



Drive My Way™

My life. My job. My way.

100 N. Main Street, Suite 409
Chagrin Falls, OH 44022

DriveMyWay.com

800.411.5840

SUMMARY

Drive My Way™ is completely different from other job posting websites. In fact, we aren't a job posting site at all. Drive My Way is a unique, online personalized recruiting service that matches CDL truck drivers with available jobs based on their qualifications and personal preferences.

At Drive My Way, we are passionate about personalizing the recruitment experience for both drivers and employers — matching drivers with jobs that will allow them to live the life that they want and matching employers with talent that is both qualified and engaged. We are often referred to as the “eHarmony” for the trucking industry, matching truck drivers with jobs they will love!

INDUSTRY PROBLEM

The \$603B trucking industry is vital to the economy and is faced with a shortage of truck drivers that is growing at an alarming rate. The current shortage is 48,000 and it's expected to grow to 175,000 by 2024. This is driven primarily by industry growth and drivers retiring or leaving the profession. In addition, turnover within the industry has exceeded 90% for several years. The total job openings for heavy tractor trailer jobs is expected to be 1.2 million by 2022.

OUR ADVANTAGE

Our patent pending technology matches CDL drivers to jobs based on their qualifications and 23 personal preferences, like type of haul, type of schedule, benefits and more. The technology presents employers with an actual matching score that shows exactly how well a candidate matches their job's requirements and presents the driver with a score for how well each job matches his or her needs. For us, it's all about the right fit. We're redefining the way drivers are hired and changing the focus from quantity and volume to quality and best fit.

PRICING

Drivers post a profile for free. Employers pay to post their jobs. Pricing packages range from one posting for \$300; three for \$750; six for \$1,500 and twelve for \$3,000.

FINANCIALS

Drive My Way, Inc. Income Statement - Projections Years Ending December 31st	2016 Budget	2017 Forecast	2018 Forecast	2019 Forecast	2020 Forecast	2021 Forecast
Sales (job posting)	400	3,000	10,500	31,500	63,000	84,000
<i>Growth</i>		7.5x	3.5x	3.0x	2.0x	1.3x
Revenue (avg. \$275 per posting)	\$ 110,000	\$ 825,000	\$ 2,887,500	\$ 8,662,500	\$ 17,325,000	\$ 23,100,000
Total Operating Expenses	\$ 882,573	\$ 1,860,323	\$ 2,598,750	\$ 7,103,250	\$ 12,647,250	\$ 15,246,000
Operating Income (Loss)	\$ (772,573)	\$ (1,035,323)	\$ 288,750	\$ 1,559,250	\$ 4,677,750	\$ 7,854,000
Operating Margin	-702%	-125%	10%	18%	27%	34%

HEADQUARTERS

Chagrin Falls, Ohio

MILESTONES

- Developed the product
- Launched in August 2015
- Received \$100,000 Innovation Award
- Awarded funding and acceptance into Flashstarts Accelerator Program

GOALS

- Driver Registrations – 8,000
- Job Postings Sold – 400
- Raise \$1M

EXECUTIVE TEAM

- **Beth Potratz**, Founder and CEO
- **Amy Ritchie**, Chief Operating Officer
- **Tim Holzheimer**, Chief Financial Officer

ADVISORS

- **Dan Harrington**, President HTV Industries; CWRU Board Member
- **Charles Stack**, Co-Founder/CEO Flashstarts, Inc.
- **Kendall Wouters**, University of Akron Research Foundation; Vertical Knowledge
- **Dominic DiPuccio**, Taft Stettinius & Hollister, LLP



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