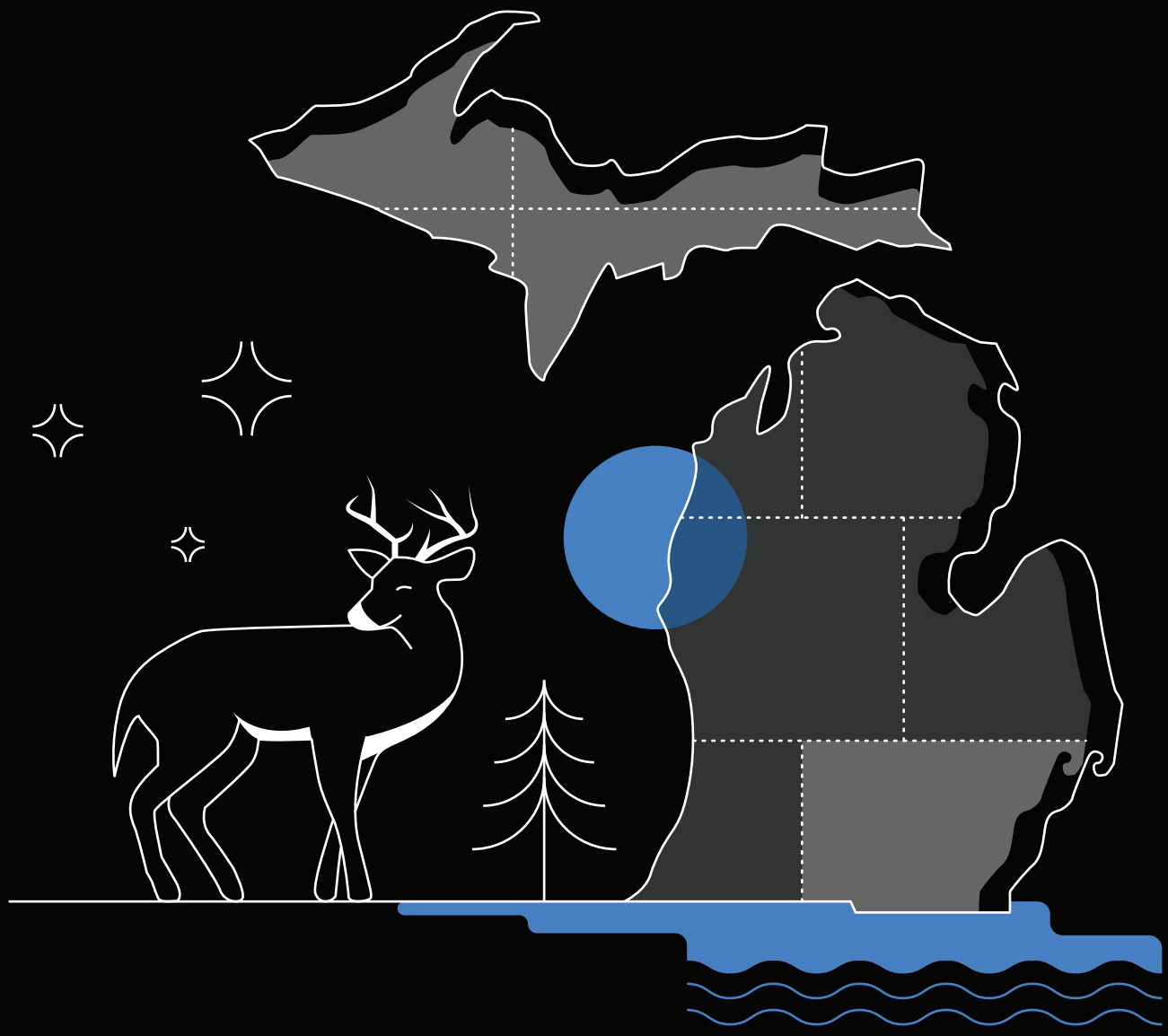
iLamp

iLamp.com



iLamp Roadmap for The State of Michigan

This document covers information required to build a road map to commercial viability for the iLamp territorial license for the State of Michigan.

iLamp

Michigan Population
10 Million

Required Streetlights
1,200,000

Michigan Transportation Related Budget
$6.8 Billion

Street lighting is the single largest source of carbon emissions from local government, accounting for 30-60% of their total emissions.

Enhanced lighting leads to significant and sustained reductions in both night and daytime outdoor crimes with a benefit cost ratio of 5.1–10.8.

On residential roads accidents are 58% more likely to be fatal in areas without street lights.

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Michigan, with its extensive network of highways, state roads, and urban centers, faces significant challenges in road safety, public health, crime prevention, and energy management. In 2023, Michigan experienced 1,095 traffic-related fatalities, highlighting the need for enhanced road safety measures. The state's violent crime rate, at 461 incidents per 100,000 people, coupled with property crimes which are also above the national average this presents security challenges for both urban and rural areas.

iLamp is more than a streetlighting solution; it provides Michigan with comprehensive strategies to address its multifaceted challenges while unlocking significant economic and social benefits.

iLamp Sales: iLamp's autonomous operation, powered by self-cleaning solar panels, alleviates pressure on Michigan's energy grid. This is particularly advantageous for the state's rural areas, where energy infrastructure may be limited. With its quick, trenchless installation, iLamp ensures minimal disruption, allowing for rapid deployment across both urban and rural roads. Its robust construction and long service life reduce maintenance costs. iLamp's modular design allows for a wide range of environmental, health, safety and crime reducing add-ons, future proofing each iLamp..

Utilities: iLamp's Power-as-a-Service (PaaS) model presents a new opportunity for Michigan's utilities and municipalities, allowing customers to pay for the clean energy generated and used by the device. This model supports local renewable energy production, reduces dependence on traditional power sources, and aligns with Michigan's broader sustainability goals. iLamp is positioned to be a key partner for utilities and energy providers in transitioning toward renewable energy practices across the state.

Local Rights: iLamp's commitment to local manufacturing fosters job creation and economic development in Michigan. By establishing microfactories and partnering with local suppliers, iLamp encourages regional economic growth, skill development, and local ownership. Through sub-licensing, local stakeholders can customize iLamp solutions to meet Michigan's specific needs, expanding revenue streams and keeping the economic benefits within the state.

> *Creativity is the power to correct the seemingly unconnected.* - William Plomer

iLamp

Estimated Streetlights
780,000

Streetlight Shortfall
420,000

Michigan Area
96,713 Sq Mi

Streetlights account for approximately 20-40% of a city's total energy expenditure, making them one of the most significant energy costs for urban areas.

ELS Compliant street lighting enhances public health by encouraging physical activity, supporting safe movement after dark, fostering a greater sense of security, and reducing anxiety, thereby creating healthier and more vibrant communities.

As Michigan continues to position itself as a key player in the technology and sustainability sectors, iLamp Michigan is set to acquire and integrate cutting-edge hardware and software solutions into the extensive iLamp distribution network, which spans multiple territories worldwide. This initiative generates additional profitable revenue streams from technology sales and markups, establishing Michigan as a leader in smart city innovations.

iLamp is more than just a product; it is a pathway to innovation, security, and economic progress. Addressing critical issues such as grid efficiency, renewable energy, pedestrian safety, and crime prevention, it reflects Michigan's vision for a safer, more sustainable urban and rural environment.

iLamp's commitment to local manufacturing in Michigan fosters job creation across a variety of sectors and supports regional economic prosperity, aligning with the state's expanding focus on advanced technology and renewable energy. Its state-of-the-art street lighting solutions enhance public safety by reducing crime, which in turn increases property values in well-lit neighborhoods. The modular design of iLamp also contributes to public health through environmental monitoring and hazard warnings, while providing diverse revenue opportunities through sublicensing, lamp sales, and Power as a Service (PaaS). As part of the Conflow Power family, all licensees gain access to continuous growth and innovation opportunities.

This dynamic expansion provides the perfect environment for upgrading streetlights across Michigan with future-proof, innovative iLamp systems that can be seamlessly integrated into new developments, parking lots, campuses, shopping centers, residential neighborhoods, pedestrian areas, parks, sports venues, arenas, and business districts across the state.

Michigan's commitment to smart, eco-friendly, and cost-effective solutions, along with the need to address challenges such as urban renewal, energy efficiency, and public safety, highlights the necessity of iLamp. By transforming safety and sustainability across Michigan's diverse regions, iLamp can play a crucial role in shaping the state into a secure, sustainable, and technologically advanced hub for innovation.

The iLamp

What is iLamp?

iLamp is a groundbreaking, self powered, modular, and enhanced lighting solution designed to address multiple urban challenges. By integrating autonomous power generation capabilities, and monetizing them iLamp is easy to install anywhere and alleviates grid strain, contributing to energy sustainability. By using Power as a Service to bill for this energy, iLamp generates its own revenue. Its modular design supports a wide range of smart city applications, offering further monetization opportunities and revenue streams and making it a future proof solution for urban infrastructure.

Equipped with low profile, cylindrical solar panels, iLamp harnesses renewable energy, storing it in batteries for efficient distribution. This setup powers street lighting but also supports various smart sensors and modules, eliminating transmission costs and reducing emissions to zero.

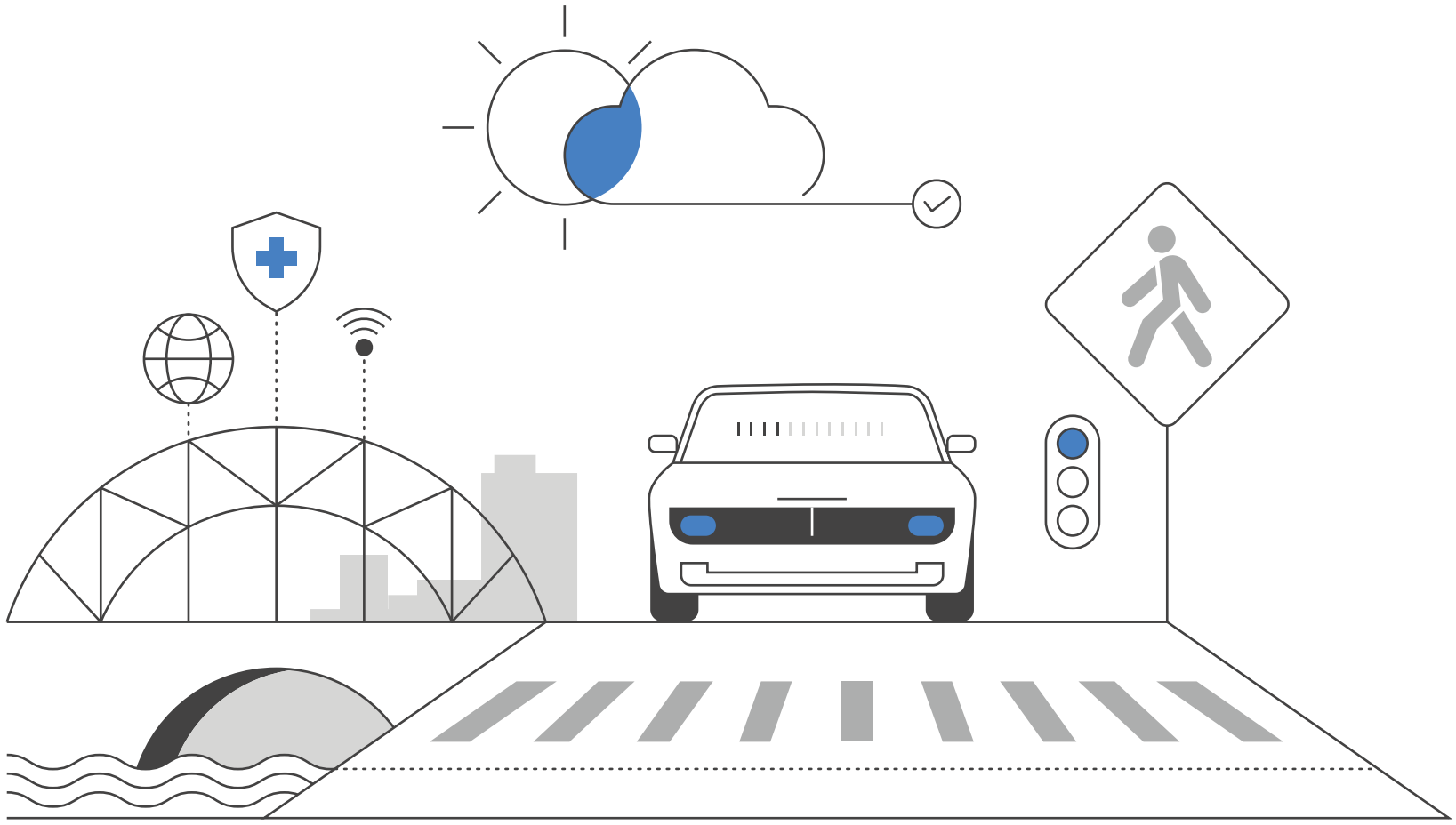
Each iLamp is customizable to meet the needs of different neighborhoods-supporting add-ons like 5G WiFi, traffic management, CCTV, environmental sensors and a plethora of other modules, sensors and software. This modularity ensures a quick, plug-and-play setup, making it adaptable and future proof and providing licensee's with various upsells and benefits.

iLamp qualifies as enhanced street lighting, which has been shown to reduce crime by 20-40%. Implementing iLamp can therefore significantly reduce various crimes and improve public safety which improves quality of life and stimulates local economies.

Through it's App and Module Stores, iLamp is a dynamic framework for unlocking hardware and software ingenuity, similar to how Google Play and Apple App Store revolutionised smartphones capabilities.

iLamp is not just a streetlight; it is a comprehensive urban solution and strategy designed to enhance safety, sustainability, and spur economic growth. By leveraging advanced technology and modular design, iLamp offers a future proof infrastructure that adapts to evolving needs, making countries, cities, towns and neighbourhoods around the globe safer, more attractive, and better connected.

Whether through crime reduction, safety, economic stimulation, or health and environment benefits, iLamp stands as a beacon of innovation in urban development, illuminating the future it unlocks.



The iLamp

Why iLamp?

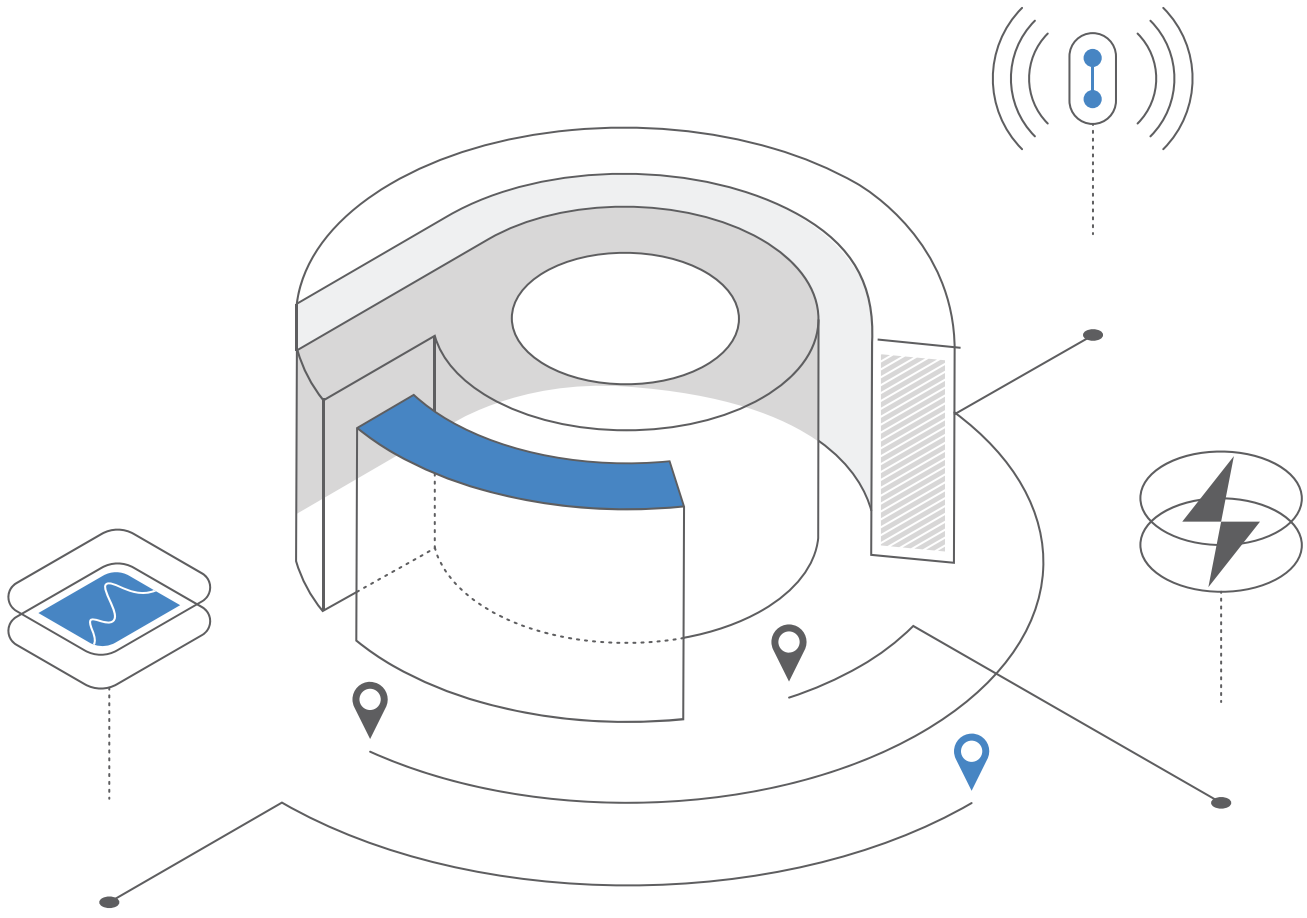
iLamp has a transformational effect on communities making them safer, more prosperous, social and desirable. It is the single most cost effective improvement any country, city, town or neighbourhood can make, offering multifaceted benefits that dramatically outweigh its costs.

Saves Lives: On both streets and the road. Pedestrian and driver fatalities are 58% more likely on unlit roads. By providing enhanced illumination iLamp protects both the community and road users.

Decreases Crime: iLamp improves visibility, studies have shown that this enhanced street lighting leads to sustained reductions in crime rates of over 40%. Implementing iLamp improves crime rates, deters potential crimes, creating safer, more welcoming public spaces that can be used after dark, encouraging outdoor activities, social interactions and commerce.

Increases Property Values: Street lighting correlates with increased property values - with each 1% reduction in crime leading to an approximate 0.5% to 1% increase in property values.

Creates Jobs: iLamp sublicensing creates and inspires local jobs that keep money within the communities they serve, creating a virtuous cycle. Sublicensing can be made available down to a neighbourhood or zip code level.



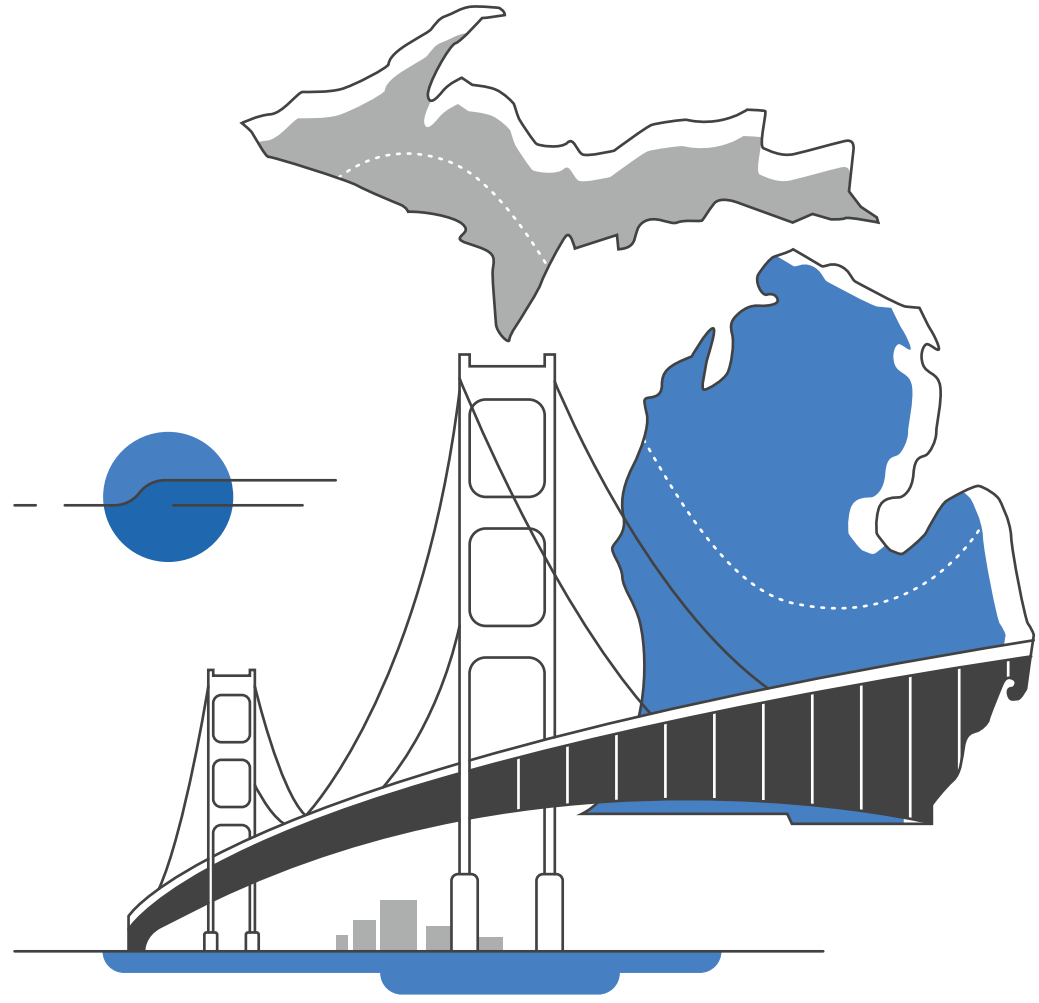
The Power of Conflow

Flagship Product of a Global Technology Aggregator

iLamp is the flagship product of the Conflow Power Group, a company with extensive global manufacturing capabilities, years of experience in product development, electronics, technology aggregation and strategy. Conflow Power Group focuses IoT and smart city solutions, owning several key technologies that make iLamp possible, ranging from advanced electronic modules and power management systems to battery monitoring, automatic lighting, LED technologies and software.

Conflow Power Group collaborates with several external developers to adapt their technologies for iLamp, providing a comprehensive development kit and specifications to support these innovations. This collaboration has led to a robust, established ecosystem surrounding every key aspect of streetlighting. Additionally, iLamp integrates a variety of smart city applications, making it the most comprehensive streetlighting solution available.

The company is committed to future innovation, with several new products in development, continually enhancing the capabilities and applications of iLamp. This ensures that iLamp remains at the forefront of smart city technology, offering unmatched performance and versatility in lighting solutions. iLamp is not only a product, but a strategy that has spawned an entire ecosystem of revenue generating activity for license holders to participate in.



The Michigan Opportunity

Michigan, a key transportation hub with an extensive network of interstate highways, state routes, and rural roads, faces unique challenges in road safety, public health, crime, and energy management. Ranking 11th in the nation for traffic fatalities, Michigan reported 1,123 deaths in 2022, many of which occurred on rural roads. These fatalities are significantly above the national average, and rural areas are particularly vulnerable due to a lack of adequate lighting and infrastructure.

iLamp offers a comprehensive solution for Michigan's transportation network, functioning not just as a streetlighting system but as an all-in-one safety and infrastructure enhancement tool. iLamp’s modular, solar-powered design reduces strain on the power grid with its innovative cylindrical solar panels and energy-efficient operation. This makes iLamp particularly effective in areas with limited access to power, such as Michigan's rural regions, or in communities focused on sustainability initiatives. Seamlessly integrating sensors, cameras, and communication devices, iLamp systems monitor traffic patterns, detect accidents, and provide real-time safety data, making them especially valuable in high-risk zones like school areas, busy intersections, and rural highways prone to accidents.

Michigan’s crime landscape is marked by both urban and rural challenges. While cities like Detroit face higher rates of violent crime, rural areas contend

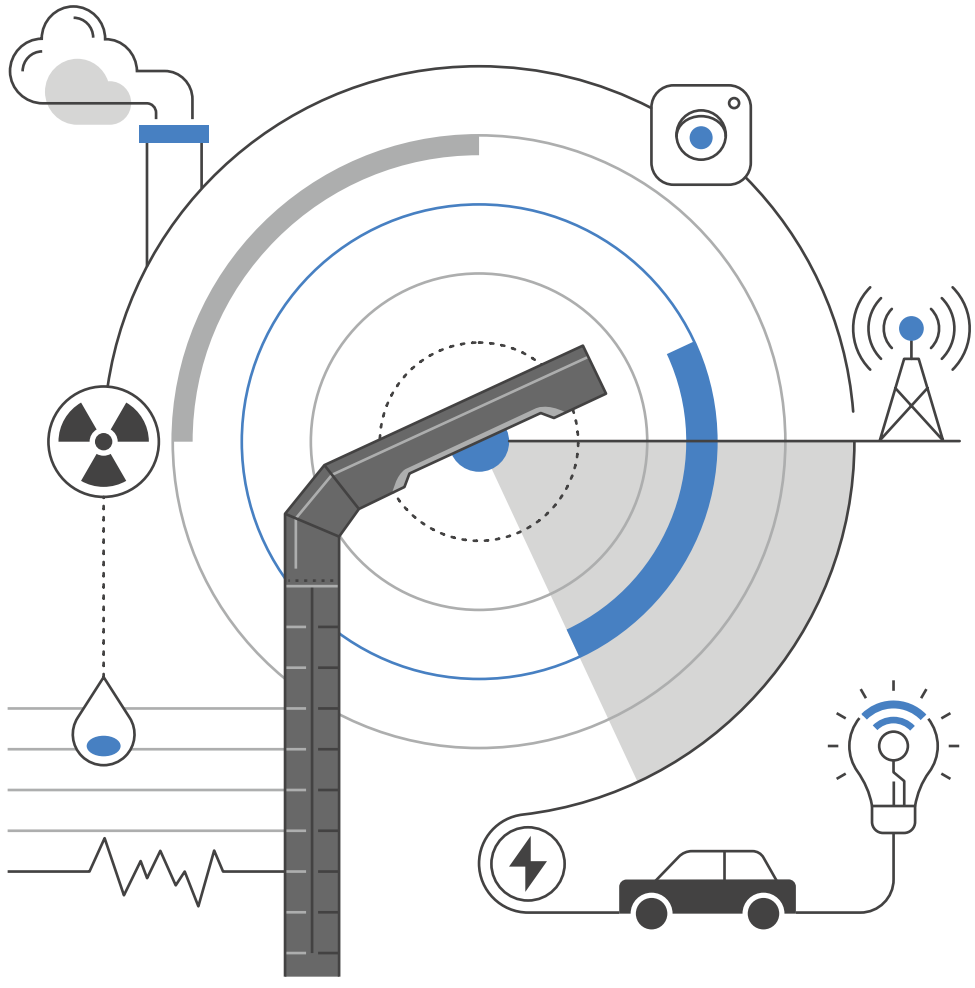
with property crimes and drug-related offenses. Michigan's violent crime rate stands at 478.1 incidents per 100,000 people—above the national average. Aggravated assaults and motor vehicle theft remain concerning, although recent years have seen some improvements in burglary and larceny rates due to community initiatives and enhanced policing. Crime tends to concentrate in urban areas, but rural Michigan faces its own unique issues, including a surge in drug-related offenses. Despite challenges, progress in certain areas reflects Michigan's commitment to public safety.

iLamp is the first fully integrated streetlight system to achieve ELS (Enhanced Lighting Standard) certification, setting a new benchmark for public safety and community well-being. With decades of research supporting the ELS Standard, iLamp’s technology has been proven to reduce crime by up to 40%. By improving visibility and integrating safety features, iLamp enhances public safety across urban and rural Michigan, helping to protect vulnerable communities while boosting property values in well-lit neighborhoods.

iLamp's commitment to local manufacturing drives job creation in Michigan across various sectors, from production and assembly to ongoing maintenance. By leveraging Michigan’s skilled workforce and resources, iLamp supports regional economic growth and prosperity. The potential for sub-licensing rights in specific regions or sectors further expands revenue opportunities, ensuring that the benefits of iLamp’s technology stay within the state. This approach strengthens Michigan's infrastructure while positioning the state as a leader in smart, sustainable transportation solutions.

In Michigan, the need for grid modernization and sustainability is critical. iLamp provides a self-sufficient, solar-powered lighting solution that enhances resilience and advances security across urban and rural landscapes. By reducing dependence on the traditional energy grid, iLamp supports Michigan’s renewable energy goals and contributes to a more sustainable future.

iLamp’s modular design opens up new revenue avenues through technological integration, allowing Michigan’s innovations to be shared with iLamp buyers and owners worldwide. This taps into Michigan’s growing tech sector, fostering new revenue streams and ensuring that each iLamp unit becomes a hub for high-tech solutions, contributing to the digital transformation of Michigan’s cities and rural areas alike.



Public security and health

Road Safety & Traffic

iLamp improves road safety, decreasing road fatalities of both road users and pedestrians. iLamp's optimal lighting enhances safety during peak low light hours and adverse weather conditions. Modular camera and communi-cations systems can help monitor traffic, detect potential hazards, and improve response times to accidents, improving road safety and reducing traffic.

Pedestrian Safety & Crime Deterrence

iLamp deters crime and increases pedestrian visibility by providing lighting in areas such as sidewalks, crosswalks, and public tra=nsportation stops. Modular cameras can be used to monitor pedestrian movement and help identify potential hazards or security threats in real time ensuring safer pedestrian environments.

Weather Monitoring Module

Weather sensors can detect changing weather conditions, such as storms, fog, rain, or snow, and adjust the intensity and distribution of light accordingly. This adaptability enhances visibility for drivers and pedestrians in adverse weather conditions, further improving public safety.

Air Quality

Air quality monitoring can help track pollution levels in real time, allowing authorities to implement appropriate measures to limit exposure and maintain a healthy environment. By monitoring and addressing air quality concerns, iLamp contributes to improved broader public health and well being.

Communications

Communication modules can both expand telecoms coverage and facilitate the transmission of critical information to the relevant authorities and emergency services in case of accidents or security incidents. creating a comprehensive and interconnected network enabling authorities to monitor and manage various aspects of urban living more effectively. This network of sensors can lead to improved decision making, more efficient use of resources, and a better understanding of the

Light Polution Reduction

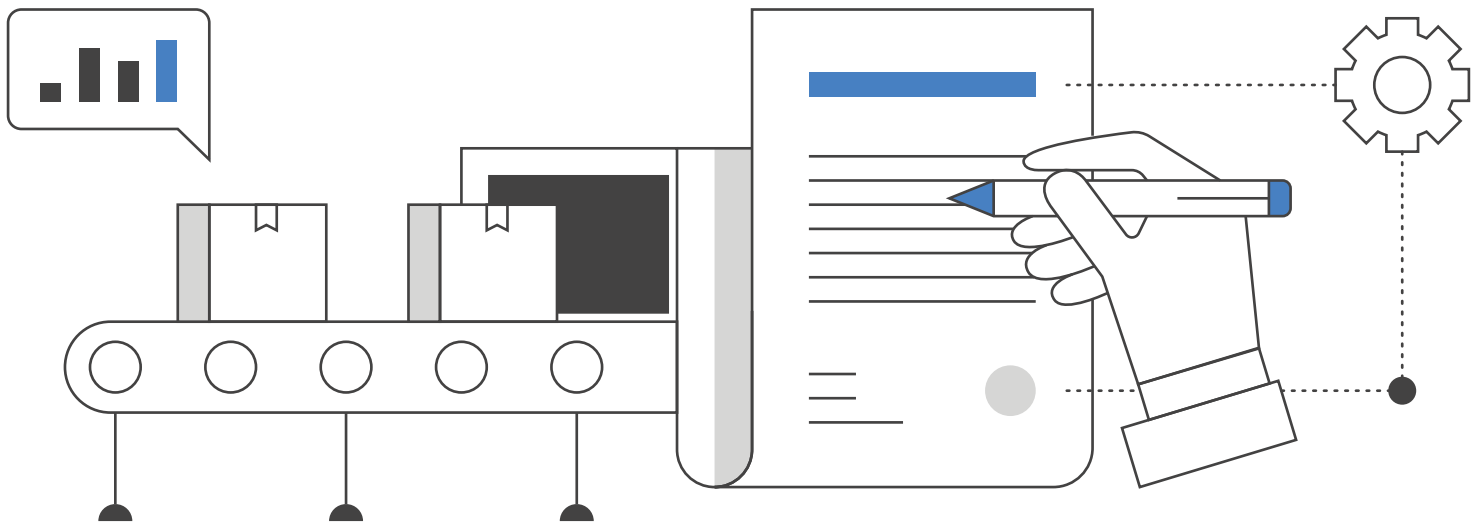
The adaptive lighting capabilities of iLamp can minimize light pollution by adjusting brightness levels according to the time of day and surrounding conditions. This can contribute to a better night-time environment, reducing the impact of artificial light on wildlife and human health.

Integration with Existing Infrastructure

iLamp technology can integrate with existing sensors and infrastructure, allowing for enhanced data collection and analysis. By connecting iLamp with sensors a modules facilitating parking, traffic management, telecommunications structural, UV and noise monitoring, fire, leak and flood detection, grid management and many more.

Public Protection

iLamp can host smoke, gas, gunshot detection, thermal imagine and communications modules, enabling the quick detection of public safety hazards, such as wildfires, shootings, gas leaks or explosions, these can then be relayed in real time via the communication module to the relevant authorities, enabling faster, more targetted and data driven responses.



License holder benefits

1. First Refusal on Conflow Power Group Innovations:

Territorial holders will be at the forefront of any technological advancements or innovations developed by the Conflow Power Group. This means that before any new feature, product, or service is rolled out to the broader market, territorial holders have the exclusive opportunity to adopt, integrate, or decline them. This not only provides an edge over potential competitors but also ensures that each territory is equipped with the latest in energy and infrastructure solutions.

2. Local Manufacturing Capabilities:

One of the standout privileges for territorial holders is the ability to establish local manufacturing units. This initiative not only contributes to local economic growth but also ensures quicker response times for installations, maintenance, and replacements. With local manufacturing, territorial holders can control the quality, reduce delivery times, and tailor-make solutions suitable for their region's specific needs.

3. Comprehensive Rights Granted

Rights to manufacture, distribute, market, sell. iLamp. Rights to operate the iLamp App and Module stores. Rights to operate PaaS contracts. Rights to a supply line for a guaranteed number of lamps.

Competitive Edge Against iLamp HQ:

By establishing local manufacturing, territorial holders, depending on local market conditions, may be able to produce iLamps at competitive prices, thereby posing healthy competition to iLamp HQ via the allowed sale of

these lamps to other territories. This encourages market dynamics that can lead to additional revenue streams, as well as continuous improvements in the product, better pricing strategies, and an overall enhanced offering for end customers.

4. Access to Wider Network of Territorial Rights Holders:

Being a territorial rights holder means more than managing a region; it's an entry point into a global network of iLamp territories. This worldwide community unlocks avenues for collaborative projects and joint ventures but also creates a global marketplace where territories can showcase their own modules, technologies and solutions.

5. Distributing Locally Developed Technologies:

Territorial holders aren't restricted to what iLamp or Conflow offers. They can innovate, create, or license their own technologies for integration into the local iLamps. Once developed, they can distribute these innovations to other territorial holders both nationally and internationally. This not only diversifies their revenue stream but also places them in a position of influence within the iLamp community.

6. Charging Margins on Distributed Technologies:

When distributing their locally developed or licensed technologies to other territories, holders can charge a margin on those solutions. This is a direct revenue generation model that rewards innovation and the entrepreneurial spirit of the territorial holder.

7. Early Mover Advantage:

Territories that adopt iLamp's solutions early will naturally have a head start. As pioneers they gain first hand experience, establish best practices, and develop a robust infrastructure that later entrants will look to emulate. This experience positions them strongly not just as market leaders in their territories but also as potential consultants or partners for newer entrants.

8. Preferential Rates on Modules and Software Solutions:

One of the defining advantages for territorial holders is access to preferential rates on various modules and software solutions. iLamp HQ, recognizing the strategic importance of territories and their contribution to the global

ecosystem, extends these rates as a token of partnership and collaboration.

When iLamp HQ or any other territory negotiates with third-party vendors or develops in-house solutions, the benefits of bulk purchasing or shared development costs are passed on to the territorial holders. This means lower acquisition costs, which can be a substantial financial benefit.

9. Collective Bargaining Power:

The collective might of all the territorial holders allows them to exert a greater influence when negotiating rates or features with software and module providers. This collaboration ensures that all territories, irrespective of their individual size or bargaining power, get to leverage the combined strength of the entire iLamp community.

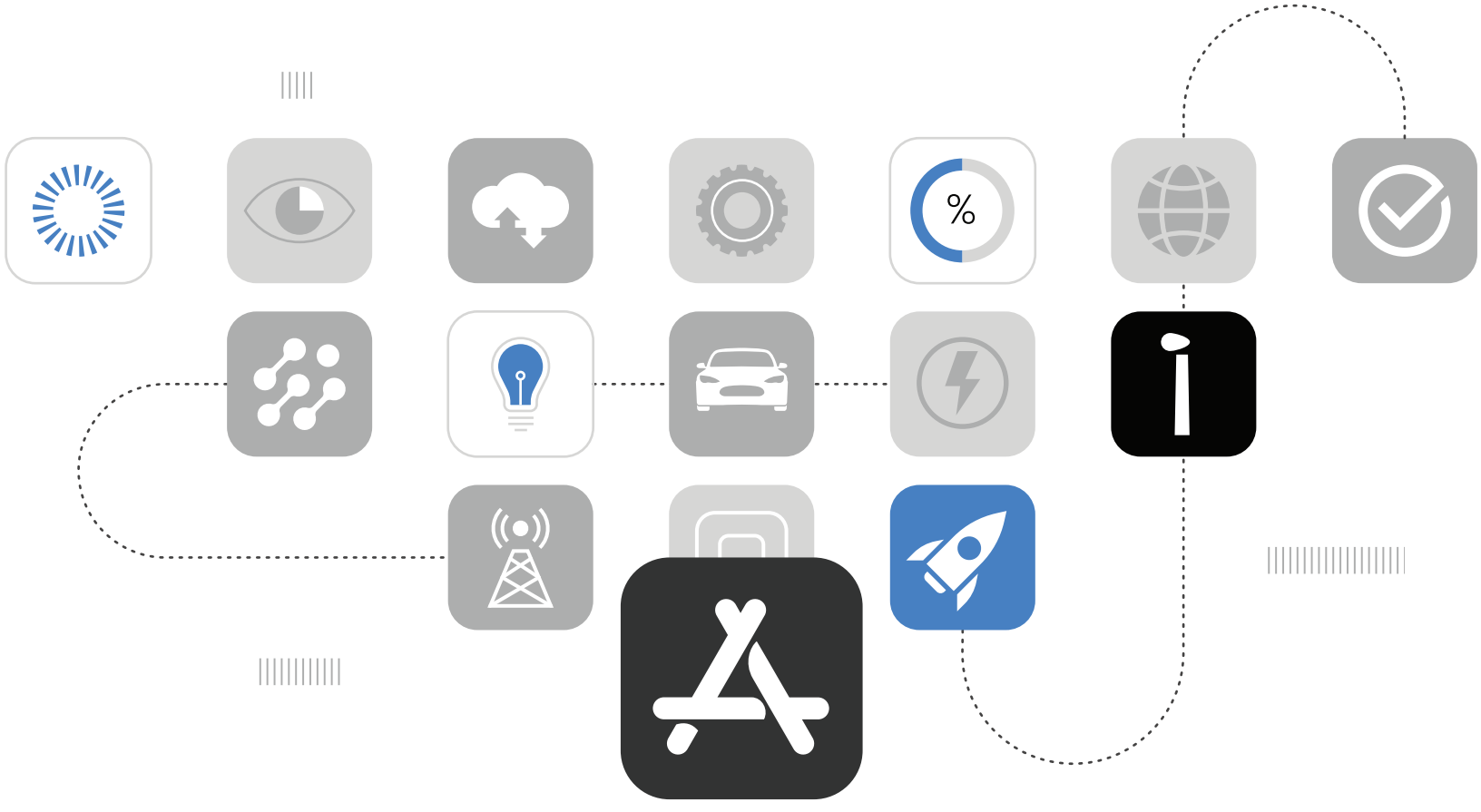
10. Access to a Repository of Solutions:

Territorial holders will have access to a vast repository of modules and software solutions developed or sourced by iLamp HQ and other territories. This curated collection ensures that territories do not have to start from scratch or waste resources in reinventing the wheel. They can simply choose from tried and tested solutions, making the deployment faster and more efficient.

11. Continuous Updates and Upgrades:

Technology is ever-evolving, and in the world of smart urban solutions, staying updated is crucial. Territorial holders will continuously receive updates and upgrades on the modules and software solutions from both iLamp HQ and other territories. This ensures that the iLamp infrastructure in each territory remains modern, efficient, and in line with the latest technological advancements.

Territorial holders of iLamp are in a prime position to not just capitalize on the opportunities provided by Conflow Power Group but also to shape the future direction of energy solutions in their region. Their benefits extend beyond revenue generation to establishing a stronghold in the ever-evolving world of sustainable energy solutions.



iLamp App Store for Urban Innovation

iLamp stands at the forefront of urban technological evolution, akin to how the Google Play and Apple App Store redefined the landscape of software applications. iLamp transcends its primary function, unfolding as a dynamic framework for both hardware and software ingenuity.

Innovative Solutions

In the iLamp ecosystem combinations of hardware and software create transformative solutions for urban challenges. For instance, integrated microphones in iLamps enable a software application for gunshot detection and triangulation, providing precise location data for rapid law enforcement response, enhancing public safety. Similarly, iLamps equipped with smoke and heat sensors can detect early signs of forest fires, allowing for prompt alerts to residents and emergency crews, significantly mitigating fire damage and safeguarding communities. Motion sensors and cameras on iLamps optimise traffic flow through AI-driven analysis of traffic patterns, reducing congestion and accident risks, and contributing to a more environmentally friendly urban environment. These examples exemplify iLamp's potential in revolutionising urban living through smart, integrated technology solutions.

Empowering Local Innovation, Impacting Globally

While iLamp's immediate influence is local, enhancing public spaces with smart lighting, its potential for global technology dissemination is significant. This model encourages local developers to contribute to a growing repository of modular solutions, potentially setting new standards in urban technology and smart city development.

Creating a Sustainable Ecosystem

The beauty of the iLamp model lies in its economic and collaborative structure. Territorial holders stand to gain considerably, capturing over 20% of the revenue from apps developed in their region, incentivising territorial holders to promote innovation within their locale but also allowing them to include these novel solutions in their sales pitches, thereby broadening their offer to clients. This creates a symbiotic ecosystem where territorial holders, developers, and end-users benefit mutually.

Intelligent Lighting

iLamp’s intelligent lighting app ensures the correct lighting level for the area it’s positioned in, adapting to visibility and weather.

Power As A Service

PaaS redefines how energy is generated, distributed, and monetized on each iLamp.

Communications Billing

Communications billing enables each module to pay only for the data it uses, as well as for open WiFi network billing.

Batteryware Monitoring And Optimisation

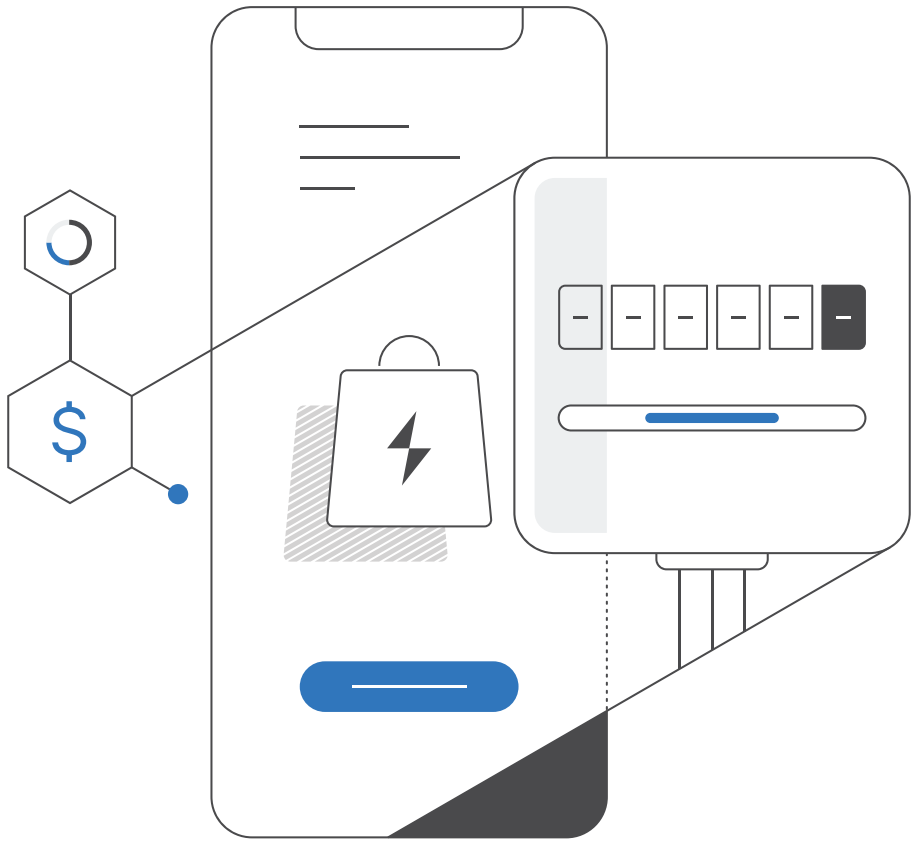
BatteryWare conducts comprehensive monitoring, and real-time analysis to ensure optimal battery conditions.

Video Surveillance

Video surveillance enables remote real time monitoring, motion detection, high definition video, smart alerts and integrations.

Weather Monitoring

Weather monitoring uses environmental sensors to act as a local weather station, relaying real time data to stakeholders.

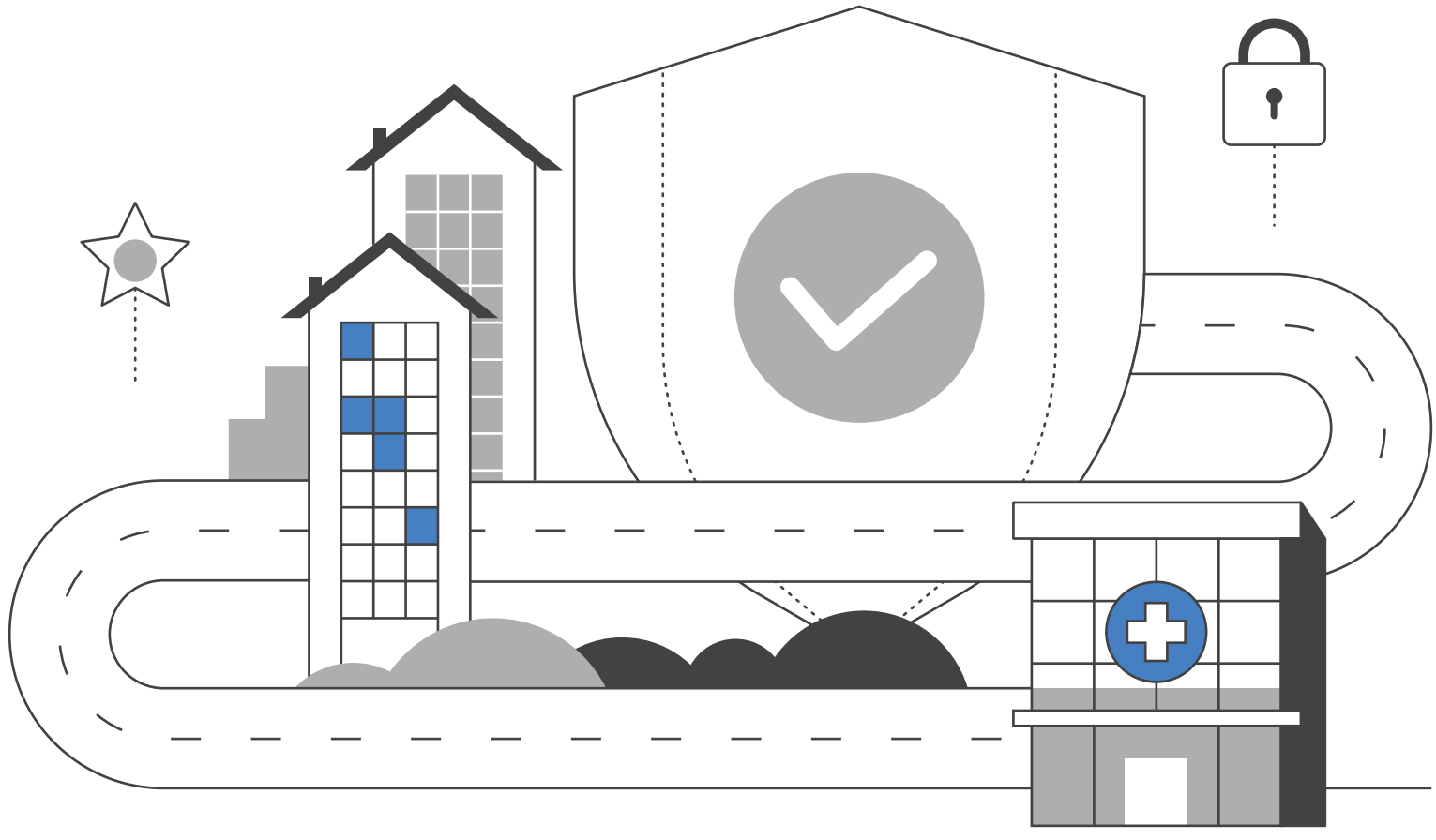


Power as a Service

Power as a Service (PaaS) is a payment processor connected to an energy management and distribution solution which was designed from the ground up to manage clean kilowatt hours (kWh) of locally produced and consumed power. PaaS enables the generation, metering, and monetization of this localised power on a decentralized basis between varied stakeholders.

Each iLamp unit is equipped with solar panels that harness renewable energy, storing it in batteries for efficient distribution. This setup not only powers the streetlighting but also supports a variety of smart sensors and modules. These modules may include cameras, environmental sensors, weather stations, and telecommunications devices which all use power, and all may have separate billing accounts with PaaS. By metering energy generated and consumed by each device PaaS enables a new paradigm where power can be locally generated for local consumption, eliminating transmission costs and emissions to near zero.

Under the PaaS model, the iLamp licensee can create PaaS contracts that delineates roles for both power suppliers and power users. Much like traditional utility models, these contracts enable accurate billing based on actual energy consumption, this is a significant step towards redefining how energy is generated, distributed, and monetized in the modern era and a crucial extra revenue stream which can be explored by iLamp licensees.



Enhanced Street Lighting

Michigan has a violent crime rate of 478.1 incidents per 100,000 people and persistent property offenses make it crucial to implement effective crime prevention strategies.

Studies have shown that improved/enhanced street lighting reduces crime by 20-40%, making enhanced lighting the single most effective way to lower crime while also increasing pedestrian and road safety.

Specific studies indicate:

UK Home Office: 20% reduction in crime, including vehicle-related crimes.

U.S. Study: Published in Criminology & Public Policy showed 45% reduction in nighttime index crime and a 39% reduction in daytime index crimes following enhanced lighting installation.

Enhanced street lighting could lead to a significant reduction in crime rates, potentially by 20-30%. This includes reductions in various types of crimes such as vehicle theft, property crimes, and violent crimes.

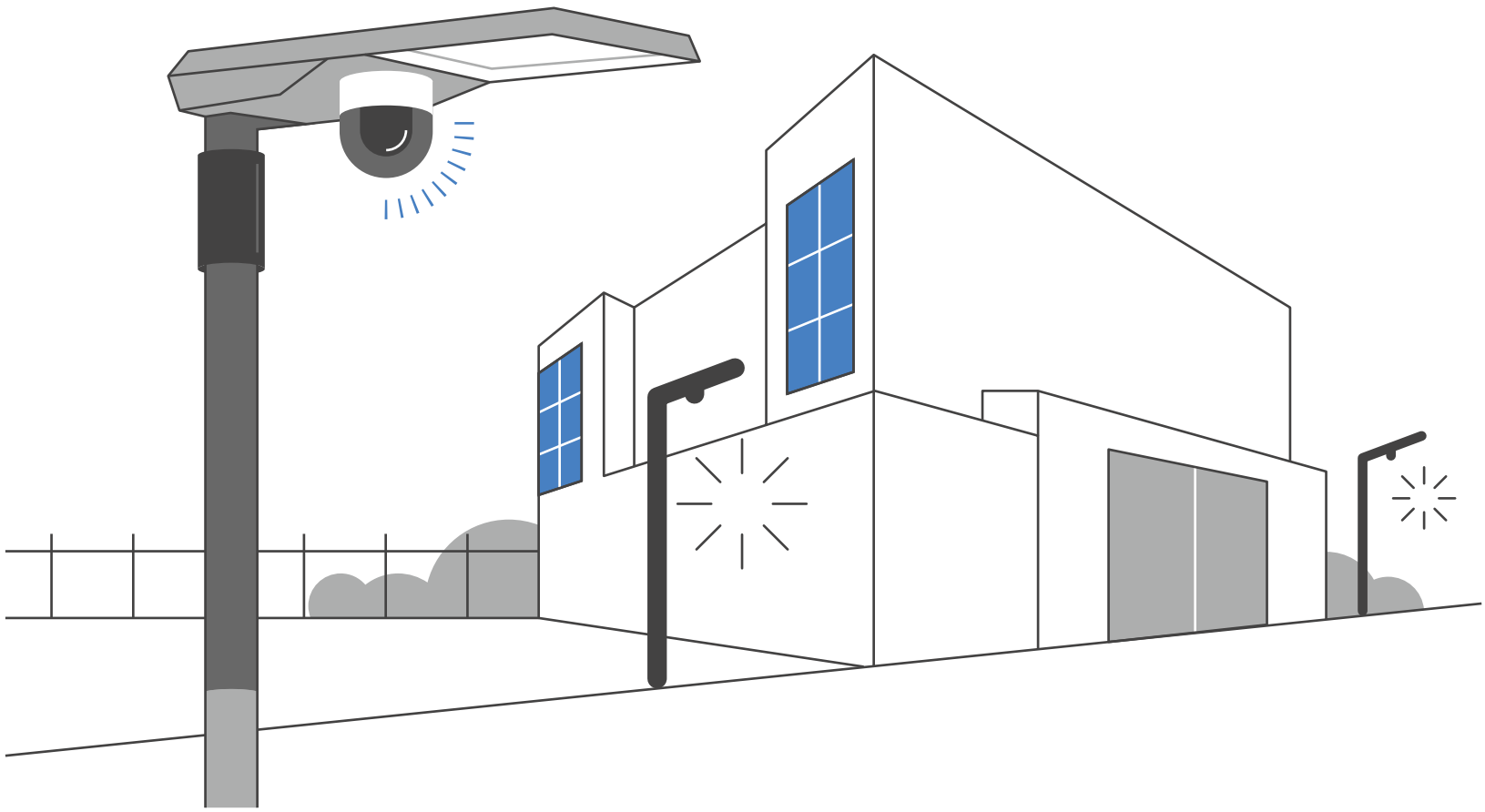
For every 1% reduction in overall crime, a 0.5% to 1% increase in property values is expected.

Enhanced lightingnot only increases property values significantly in previously unlit or poorly lit areas but lead to further economic stability and growth by attracting businesses and improving the quality of life for local residents. The increase in property values and improved safety drive more investments in the local infrastructure and services.

Better lit streets improve the perception of safety, leading to increased outdoor activities and community engagement and enhance the effectiveness of other crime prevention measures, such as CCTV surveillance.

To support the implementation of enhanced street lighting, a comprehensive database containing data on crime rates and property values has been compiled. This helps in identifying high crime areas that would benefit most from enhanced lighting, evaluating the cost effectiveness and impact of enhanced lighting projects and monitoring the long-term effects on crime rates and property values.

Enhanced street lighting presents a promising strategy to improve public safety, reduce crime, and boost property values. Given the continents rapid growth and active real estate market, investing in such infrastructure yields substantial benefits, making neighborhoods safer and more attractive to residents and businesses.



The iLamp Effect

Imagine a neighbourhood with above average crime, where after dark the streets feel unsafe and are inadequately lit.

People avoid the area, the perceived danger deters people from frequenting local businesses, which in turn close earlier or shutter permanently. The neighborhood loses its vibrancy and appeal, leading to declining property values and further disinvestment. People leave for brighter pastures.

Now imagine iLamp's are installed, their enhanced lighting and cameras begin to deter crime, first due to the lighting, monitoring, and then due to the larger presence of people who now feel safe walking the streets.

This reduction in crime leads to a domino effect: as people feel safer, they are more likely to walk around, visit local businesses, and participate in community activities. This increased presence of people further deters criminal behavior, creating a safer and more welcoming environment.

Better street lighting also contributes to road safety. Well lit streets significantly reduce the likelihood of traffic accidents and pedestrian casualties. Emergency services, including police, firefighters, and medical personnel,

benefit from improved visibility, allowing them to navigate the area more efficiently and locate incidents quickly. This enhanced response capability saves lives and mitigate the severity of emergencies.

As safety improves, the community begins to experience a revival. People start to move into the area, attracted by the now safer and more appealing environment. This influx of residents drives up property values and stimulates the local economy. Businesses extend their operating hours, taking advantage of the increased foot traffic and nighttime activity. Public transportation becomes more accessible and reliable, allowing residents to shop, socialize, and commute safely after dark. This increased mobility to a higher quality of life and a more vibrant community atmosphere.

iLamp is not only functional, but aesthetically pleasing. They can be positioned to highlight architectural features and are designed to minimize light pollution, creating a pleasant nighttime atmosphere.

iLamp modules make each lamp future proof, and can tailored to the community's needs. For instance, environmental sensors can help allergy sufferers by providing real-time air quality data. Other modules can offer early warnings for forest fires, gas leaks, and extreme weather events, enhancing overall safety and preparedness.

This story is backed by the hard evidence of communities around the world that have undergone this transformation:

The Impact of Street Lighting on Crime, Fear, and Pedestrian Street Use - by Kate Painter - Institute of Criminology, University of Cambridge, UK https://popcenter.asu.edu/sites/default/files/137-painter-the_impact_of_street_lighting_on_crime_fear_an.pdf

Colege of Policing - Improved Street Lighting https://www.college.police.uk/research/crime-reduction-toolkit/street-lighting

Can deterrence persist? Long-term evidence from a randomized experiment in street lighting - Criminology and Public Policy

iLamp Sales, Installs, and Maintenance

iLamp sales represent the largest revenue producing activity for licensees, providing them with a lucrative opportunity in the rapidly growing smart lighting market. To support sales efforts, iLamp offers comprehensive resources including sales proposals, branding kits, detailed product information, and benefit training resources. Additionally, licensees receive guides on available grants and best practices for approaching towns, counties, and municipalities, ensuring they are well-prepared to begin sales activities immediately.

iLamp products can be sold to a diverse range of public and private entities. Potential clients include public streets and highways, educational campuses, parks and recreational areas, parking lots, hotels and resorts, industrial estates and factories, hospitals and healthcare facilities, residential developments, train stations and railway networks, airports and ports, shopping complexes and malls, small businesses, stadiums and arenas, pathways and cycleways, homeowners associations and many more.

This broad market base provides licensees with extensive opportunities to secure contracts and drive significant sales revenue.

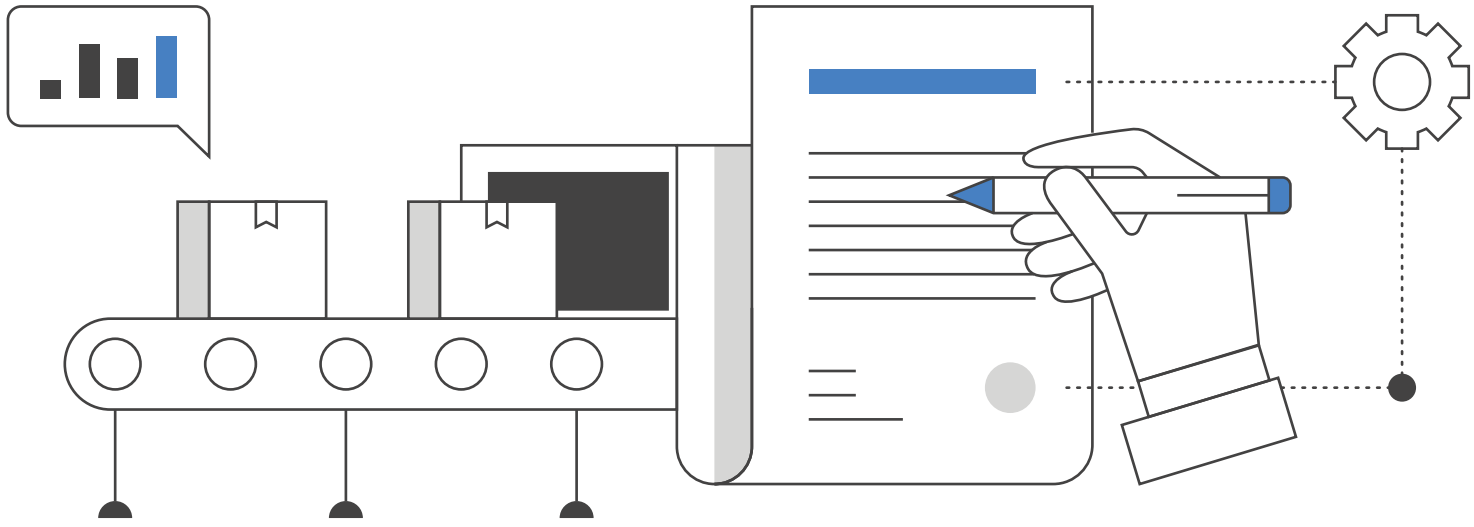
iLamp has been engineered for ease of installation, requiring minimal manpower and equipment. This user-friendly design allows sales agents to offer efficient and cost-effective installation services. Installation guides and cost calculators are readily available from iLamp, ensuring that licensees can accurately estimate installation costs and streamline the installation process.

Sales agents have the flexibility to either control the installation process themselves or sublicense these services. By sublicensing, they can generate additional revenue through the sale of installation rights or by charging royalties on services rendered. This approach enables licensees to maximize their revenue potential and capitalize on every aspect of the sales and installation process.

Maintenance of iLamp systems is another key revenue stream for licensees. Similar to installation, maintenance services can be controlled directly by the licensee or sublicensed. Charging royalties on maintenance contracts provides a continuous revenue source, akin to receiving a commission on each contract. This ensures that licensees benefit not only from the initial sale but also from ongoing service agreements.

The combined revenue from sales, installation, and maintenance of iLamps is substantial. With a wholesale cost of $5000 and a sale price of $9000 per unit, a small installation project of 35 units can generate over $300,000 in sales revenue alone. This significant profit margin underscores the financial viability and attractiveness of iLamp's business model for licensees.

iLamp's direct sales, installation, and maintenance services offer a robust business opportunity for licensees. By leveraging the comprehensive resources and support provided by iLamp, licensees can effectively penetrate the market, secure diverse contracts, and achieve substantial revenue growth.



Local iLamp Micro Factories

The Local Benefits of iLamp

The iLamp solution brings a host of local benefits that extend beyond simple street lighting, creating a transformative impact on communities.

By licensing comprehensive rights including manufacturing, assembly, sale, and installation, iLamp provides the blueprint for each territory to develop microfactories, creating local jobs and fostering economic growth at a local level.

These microfactories, designed to produce high-mix, low-volume lamps, allow for the customisation of streetlights that fit the specific environmental and cultural needs of each community. This flexibility ensures that iLamps are not just functional but also align with the unique character of the city or region.

For municipalities, iLamp offers an opportunity to engage the local population through design competitions and public consultations on the sensors to be installed and services to be provided, allowing cities to involve residents in shaping the aesthetic and function of their public lighting. This fosters a deeper sense of ownership and pride, as the streetlights become an integral part of the city's identity.

As streetlights evolve into critical nodes in smart city infrastructures, iLamp ensures that these nodes remain locally owned, capturing economic value within the community, creating a virtuous cycle of investment and growth.

iLamp's locally trained teams handle sales, manufacturing, assembly, installation and maintenance. The presence of free iLamps in key areas such as

schools, churches, and community centres also enhances safety and connectivity, contributing to community well being.

Beyond street lighting, iLamp's App Store and Module Store inspire local innovation, providing a platform where communities can develop and implement solutions tailored to their environment. These innovations can then spread to other regions with similar challenges, creating new revenue streams and further boosting local economies. This global-local exchange ensures that money not only stays within the community but attracts external investment as well.

With the potential to reduce crime, improve safety, and create economic opportunities, iLamp fosters a positive feedback loop of community benefits. Its partnerships with diverse local stakeholders—such as property developers, public works contractors, councils, community leaders, and various local consultants—ensure that each iLamp is a perfect fit for the community it serves, enhancing he vibrancy and sustainability of cities around the globe.

The iLamp Microfactory system empowers territories to efficiently prioritise production by leveraging locally available materials and expertise. This approach enables regions to make the best use of local resources while maintaining flexibility in production.

By integrating procurement with local assembly, the system strikes an optimal balance between sourcing materials and producing components locally, ensuring streamlined, energy efficient, and time sensitive manufacturing.

This model is particularly suited for high-mix, low-volume production, allowing iLamps and other innovations from the Conflow Power Group to be tailored to specific regional needs. The result is a sustainable, responsive manufacturing process that supports local economies and reduces logistical challenges.

Sublicensing Opportunity

Sublicensing is a powerful tool for iLamp Michigan, enabling immediate operations across the diverse and expansive state. This approach allows territorial holders to quickly extend the iLamp business model to subterritories, facilitating rapid expansion and the potential for swift sales. The ability to begin sublicensing right away is crucial for generating early-stage revenue and providing financial stability from the outset.

Territorial holders in Michigan have the unique advantage of recruiting a team of local experts who possess a deep understanding of the state's varied landscapes and industries. Empowered with the independence that sublicensing offers, these individuals can operate autonomously, promoting growth and innovation without the need for constant oversight. This fosters a dynamic, agile team environment that is well-tuned to Michigan's specific market needs.

By leveraging local expertise, iLamp Michigan can engage with professionals such as manufacturers, business leaders, and regional specialists who have in-depth knowledge of their specific areas within the state. Sublicensing to these local experts ensures that iLamp's solutions are tailored to meet Michigan's unique challenges and opportunities, thereby building trust and credibility within local communities.

Sublicensees in Michigan are well-versed in navigating the state's regulations, policies, and bureaucracy, as well as understanding the cultural nuances and market dynamics across different regions. Their proficiency leads to more effective market penetration and helps distribute operational risks across a broader base of stakeholders, reducing the financial and operational burden on the primary license holder. This localized approach encourages stakeholder engagement, creating a sense of ownership and commitment to iLamp's success. As a result, there's stronger advocacy and brand loyalty across Michigan's urban and rural areas.

The sublicensing model is inherently scalable, allowing iLamp Michigan to grow its presence across the state without requiring a proportional increase in capital investment and resources. This scalable approach ensures that iLamp's innovative solutions can reach every corner of Michigan, from Detroit to the Upper Peninsula, while maintaining a lean and efficient business structure.

SUBLICENSING OPPORTUNITY

Cities	Population	Street Lights	Addresssable	Territory Price	Market Size USD
Detroit	639,111	55,603	12,789	$2,875,999.50	$115,097,500
Grand Rapids	198,917	17,306	3,980	$895,126.50	$35,822,963
Warren	139,387	12,127	2,789	$627,241.50	$25,102,205
Sterling Heights	134,346	11,688	2,688	$604,557.00	$24,194,371
Ann Arbor	123,851	10,775	2,478	$557,329.50	$22,304,327
Lansing‡	112,644	9,800	2,254	$506,898.00	$20,286,058
Dearborn	109,976	9,568	2,201	$494,892.00	$19,805,578
Clinton	100,513	8,745	2,011	$452,308.50	$18,101,386
Canton	98,659	8,583	1,974	$443,965.50	$17,767,499
Livonia	95,535	8,312	1,912	$429,907.50	$17,204,898
Macomb	91,663	7,975	1,834	$412,483.50	$16,507,590
Troy	87,294	7,595	1,747	$392,823.00	$15,720,776
Westland	85,420	7,432	1,709	$384,390.00	$15,383,288
Farmington Hills	83,986	7,307	1,681	$377,937.00	$15,125,039
Flint	81,252	7,069	1,626	$365,634.00	$14,632,673
Shelby	79,408	6,908	1,589	$357,336.00	$14,300,587
Southfield	76,618	6,666	1,533	$344,781.00	$13,798,136
Wyoming	76,501	6,656	1,531	$344,254.50	$13,777,065
Rochester Hills	76,300	6,638	1,527	$343,350.00	$13,740,867
Kalamazoo	73,598	6,403	1,473	$331,191.00	$13,254,264
Waterford	70,565	6,139	1,412	$317,542.50	$12,708,051
Novi	66,243	5,763	1,326	$298,093.50	$11,929,702
West Bloomfield	65,888	5,732	1,318	$296,496.00	$11,865,770
Taylor	63,409	5,517	1,269	$285,340.50	$11,419,327
Dearborn Heights	63,292	5,506	1,266	$284,814.00	$11,398,256
Pontiac	61,606	5,360	1,233	$277,227.00	$11,094,625
St. Clair Shores	58,874	5,122	1,178	$264,933.00	$10,602,619
Royal Oak	58,211	5,064	1,165	$261,949.50	$10,483,219
Ypsilanti	55,670	4,843	1,114	$250,515.00	$10,025,610
Kentwood	54,304	4,724	1,087	$244,368.00	$9,779,607
Georgetown	54,091	4,706	1,082	$243,409.50	$9,741,248
Battle Creek	52,721	4,587	1,055	$237,244.50	$9,494,525
Redford	49,504	4,307	991	$222,768.00	$8,915,175
Portage	48,891	4,254	978	$220,009.50	$8,804,780
East Lansing	47,741	4,153	955	$214,834.50	$8,597,677
Roseville	47,710	4,151	955	$214,695.00	$8,592,094
Chesterfield	45,376	3,948	908	$204,192.00	$8,171,764
Bloomfield	44,253	3,850	886	$199,138.50	$7,969,523
Saginaw	44,202	3,846	884	$198,909.00	$7,960,338
Meridian	43,916	3,821	879	$197,622.00	$7,908,832
Commerce	43,058	3,746	862	$193,761.00	$7,754,315
Midland	42,547	3,702	851	$191,461.50	$7,662,289
Saginaw	41,679	3,626	834	$187,555.50	$7,505,971
Lincoln Park	40,245	3,501	805	$181,102.50	$7,247,722

Grand Blanc	39,846	3,467	797	$179,307.00	$7,175,866
Pittsfield	39,147	3,406	783	$176,161.50	$7,049,983
Muskegon	38,318	3,334	767	$172,431.00	$6,900,689
Holland	38,276	3,330	766	$172,242.00	$6,893,125
Orion	38,206	3,324	765	$171,927.00	$6,880,519
Independence	36,686	3,192	734	$165,087.00	$6,606,782
Holland	34,378	2,991	688	$154,701.00	$6,191,134
Eastpointe	34,318	2,986	687	$154,431.00	$6,180,329
Plainfield	33,535	2,918	671	$150,907.50	$6,039,318
Brownstown	33,194	2,888	664	$149,373.00	$5,977,907
Delta	33,119	2,881	663	$149,035.50	$5,964,401
Bay City	32,661	2,842	654	$146,974.50	$5,881,919
Bedford	31,813	2,768	637	$143,158.50	$5,729,203
Northville	31,758	2,763	635	$142,911.00	$5,719,298
Flint	31,447	2,736	629	$141,511.50	$5,663,290
Jackson	31,309	2,724	626	$140,890.50	$5,638,438
White Lake	30,950	2,693	619	$139,275.00	$5,573,786
Van Buren	30,375	2,643	608	$136,687.50	$5,470,234
Southgate	30,014	2,611	601	$135,063.00	$5,405,221
Burton	29,715	2,585	595	$133,717.50	$5,351,374
Oak Park	29,560	2,572	591	$133,020.00	$5,323,460
Port Huron	28,983	2,522	580	$130,423.50	$5,219,548
Gaines	28,812	2,507	577	$129,654.00	$5,188,753
Allen Park	28,638	2,492	573	$128,871.00	$5,157,417
Madison Heights	28,468	2,477	570	$128,106.00	$5,126,802
Hamtramck	28,433	2,474	569	$127,948.50	$5,120,499
Washington	28,165	2,450	564	$126,742.50	$5,072,235
Plymouth	27,938	2,431	559	$125,721.00	$5,031,354
Delhi	27,710	2,411	554	$124,695.00	$4,990,294
Garden City	27,380	2,382	548	$123,210.00	$4,930,864
Byron	26,927	2,343	539	$121,171.50	$4,849,283
Allendale	26,582	2,313	532	$119,619.00	$4,787,152
Inkster	26,088	2,270	522	$117,396.00	$4,698,188
Blackman	25,642	2,231	513	$115,389.00	$4,617,868
Romulus	25,178	2,190	504	$113,301.00	$4,534,306
Walker	25,132	2,186	503	$113,094.00	$4,526,022
Wyandotte	25,058	2,180	501	$112,761.00	$4,512,695
Norton Shores	25,030	2,178	501	$112,635.00	$4,507,653
Auburn Hills	24,360	2,119	487	$109,620.00	$4,386,992
Harrison	24,314	2,115	487	$109,413.00	$4,378,708
Oshtemo	23,747	2,066	475	$106,861.50	$4,276,597
Lyon	23,271	2,025	466	$104,719.50	$4,190,874
Summit	22,920	1,994	459	$103,140.00	$4,127,663
Kalamazoo	22,777	1,982	456	$102,496.50	$4,101,910
Oxford	22,419	1,950	449	$100,885.50	$4,037,438
Birmingham	21,813	1,898	436	$98,158.50	$3,928,303
Mount Pleasant	21,688	1,887	434	$97,596.00	$3,905,792
Frenchtown	21,609	1,880	432	$97,240.50	$3,891,565

The Market & Financials

Michigan, with its diverse population and robust industrial background, offers a prime opportunity for infrastructure innovation. The state's focus on urban revitalization and sustainable development makes it an ideal environment for advanced solutions like iLamp. Michigan's landscape, ranging from dense urban centers to rural expanses, provides multiple avenues for smart street lighting deployment.

Market Segmentation

By Area	:	Urban (Detroit, Grand Rapids, Ann Arbor) vs. Rural (Upper Peninsula, Barry County)
By Need	:	Updating outdated infrastructure vs. new installations in growing rural communities
By Application	:	Public streets, highways, recreational areas, private complexes, and parking lots

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Digital Cities	:	With Detroit and Ann Arbor embracing smart city initiatives, Michigan presents ample opportunities for integrating iLamp's lighting solutions into these evolving urban landscapes.
Green Initiatives	:	Michigan 's commitment to renewable energy, sustainable development aligns with iLamp's self powered, low maintenance designs.
Decentralized Systems	:	Michigan faces unique challenges with energy demand, particularly during harsh winters. Systems like iLamp that reduce grid load through decentralized power solutions are especially beneficial.

Total Addressable Market (TAM):
The total number of public streetlights required in Michigan is estimated at 3,050,000.

Serviceable Available Market (SAM):
Given the approximations and variations in streetlight density between urban and rural areas, Michigan is estimated to have 1,047,370, presenting a shortfall of 2,002,630 bstreetlights.

FINANCIAL MODEL

Year	Territories Sold	Territory Sales Income	Royalties Received	Territory-Wise Revenue
1	Detroit,Grand Rapids,Warren	**$4,398,367.50**	**$0.00**	**$0.00**
2	Sterling Heights,Ann Arbor,Lansing‡	**$1,668,784.50**	**$475,261.20**	**$5,280,680.02**
3	Shelby,Southfield,Wyoming	**$1,391,166.00**	**$662,994.12**	**$7,366,601.30**
4	Rochester Hills,Kalamazoo,Waterford	**$1,235,214.00**	**$823,657.88**	**$9,151,754.18**
5	Shelby,Southfield,Wyoming	**$1,127,961.00**	**$969,976.75**	**$10,777,519.47**
6	Novi,West Bloomfield,Taylor	**$1,046,371.50**	**$1,106,989.09**	**$12,299,878.75**
7	Dearborn Heights,Pontiac,St. Clair Shores	**$992,083.50**	**$1,237,322.74**	**$13,748,030.48**
8	Royal Oak,Ypsilanti,Kentwood	**$879,930.00**	**$1,363,823.57**	**$15,153,595.21**
9	Georgetown,Battle Creek,Redford	**$826,974.00**	**$1,446,893.04**	**$16,076,589.37**
10	Portage,East Lansing,Roseville	**$756,832.50**	**$1,592,627.82**	**$17,695,864.63**
Total		**$14,323,684.50**	**$9,679,546.21**	**$107,550,513.42**

iLamp Michigan and the paradigm shift

iLamp is paving a groundbreaking path for Michigan, with a vision that goes beyond simply entering the market to fundamentally transforming it. The key decision lies in determining how to allocate operational control within iLamp Michigan versus distributing sublicenses to local partners.

Direct management could yield significant profits and tighter control over profit margins, while partnering with experienced Michigan-based entities could accelerate market adoption and generate immediate revenue growth. By leveraging Michigan's strong pool of local talent, manufacturing capacity, and technology resources, iLamp can create a comprehensive ecosystem of solutions tailored specifically to the state's diverse needs, from urban areas like Detroit to the rural communities in the Upper Peninsula.

With iLamp's extensive distribution network and app store, locally developed innovations can be brought to new markets, generating lucrative revenue streams for iLamp Michigan. The venture's potential extends far beyond just the product itself. Establishing local production facilities and assembly lines in Michigan would position iLamp as a key supplier, creating high-quality jobs and contributing to the state's economic revitalization. This aligns with Michigan's focus on manufacturing and advanced technology sectors.

By monetizing the real estate of lamp poles and integrating a variety of hardware and software solutions—including subscription services like Power as a Service (PaaS)—the potential for diverse and sustained income is immense. Each lamp post can serve as a platform for additional services, such as environmental monitoring, traffic data collection, or public Wi-Fi, further expanding revenue streams.

Backed by the Conflow Power Group, iLamp Michigan benefits from early access to cutting-edge technological advancements, giving it a distinct advantage as a leader in smart city development. This technological edge is particularly valuable as Michigan continues to embrace renewable energy and smart infrastructure, ensuring that iLamp remains at the forefront of these initiatives.

The partnership with the ILOCX platform further strengthens iLamp Michigan's ability to manage sublicense sales alongside territorial license sales, providing local partners with the tools to generate capital and expand rapidly in their own markets. Sublicensing opportunities empower Michigan-based businesses to capitalize on iLamp's growth, fostering local ownership and community engagement.