



The Destination Experience Platform

Mo Parikh, CEO



11/30/2016

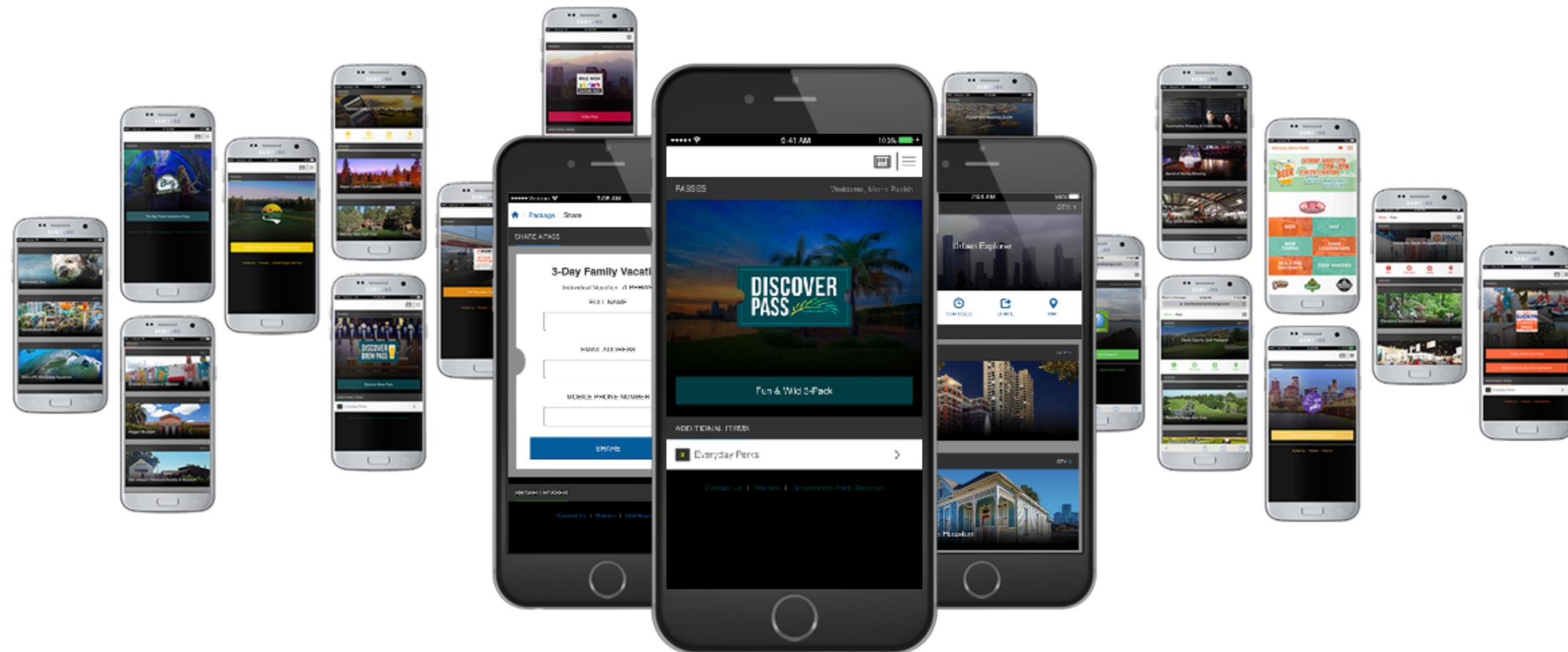


Visitors want more than tickets...

they want experiences.

Our SaaS solution makes it easy to curate *paid and free* experiences to target any visitor (or local) segment.

(You can still sell individual tickets)



(This is NOT an app, it's a web application)

Traction Since May 2015 Launch



Attractions Passes



Golf Passports



Beer/Wine Tastings



Convention Attendee Benefits



Festival and events



Travel Layover Passports



Membership Cards



Itineraries/ Visitor Guides



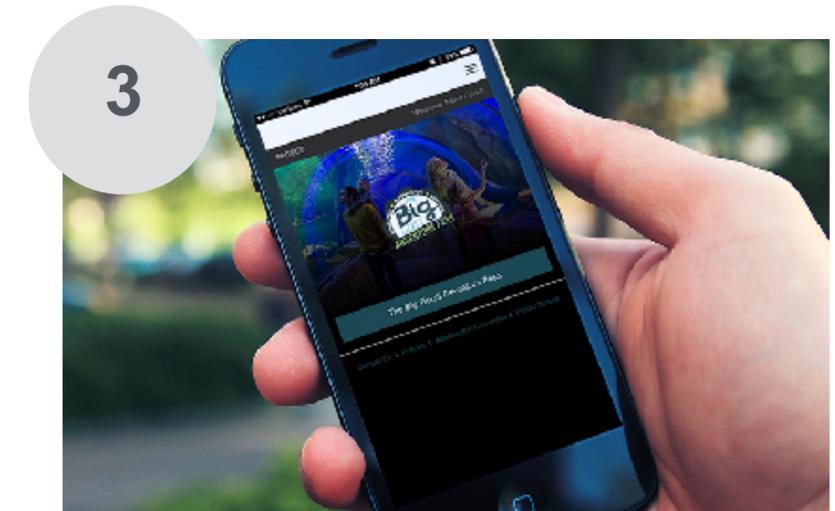
How It Works



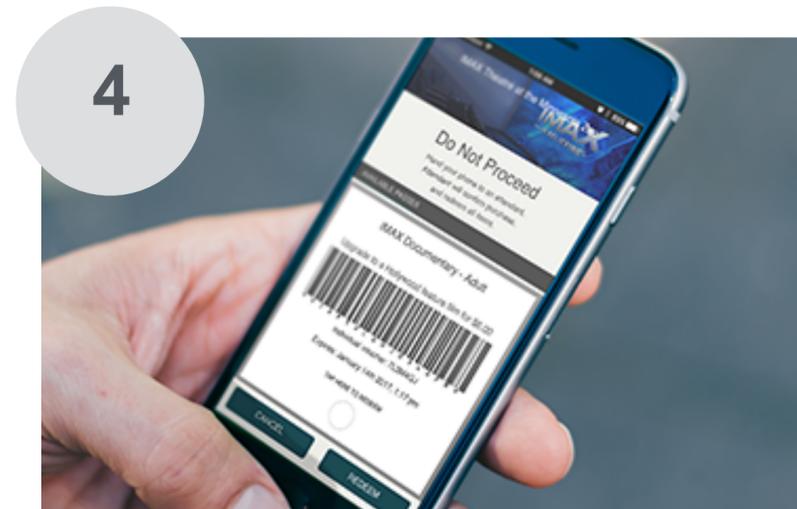
1 Destination marketer creates curated experiences



2 Launch public and private-label sales for a variety of target customers (visitors and locals)



3 Deliver white labeled mobile passport web application experience via text and email



4 Seamless redemption experience with no hardware or software requirements to local businesses



5 On-site spending incentives and re-marketing opportunities



6 Data and analytics to better understand consumer behavior

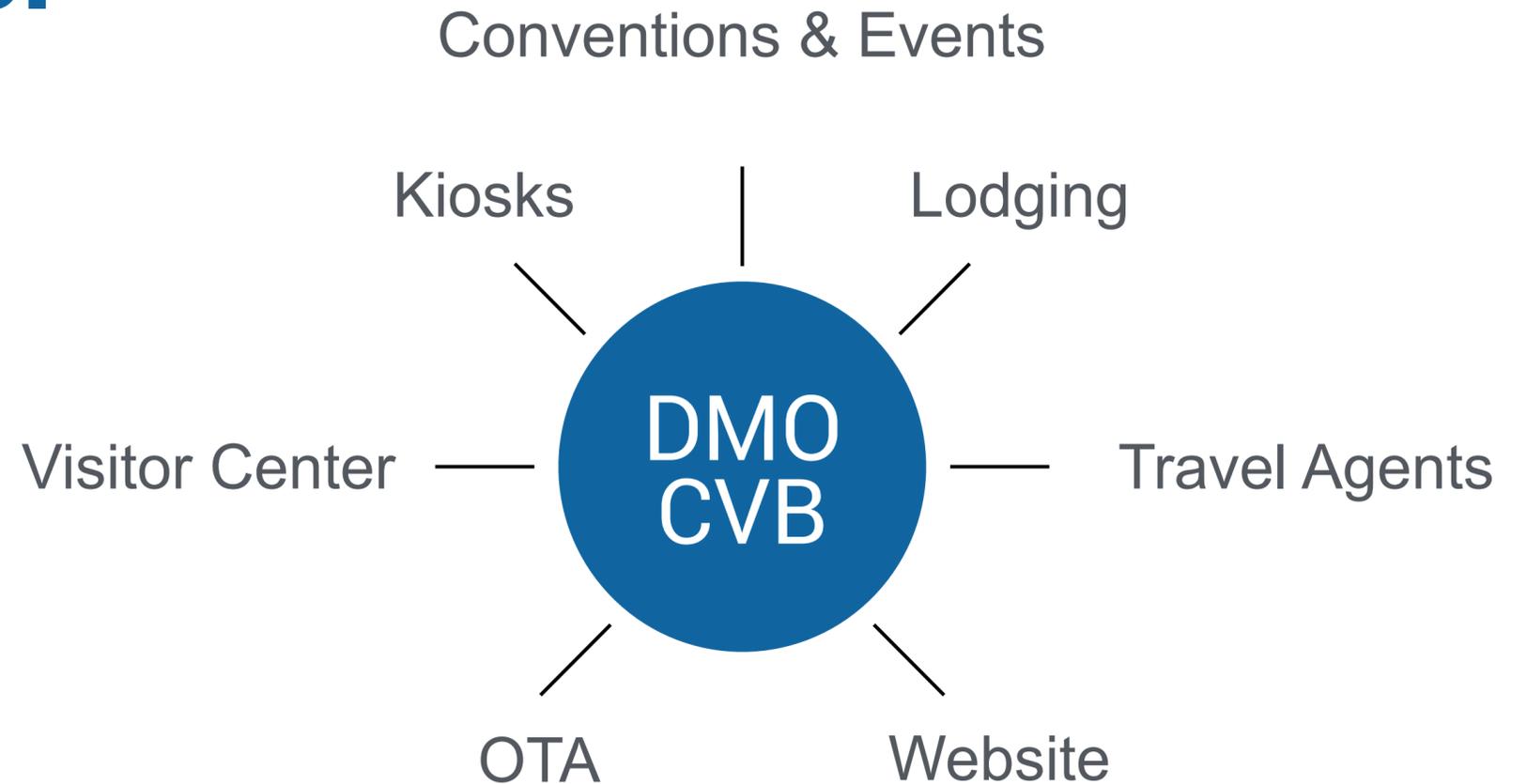
Hub And Spoke Model

You are the hub.

Easily white-label the solution for groups & conventions.

Universal API allows distribution via OTAs and other third-parties.

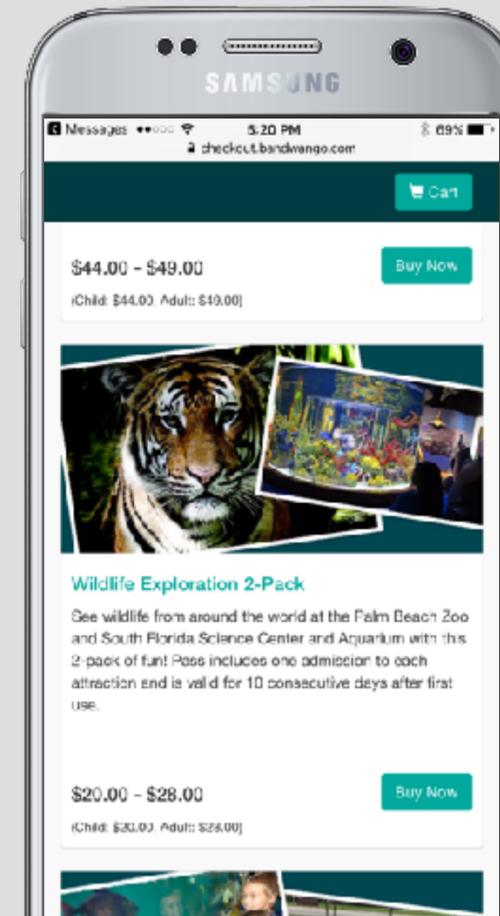
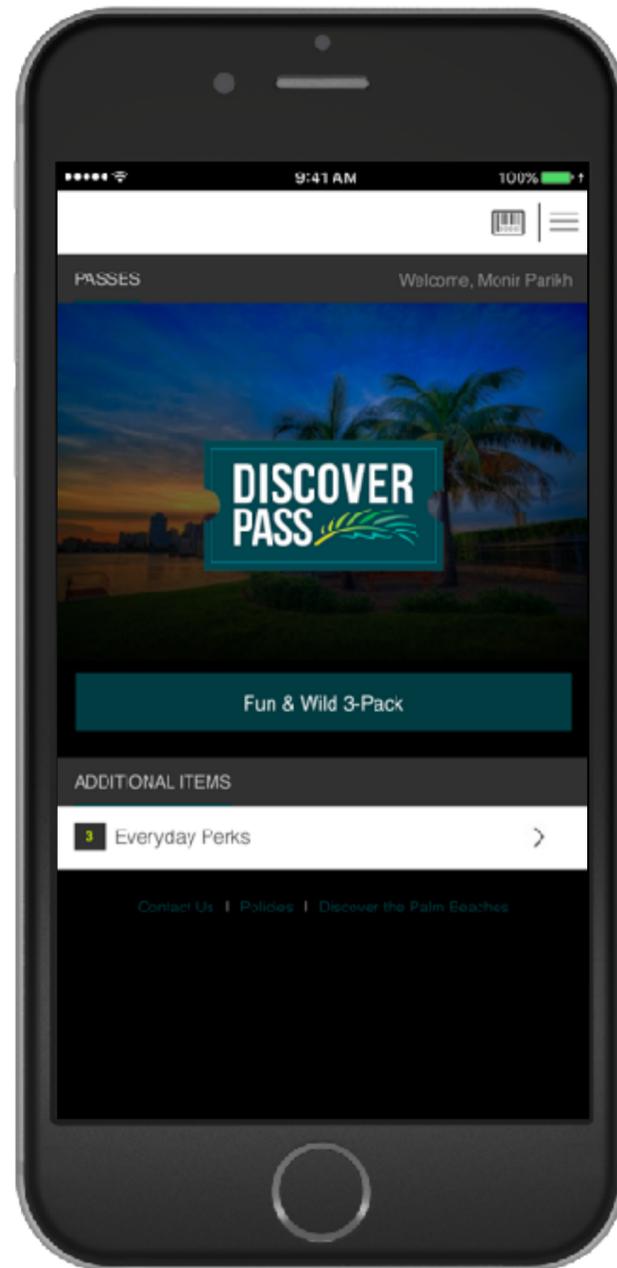
Hotel packaging options to create exclusive experiences



Experience Platform Features

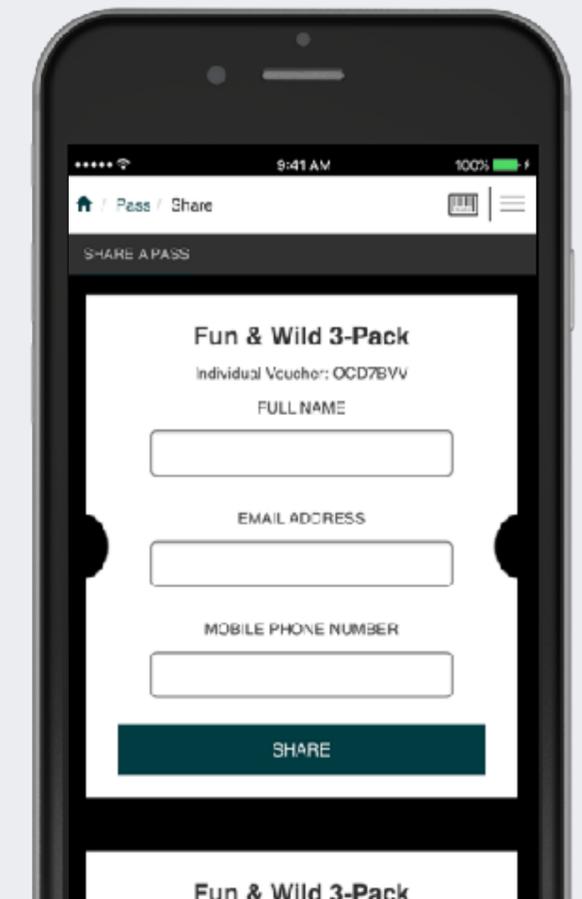


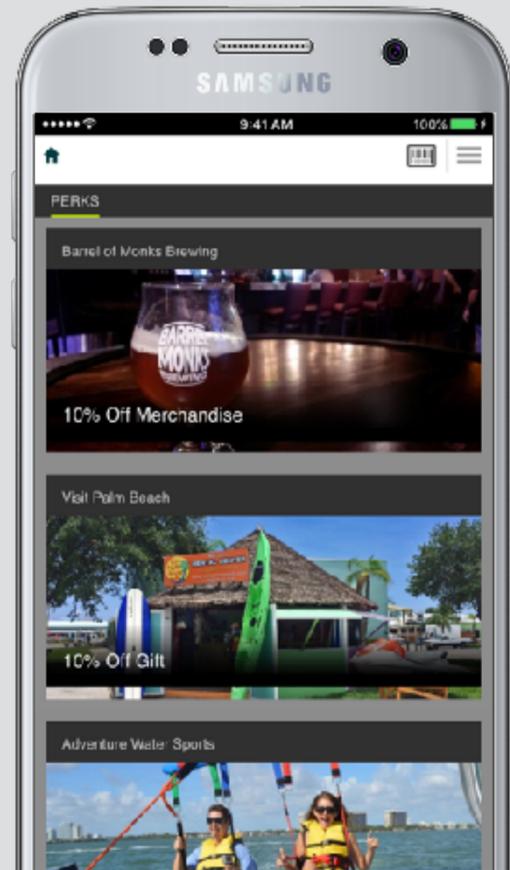
100% customizable
with unlimited possibilities



Mobile optimized
checkout and delivery
(Print vouchers still available)

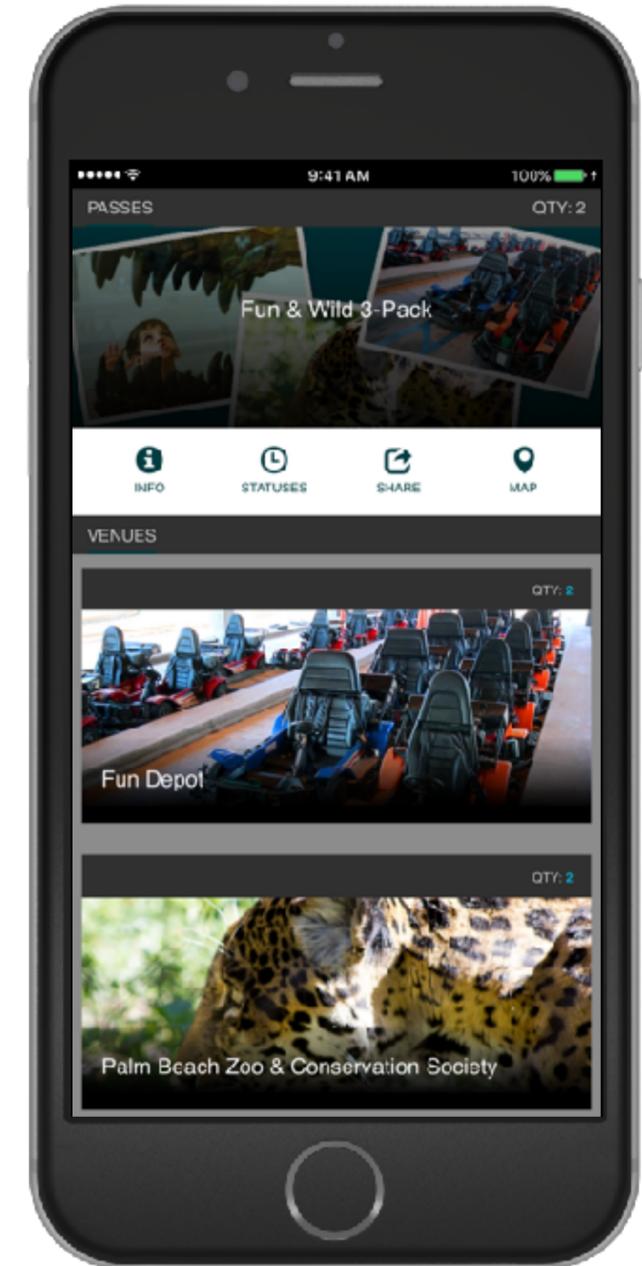
Share/transfer passes via
mobile phone



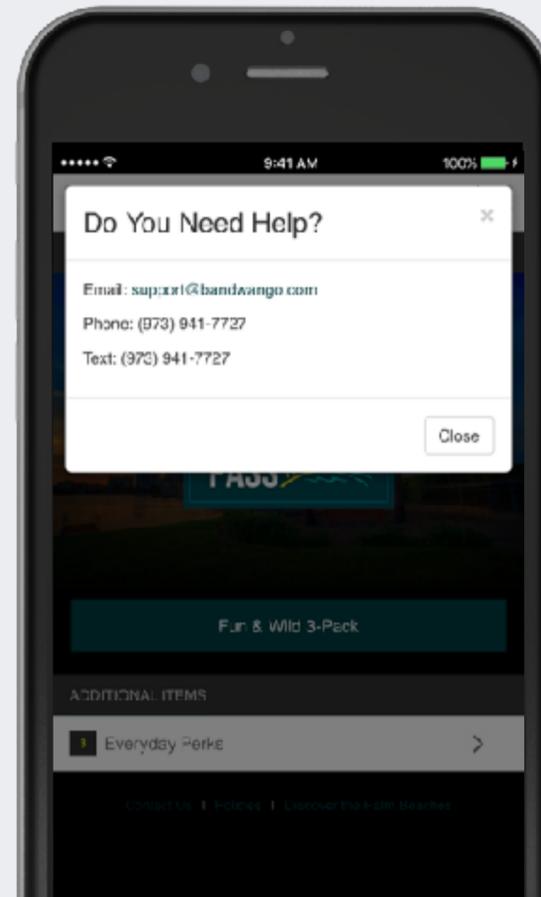


Real-time engagement and marketing automation by surrounding businesses

Fully destination-branded web-application/API solution
(no apps to download)

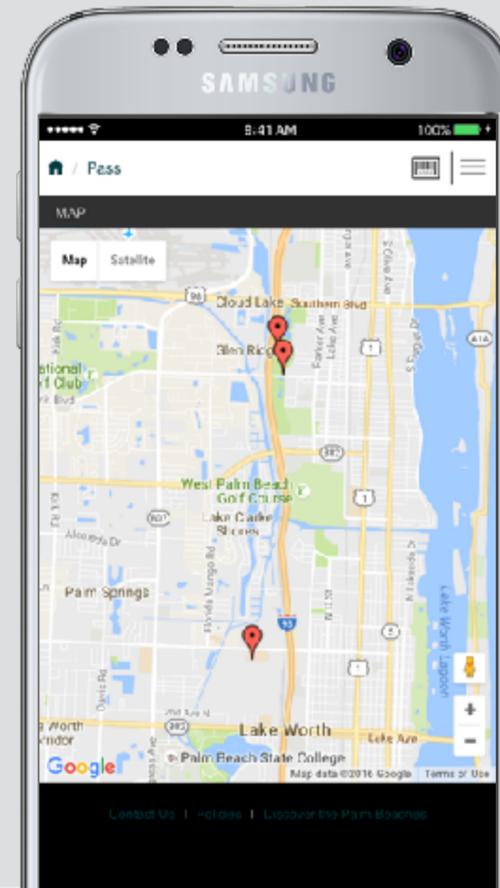
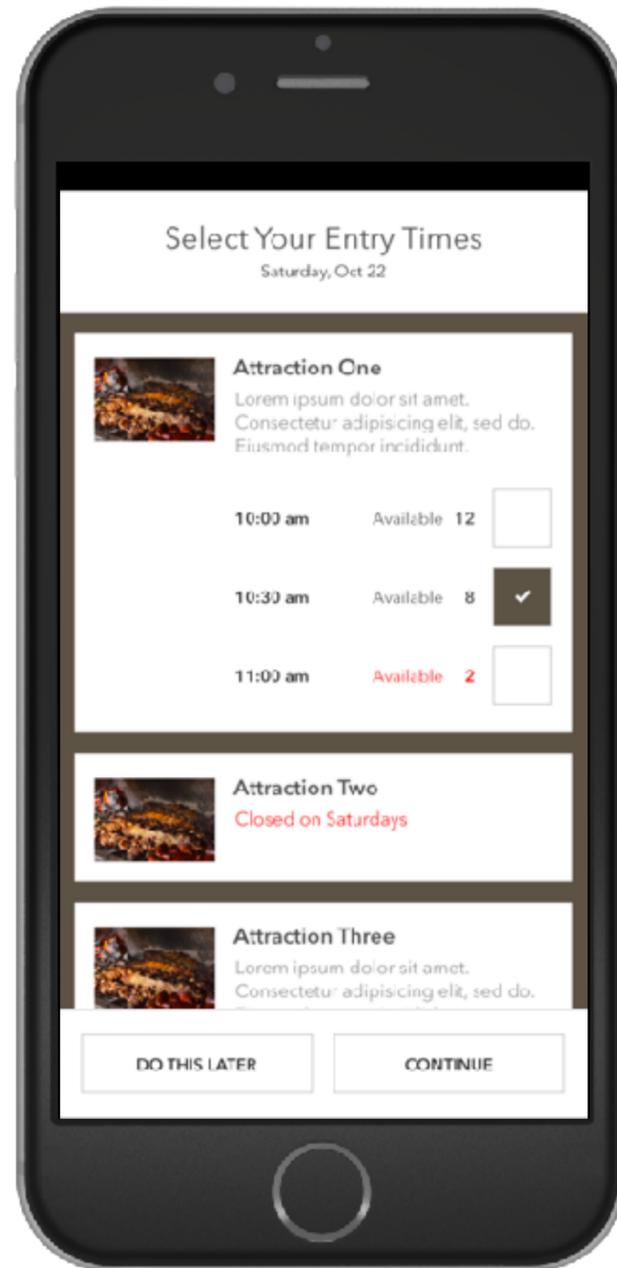


Full technical and customer support 24/7



Multiple ticket types:

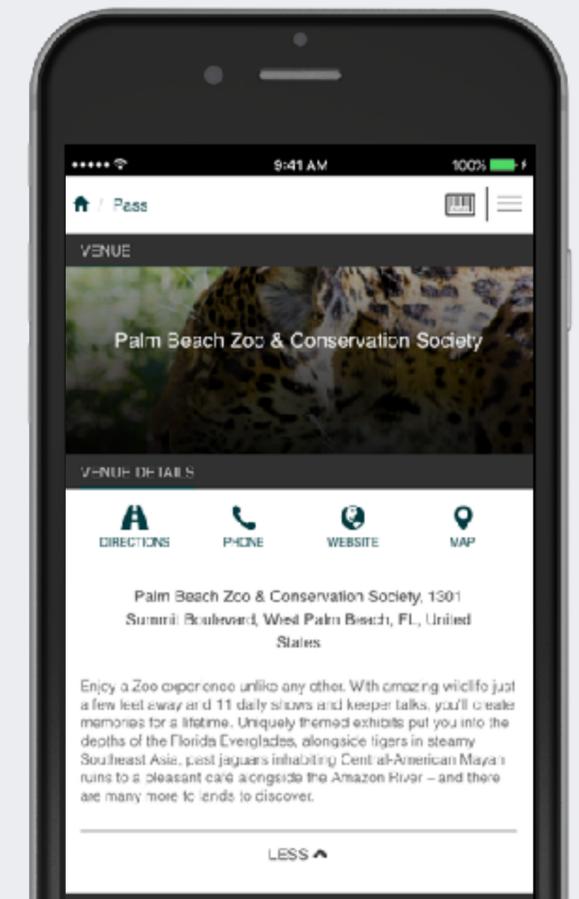
GA, limited capacity, timed tickets, etc



Map view detects location and provides directions

Activity information

managed through extranet by activity providers



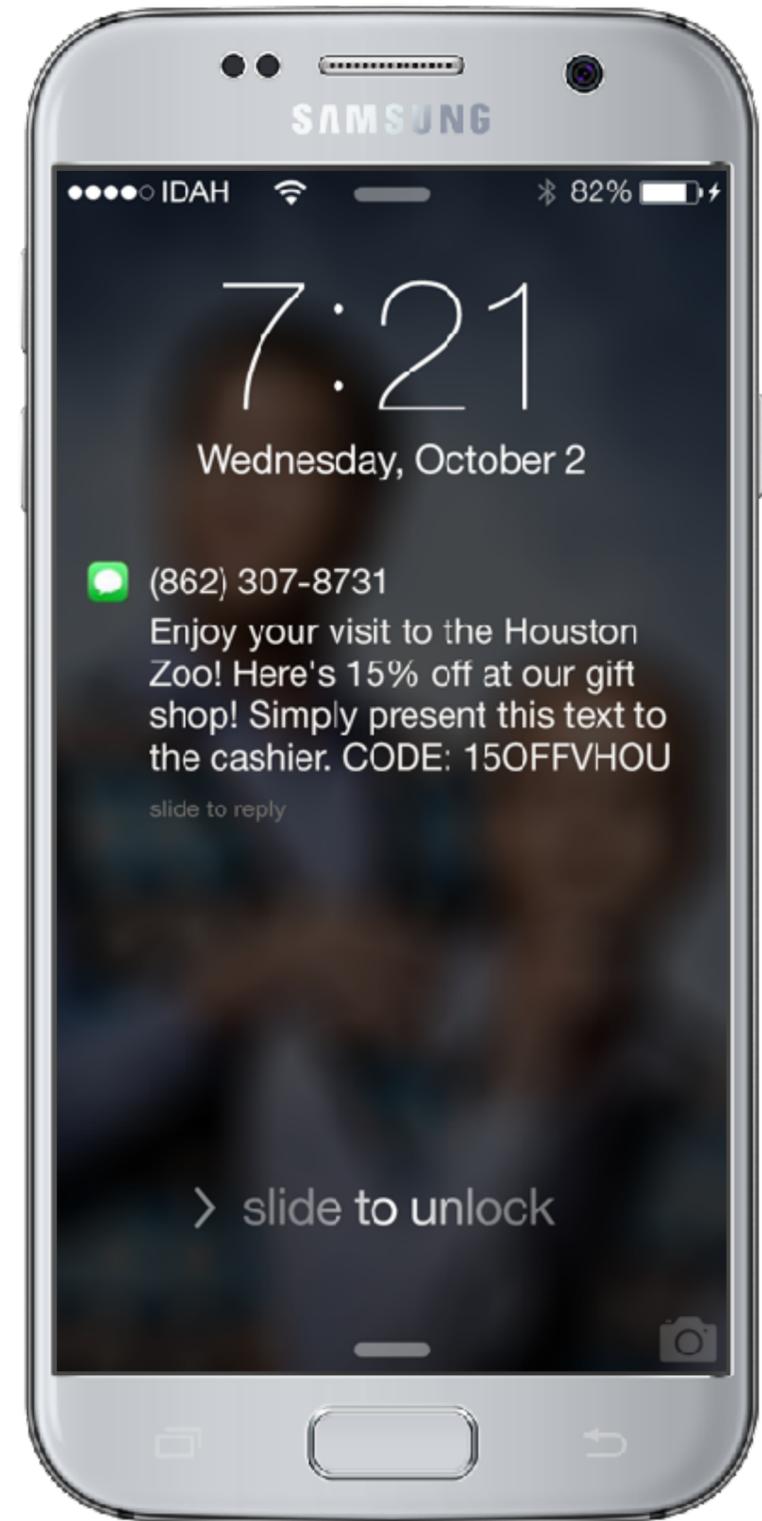
Increase Per-Visitor Spending

Our competitors' service *ends* at the ticket sale.

Our service *begins* at the ticket sale.

Real-time engagement framework allows merchants to activate coupons & bounce-back offers. These are *hyper relevant* incentives designed to increase visitor spending.

Marketing automation platform enables triggered communications and incentives to be sent to a specific customer in a specific place at a specific time.



Finances

Multiple Revenue Opportunities:

- Margin
- Slippage

Accounting Options:

- DMO/CVB managed accounting
- Bandwango managed accounting



Management Team



Monir Parikh
CEO

Over a decade of experience with identifying needs, solving problems, assembling teams, and commercializing products.



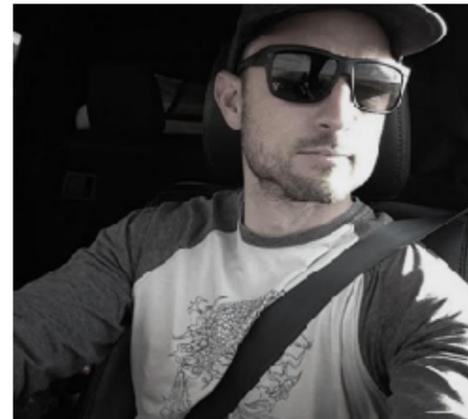
Ryan Kelly
CTO, Lead Architect

Almost two decades of experience researching emerging technologies and designing complex architecture solutions for a Fortune 50 company.



Mike Daniel
Creative Director, UI/UX

Over a decade of experience overseeing UI and Design Direction for brands such as Adidas, Red Bull, Capital One, and many others across the world.



George Rogers
VP, Marketing

Marketing technology expert with over a decade of experience integrating technology solutions into full stack marketing campaigns.



Brandon Holmes
VP, Customer Development

Responsible for unlocking new verticals and opportunities within travel & tourism.



Trevor Meier
Lead Developer

Full stack developer and QC expert.



THANKS!

Request a demo with Mo:

Mo Parikh

mo@bandwango.com

(973) 941-7727

Appendix

Use Cases

Visit Salt Lake - Connect Pass

Visit Denver - Mile High Culture Pass

Davis County - Golf Passport

Discover the Palm Beaches - Discover Pass,

Discover Brew Pass

Bloomington CVB - The Big Ticket Adventure Pass

City Weekly - 2016 Utah Beer Festival

Mt Hood Territory - Explorer Trails

Go Cedar Rapids - Ale Trail Membership Card

Pikes Peak Country Attractions - Individual Attractions Hub



...the possibilities are endless!

Competition



Others disturb the fragile destination ecosystem



We empower the destination marketer to be the champion

Solution



Bandwango helps destination marketers curate experiences:

- 1 Meet customer expectations through mobile delivery and local expertise**
- 2 Drive revenue to local businesses at no up-front cost and low commissions**

“Bandwango’s mobile passport solution is, in a word, easy. From implementation to final user transaction, this is a seamless experience through and through. For our visitors, Bandwango makes it easy to plan the experience they want with an elegant web-based mobile app.”

-Jayne Buck, VP Tourism @ Visit Denver