

DYNOSAFE  
SHARK TANK SCRIPT  
By Ashley Chandler

***Rebecca stands behind her kitchen island with a big smile as she welcomes the audience to her DynoSafe infomercial.***

**REBECCA**

Hi Everyone! My name is Rebecca Romanucci and I currently reside in Scottsdale, Arizona.

I'm the CEO of DynoSafe, a registered labor nurse, entrepreneur, Mother of four, and wife to a VA Hospital surgeon who is currently fighting the Coronavirus pandemic on a daily basis.

Today on "DYNO TV" (*POTENTIAL FOR GRAPHIC HERE*), I'm going to show you a product that will change your life – and keep you and your families SAFE.

***Cut to infomercial footage:***

<b>REBECCA V.O.</b>	<b>INFOMERCIAL</b>
Life can be STRESSFUL, right? We all juggle and balance the demands of our daily lives. Getting the kids to school and soccer practice, managing a business, a household – the list goes on! You know what <i>doesn't</i> need to be an added stress on top of EVERYTHING else?	<ul style="list-style-type: none"><li>• Black and white footage.</li><li>• Rebecca scrambling around the house through her daily tasks! She looks like she can barely keep up with her to-do list.</li><li>• Her hair is askew, she has one shoe on – anything else you can think of that's silly and funny!</li></ul>

***Back to the kitchen.***

**REBECCA**

DELIVERIES!

Ladies and gentlemen, I give you my business – DynoSafe!

***Rebecca reaches under her kitchen counter and pulls out DynoSafe! She makes a grand gesture to the box laying before her.***

Whether it's medication, groceries, take-out orders, or any other essentials – DynoSafe ELIMINATES all of the inconveniences that come along with waiting and preparing for all of your household's deliveries.

***Close-up shot of DynoSafe as Rebecca points out its features.***

Dynosafe is the ONLY delivery container that is:

- Patent issued
- IOT
- Smart
- Temperature controlled

***Cut to infomercial footage:***

REBECCA V.O.	INFOMERCIAL
<p>As a Registered Nurse, I saw that some patients have to have their medication delivered. Many people are not able to answer the door in time to avoid that dreaded “sorry we missed you” delivery sticker.</p> <p>My mother is a diabetic and many times her insulin will be left on the porch, in Arizona, in temperatures over 114 degrees F. When she called me to ask if she should still use the insulin, which should have been refrigerated, I had to tell her that it wasn’t safe to use.</p> <p>We had to contact her insurance company and try to have more insulin sent, and she was forced to wait at home for the delivery.</p> <p>Using off the shelf items, I designed a container to solve this problem!</p>	<ul style="list-style-type: none"> <li>• Black and white footage.</li> <li>• The delivery man picks/wipes his nose as he saunters up to a front door and puts his gross hands all over a package.</li> <li>• Plays hacky sack with a package.</li> <li>• He rings the doorbell a million times and looks annoyed when the resident doesn’t answer immediately.</li> <li>• He slaps a “Sorry We Missed You” sticker on the doorbell, turns around, and SPRINTS for his delivery truck!</li> </ul>
<p>DynoSafe secures to the porch and is the ONLY delivery container that protects perishable items from the elements, theft, and is CONTACTLESS.</p>	<ul style="list-style-type: none"> <li>• Black and white footage.</li> <li>• Pretends like he’s about to shoot a 3-pointer – he “shoots” the package onto the porch.</li> <li>• The package lands crumpled and torn up.</li> <li>• The torn up package is then subject to the “elements” – someone off camera throws ice cubes and water on the package (representing rain and snow).</li> <li>• A robber dressed in all black (or a porch pirate dressed as a literal pirate).</li> </ul>

<p>DynoSafe is the ONLY container that provides protection from contamination. for food and medicines protecting from contamination from illnesses such as the Corona Virus.</p>	<ul style="list-style-type: none"> <li>• Full color footage.</li> <li>• The DynoSafe sits on the porch – we get a 360-degree view of the incredible machine! It juxtaposes the horrific black and white delivery footage. DynoSafe looks like absolute perfection!</li> </ul>
<p>When you place an order, simply go to our easy-to-use app.</p> <p>There you will obtain a one-time-use delivery code, and assign a name and a desired temperature to that code.</p> <p>You then share that code either in the address section or special instructions section of your order.</p> <p>When the delivery is made, (and we have had 100% success with all major carriers and deliveries, without any coaching or signage) the delivery person enters the code, the unit unlocks, and DynoSafe automatically adjusts to the desired preset temperature.</p> <p>The customer receives an alert that their delivery has been completed. The customer can remotely lock/unlock, change the temperature, obtain codes and view a log of deliveries. The container secures to the porch, contains an accelerometer and an alarm which will sound if the unit or lock is tampered. The owner will also receive an alert if the unit is compromised. It also contains a safety button inside which will unlock the unit, for safety.</p>	<ul style="list-style-type: none"> <li>• The infomercial acts out the process from online order to delivery.</li> <li>• A set of hands punching a few buttons on an iPhone.</li> <li>• Hands opening the DynoSafe and punching the security code and temperature settings.</li> <li>• Customer's hands open the DynoSafe to reveal safe, in-tact, perfectly refrigerated groceries that are VIBRANT and healthy looking! Worthy of a Whole Food's commercial.</li> </ul>

**BACK TO REBECCA IN THE KITCHEN**

**REBECCA**

So, here's a quick recap again for you folks at home!

With DynoSafe, you will have peace of mind, that all of your deliveries will be:

- Secure
- Protected from theft

- Maintained at the right temperature
- Contact-free (social distancing)
- DynoSafe will ensure that groceries, medication and food are safe for consumption and use.

And you know what else ladies and gentlemen? We're the ONLY company that's doing this. The only company that actually CAN do this.

There are NO other utility patent protected, IOT, temperature-controlled, contactless, containers for customer use.

DynoSafe has been issued a **utility patent and has two provisional patents** on internal units and robotic devices, extending DynoSafe from one product to a 'family of products that are able to adapt to technological advances'.

Let's take a second and turn it over to our callers! Man, our phone lines are ringing off the hook!

***Rebecca picks up a telephone.***

***BEGIN PHONE CALL.***

**REBECCA**

Hello, this is the DynoSafe hotline!

**E-COMMERCE INDUSTRY  
(MALE VOICE)**

Hi Rebecca, this is the e-commerce industry.

***What a delightful surprise! The humor is that Rebecca is talking to the ENTIRE e-commerce industry personified.***

***LOWER THIRDS: "ON THE PHONE NOW – E-COMMERCE INDUSTRY!!!"***

**REBECCA**

Oh wow! The whole e-commerce industry is on the phone with me right now!

Hi there! How can I help you today?

***Rebecca nods along as the e-commerce industry explains how DynoSafe would greatly improve business. Note: If possible, simple text graphics can enhance the discussion!***

**E-COMMERCE INDUSTRY**

I just gotta tell you – we've been trying to find a solution for providing effective 'unattended deliveries' for our customers. The grocery industry is DESPERATE for something like DynoSafe.

The current model of customer-driven delivery windows' is inefficient, costing grocery stores to lose money on EVERY delivery. Thirty-one percent of U.S. households, or roughly 40 MILLION people have used online grocery services over the past MONTH alone. This is more than DOUBLE the number of monthly users since August 2019.

**REBECCA**

Wow! I'm so happy to hear that DynoSafe can make such a radical, positive change in unattended deliveries.

Our testing of prototypes in Seattle and Scottsdale revealed that unattended deliveries to a DynoSafe are on average 5 MINUTES faster than attended deliveries.

The ability to drive on direct routes, enhancing logistics reduced route time by OVER 10%. By enhancing efficiency and logistics, it will also decrease fuel usage, CO2, the number of delivery trucks on the road, decreasing traffic congestion, decreasing excessive packing material and food waste. We estimated that the overall delivery cost would be reduced by more than 13%.

**E-COMMERCE INDUSTRY**

This sounds like a no-brainer, Rebecca!

I can see DynoSafe becoming a household staple world-wide!

**Consumers** will now enjoy an extra level of protection and integrity when it comes to their deliveries.

**Grocers, restaurant owners, and pharmacies** can rest assured their deliveries will be safe for consumption and use. And **retailers** can optimize delivery logistics by delivering on off-peak traffic time periods, on routes that are direct, lowering fuel and labor costs, reducing packaging and food waste, reducing costs for replacing items and shipping replacements, reduction of risk of contamination from disease as well reduction of risk from harm and death related to food and medicine instability.

*Rebecca has been smiling and nodding the whole time! Like she's vibing with an old friend.*

**REBECCA**

I KNOW! Gosh, it's so awesome that I have your support.

**E-COMMERCE INDUSTRY**

How much are you asking for it?

**REBECCA**

I'm so glad you asked!

*Rebecca winks to camera – signaling she's really talking to the sharks!*

**REBECCA**

First let me say that we are pre-revenue with no sales,  
but I have invested \$500,000 in DynoSafe.

I sold my medical practice business in Dallas when we moved to Scottsdale,  
and used those funds as well as a home-equity loan.

I am 100% self-funded and own 96% of the business.

**E-COMMERCE INDUSTRY**

Wow, that really shows me how you're an incredibly dedicated and passionate CEO!

**REBECCA**

Why yes – yes, it does.

*Rebecca winks to camera again.*

**REBECCA**

That being said...

I'm seeking \$350,000 in exchange for 15% equity in my business  
and \$350,000 as a working capital loan at 8% interest.

The money will be used to complete the hardware,  
software and firmware to enable us to pilot with major grocery chains.  
DynoSafe is nearing signature of a purchase order for a pilot program.

Our goal is to license the hardware and to collect SaaS fees for  
the software solutions connected to the device.

**E-COMMERCE INDUSTRY**

WHAT A DEAL! Sign me up Rebecca!

**REBECCA**

YOU GOT IT!

***Rebecca gives a big, cheesy thumbs up to camera and then hangs up the phone.***

**REBECCA**

What a guy, that e-commerce industry!

**END PHONE CALL.**

***Rebecca returns her full attention to her viewers (speaks to-camera). This is when the video transitions to a more serious tone.***

**REBECCA**

E-commerce was right. I AM an incredibly passionate and dedicated CEO. But my journey with DynoSafe hasn't been an easy one.

Since beginning DynoSafe, my husband has been deployed to the Middle East twice. He's been directly in the war zone and is due to go again soon. This has been a challenge both for our children and for me.

My brother and only sibling passed away unexpectedly while I have been working on DynoSafe. We found him dead in his home. Alone.

He didn't have a wife or children, so I had to go through all of his things, make all of the arrangements, and assist my parents with this tremendous loss.

It has been devastating for all of us.

With grief heavy on my heart, mourning the loss of my brother, I received an urgent call from my mom and had to take her to the emergency room. She was very ill and was diagnosed with colon cancer. She had to have emergency surgery. There were many times that I believed and feared she would die.

My husband is a colo-rectal surgeon, but at the time I couldn't even reach him by phone because he was overseas in Afghanistan. This period in my life was impossible.

I was trying to run my business, deal with my brother's death, take care of my children, drive them to school at 7, travel 45 minutes one way to pick up my father, take him to the hospital, stay there as much as I could, drive back to pick up my children, and back to the hospital and care for my Mother.

So... My biggest challenge has been trying to build my business with devastating personal tragedy of my Brother's death, my Mother's cancer and my husband's service in Afghanistan.

While enduring these devastating personal losses, often times my passion and dedication was put to the test. There were times when I thought it might be easier to give up on this dream.

**But I didn't.**

Despite these challenges, I stand before you today having achieved so many amazing milestones with DynoSafe.

For example:

- We have a fully issued utility patent protecting an IOT, smart home, temperature-controlled, end use delivery container which utilizes our proprietary app.
- We have developed and field-tested fully working prototypes in Seattle and in Scottsdale. We have presented DynoSafe at CES and GroceryShop Conventions.

- We have developed strong relationships with major grocery executives, including receiving MOUs and desire to complete pilot.
- We have commissioned engineering reports on Manufacturing Feasibility, Thermal Studies and Preliminary BOM selection.
- We are currently in discussion with a large distribution/service company in the US that has ongoing sales relationships with several national and regional grocery customers including national big box retailers.

Right now, with the Corona Virus pandemic, we are facing challenges we haven't come across in the history of the world.

And as a registered nurse, I KNOW DynoSafe can help make all our lives a little easier and, more importantly, safer.

COVID-19 has catapulted the e-grocery market to surpass the explosive high-growth predictions.

Deliveries of all items are now being made in ways that maintain social distancing and without contact.

DynoSafe provides the solution for eliminating direct contact.

There are many people who are immune-compromised, mobility challenged, suffering from PTSD, and more – who either are unable or have difficulty going to the grocery store and waiting in lines at the pharmacy.

DynoSafe is the only product that provides them with independence to order what they need and to have peace of mind that their orders will be protected from theft, contamination and be safe for consumption or use.

I helped bring life into this world as a labor nurse. I've seen hundreds of babies take their first breaths. Handed children to their Mothers and Fathers for the first time, as they look at their bundle of joy and are bursting with love.

I know how precious life is. In the face of this pandemic, I hope you join me in my DynoSafe journey – let's save and protect life together.

***Rebecca gives one final wink to camera and gives a final farewell.***

Thanks for tuning in, viewers. This is DYNO TV signing off.