card.

#### **Profile T/A Applications**

Time & Attendance  
Time-Theft Prevention  
High-Security Access  
Military/Defense sites

R&D Laboratories  
Computer Rooms  
Cash Offices  
Nuclear & Conventional Power Plants



### **PROFILE SOLUTIONS BIOMETRIC MED SAFE**

The PROFILE Biometric Safe is a secure, affordable solution for protecting personal belongings or valuables with the touch of a finger. The PROFILE safe can be a floor or wall mounted solution, and can be utilized for residential, commercial or professional use. The product is designed as a secure storage device for jewelry, weapons, documents, and other valuables or items that need to be secured.

The PROFILE Safe utilizes fingerprint recognition technology to allow access to only those whose fingerprints are registered. The PROFILE Safe is a standalone unit that includes all the electronics to allow a user to store, delete, and verify fingerprints with the use of a numeric keypad. Stored fingerprints are retained even in the event of power failure or battery drain.

## **WHAT MAKES PROFILE SOLUTIONS DIFFERENT ?**

### **1) Customer - centric**

PROFILE has a greater ability to be responsive to customer. Often our applications are a product of intense design and require review with the customer. Each customer is driven by their own set of needs which always change the parameters of a given project. There are times when a customer is more sensitive to price and less sensitive to security. PROFILE has the ability to design solutions with every customer variable in mind, thus delivering what a customer wants as well as what it needs.

### **2) User acceptability**

PROFILE solutions will be more readily accepted by the "work force." This is because the database used by our solutions is controlled by the customer

### **3) Products driven by ROI as well as Security**

PROFILE products are driven by return on investment as well as security. We started developing products long before 9/11. We started with the fundamental belief that customers would want to see their biometric systems giving them a return on their investment. It is a mentality that continues in our company even post 9/11. We do not believe that companies which have entered the field with only a SECURITY focus understand the importance of return on investment.

### **4) Reader Independence**

PROFILE is not dependant on any form of biometrics to create a solution. Because we strategically moved away from the exacting standards, we are free to choose from a great variety of biometric readers to create solutions. This allows PROFILE to take advantage of: advances in technology; decreases in price points;

## **PRODUCT DEVELOPMENT**

Most of the hardware components for our access control system are proprietary and we control all manufacturing. Our biometric systems offer increased security and we are not dependent on any one vendor for these components. However, certain hardware components have been designed by our in-house engineering staff and are owned by the company.

## **SALES, MARKETING AND PRICING**

Many of our goods and services are customized to individual customer needs. We market our systems to manufacturers, retailers and other businesses with at least 5 to 100 employees, to whom we market our smaller turnkey solution. We also market to larger businesses, including Law Enforcement and Fortune 500 Companies that require full custom integration solutions. We sell our systems through an in-house sales force and independent sales representatives. We engage in direct marketing programs, trade show participation, and local, regional and national advertising campaigns to generate sales. Moreover, we have offered consulting and design services to specialized biometric development and deployment projects. By offering our expertise in the design and deployment of biometric systems we may gain additional revenues and create another marketing avenue.

PROFILE partner programs deliver significant value by providing our partners a unique and competitive advantage in the delivery of their solutions and offerings. Our programs enable our partners and us to

leverage one another's strengths and scopes to provide complete, robust biometric solutions and offerings to the marketplace.

## **2 PARTNER PROGRAMS**

### **Solutions Integrator**

The Solutions Integrator program enables our partners to deliver end-to-end, industry-leading solutions and applications. In most cases, Solutions Integrators use PROFILE as a key technology within their solution delivered to their clients. Solutions Integrators gain value in partnering with PROFILE by delivering more complete, competitive solutions to their clients.

### **Reseller Partner**

The Reseller Partner program provides qualified resellers the ability to resell PROFILE security solution technologies. PROFILE works in a cooperative sales effort with reseller partners in order to establish effective solution selling and skill transfer and training.

PROFILE solutions provide governments with an unprecedented ability to enhance homeland security and deliver an improved level of public safety.

Domestically, or through international representatives, consultants or strategic partners, we intend to seek penetration of the Cannabis market, retail merchandise, home and business security, food processing facilities, textile manufacturing and trucking and transport distribution markets through the services of these representatives. Sales Reps will be compensated upon the sales of systems sold by them on a commission basis.

We intend to license and sell our systems to third party OEMs, integrators and software developers, for incorporation into their products. License fees and royalty fees will be negotiated on a case by case basis, and we will take into consideration various factors including competitive pricing, the nature of the installation, the number of users to be tracked, and the extent of enhancements, modifications and customization required by the customer. Basic, extended and enhanced maintenance services will also be made available for an annual fee.

## **INTELLECTUAL PROPERTY**

### **Patents**

The United States Patent & Trademark Office granted US Patent # 7,424,618 on September 9, 2008 to PESI, for its fingerprint recognition process, now assigned to Profile Solutions, Inc. We have retained patent counsel to review the projects and advise where subject matter applicable for patent protection exists, and to prepare applications for the same.

The Company currently has new patent applications in process for the Medsafe and multiple security and access solutions.

### **Trademarks**

We maintain common law rights to our trademarks. The common law rights protect the use of marks used to identify our goods and services since the time of their first use in commerce. There is no guarantee that our trademark applications will mature into registration of trademarks.

## COMPETITION

We face competition from companies engaged in the security and access control industry. We are focusing on the sector of Cannabis dispensaries and retail sales, and feel the company has a tremendous advantage over all competition. Competition may come from companies using biometric fingerprint technology, and other security technologies. Competitors also include companies marketing traditional forms of employee verification and attendance products, including time clocks, ID badges, passwords and PIN numbers. Many of our competitors may have longer operating histories and greater financial and other resources than we have. Our ability to compete successfully will depend on many factors, including our ability to adapt to changing technologies and meet the needs of the marketplace on a price competitive and timely basis.

## BIOMETRICS AND SECURITY INDUSTRY

The use of unique physical traits to verify a person's identity is known as biometric identification. Biometric identification includes fingerprinting, hand geometry, iris scanning, retinal scanning, voice recognition, face recognition and signature analysis. Biometric technology has been used for decades in government and law enforcement applications. Until recently, these systems were too expensive to manufacture to make retail marketing realistic. However, with the introduction of more powerful computers and the development of more advanced software applications, biometric identification techniques can be adapted for commercial purposes on an economically feasible basis. In addition, there is currently a much greater awareness of biometrics as it relates to security applications.

There are many alternatives in the biometric industry that include, but are not limited to, fingerprint recognition, facial recognition, voice recognition and palm recognition, iris scanning and retinal scanning. Many providers have used the different methods in different applications. To date, applications include time and attendance, access control, crowd scanning and computer access. There are few companies that have been in the industry for multiple years and continue to use their experience to market biometric detection devices and applications.

The use of biometrics for access control is becoming widely accepted in the marketplace. This is especially true for access to sensitive workspaces like an airport tarmac. PSI will bring our proprietary patented Biometric solution to the Cannabis Industry providing positive security solution for Dispensaries, retail establishments and Grow operations.

### **The Cannabis Industry**

One of the fastest growing industries with security risks is the Cannabis Industry. Researchers surveyed hundreds of medical cannabis retailers, processors, dispensary owners and industry leaders over the course of six months this year, and estimated that more than \$1.43 billion worth of legal marijuana will be sold in 2016. The report also predicts that figure to grow by 64 percent, to \$2.34 billion next year. By comparison, recent figures show the smartphone market expanded by 46 percent from 2012 to 2013.

Many factors, including recent world events, have created increased demand for new biometric applications to secure access, not only to physical areas, but also sensitive data. Among the applications that are being developed using of biometrics to validate the identities of individuals at security checkpoints before boarding a plane, entering a building, crossing a border, and accessing a computer.

- Access to Cannabis Industry – Dispensaries, Retail, Grow Operations
- Biometric ticketing for events

- Biometric boarding cards for air travel
- Identification, credit and loyalty card systems
- “Anonymous” (untraceable) labeling of sensitive records (medical, financial)
- Consumer biometric payment systems
- Access control to personal computing devices
  - Ports of entry and exit
  - Land, sea, air and rail transportation facilities and infrastructure
  - Key government buildings and facilities
  - Military sites and infrastructures
  - Vital businesses such as financial institutions
  - Perimeter and access control: This refers to simple barriers, fences, identity badges and other means of intrusion control, as well as devices that help in access control at airports

**The Government Sector**, which will be the leading biometric market through 2013 with over \$1.2 billion in annual spending For law enforcement, the military, the judiciary, education, and social services, use of fingerprint authentication solutions from Profile Solutions are suitable for deployment in many government operations, including:

- Law Enforcement: Identifying criminals and controlling access in jails and prisons.
- Education: Attendance systems for distance learning and Internet based classes.
  - Military: Secure and verified authentication to classified information, physical access to authorized areas, and military equipment control.
- Government services: Secure physical and electronic voting systems, voter registration, vehicle registration, citizen ID projects, and state licenses.

**The Healthcare industry** is expected to be one of the fastest growing supporters of biometric technology. Increased activity in this sector can be attributed to the Health Insurance Portability and Accountability Act of 1996 (HIPAA), a law that addresses the way that healthcare is managed and administered in the U.S. In addition, in 2012 there were 5,801 Hospitals across the United States (Hospital Statistics, published by the American Hospital Association) with security and IT spending budgets increasing 8% from 2001 (American Hospital Association). The ability to positively identify an individual is absolutely essential to the healthcare industry. Biometrics, when deployed properly, will provide solutions for administering prescriptions and service, accessing and storing medical histories securely, and verifying access to proprietary information.

**The Travel and Transportation industry** will reportedly spend \$556 million on biometrics through the year 2015. These airports are targets for terrorism, and are also potential sites for such criminal activities as theft, smuggling, and evasion of law enforcement authorities. Using biometrics to ensure personal authentication and provide increased homeland security will reduce labor costs and increase aviation security to meet today's demands. With fingerprint authentication solutions from Profile, many operations can be implemented securely.

## MANAGEMENT

### Directors and Executive Officers

The following table includes the names, positions held and ages of our executive officers and directors.

<u>Name</u>	<u>Age</u>	<u>Position</u>
Dore Scott Perler	55	Chairman, Chief Executive Officer, President
Ronald Roy	54	Chief Technical Officer
Adam Wasserman	51	Chief Financial Officer

**Dore Scott Perler** has served as our Chief Executive Officer, President and Chairman of our board of directors since January 2014. Mr. Perler is also the Founder and CEO of Pearl Group Advisors, Inc, An international representative firm helping publicly traded companies gain compliance, funding, exposure in the U.S. markets. From 1999 to 2009, Mr. Perler was the Chief Executive Officer for Sense Holdings, Inc, a publicly traded security technology company, eventually merging with a Chinese company. From May 1993 to July 1998, Mr. Perler was a founder, Director and Vice President of Sales covering the Southeast United States and Latin America, for Latinrep, Inc., a manufacturer’s representative organization. He partnered in the formation of Latin Channels, an international trade show for Latin American distributors. Mr. Perler has extensive experience in publicly traded companies, raising capital, investor relations and sales and marketing. Mr. Perler attended The State University of New York College at Oneonta. Mr. Perler has lived in Cooper City, Florida for 18 years with his Jan and their two sons, Jake and Cole.

**Ronald Roy** is our Chief technical Officer. Mr. Roy is also the Founder, President and Chief Executive Officer of Paladin Electronic Services, Inc. (PES) a corporation specializing in embedded system design for more than twenty years. Mr. Roy is an expert in robotic engineering and designing embedded systems. Ron writes code in machine, assembly, basic, and debugs C, C++, and Pascal. It is this rooted background that allows Mr. Roy to visualize and create systems today as well as handle any issues that may arise from integration to problem resolution. Mr. Roy has conducted business and technical contracts with such firms as "Sony of America", "Motorola", "Miami International Airport", "Orlando International Airport", and "International Servicing Corporation" to name a few. His ability to envision the final product during inception and the ability to oversee complex projects. Mr. Roy has managed and overseen the financial, administrative, and technical aspects for projects under \$100,000 to over \$1,000,000. Focusing the last ten years in the biometrics industry with hardware as well as software applications from time and attendance to access control. Ron has designed, developed and installed large-scale projects using ultrasonic technology, such as "Smart Highway Systems" and "People Counters". These projects are currently in use at the Miami International Airport. Ron is also credited with having developed a "Satellite Truck Tracking Systems" for a prominent national transportation company and developing automated testing equipment required for hardware quality assurance purposes. He has attended Broward College and Florida Atlantic University (Research Projects). He served in the United States Navy (Active Duty) as well as serving the United States Naval Reserve retired as a Senior Chief Petty Officer with over 26 years of service. Ronald Roy is a long time resident of Broward County, he along with his wife Meloney and their daughter reside in Coral Springs, Florida.

**Adam Wasserman** is our Chief Financial Officer.

**Advisory Board Members and Key Consultants**

**Dr Gerry Bedore, Jr** - President at Cannabis State University

Phoenix, Arizona Area

President at Cannabis State University

Assistant Dean Doctoral Programs at Argosy University, Consultant at Sibling Group Holdings,  
President/Managing Partner at Socrates Distance Lear...

Capella University, Baker College Center for Graduate Studies, Northern Arizona University

Making a positive difference in the lives of others is my focus in everything, everyday. I love  
working in higher ed and the people I work with a...

**Board of Directors**

All Directors serve for one year or such longer time until their successors are elected and qualify. Directors do not receive compensation for serving on any particular Board. The Board of Directors appoints officers and terms of office are, unless otherwise stated in employment contracts, at the discretion of the Board of Directors.

**Board Committees**

We do not as yet have an audit committee or a compensation committee. Our Board of Directors, by majority, handles the tasks of unformed board committees. No members of our board are independent. In addition, we have not as yet adopted an ethics policy but we expect to formulate one in the near future.

**Financial and Sales proforma information available under separate cover**