

VENDRAIS™

Intelligent Systems for Regulated Commerce

Seed Round: \$350K SAFE | \$5M Cap | 20% Discount | February 2026

| *The wall enforces custody. The software enforces law. The phone becomes the key.*

The Opportunity

Hospitals use Pyxis systems to manage controlled substances with identity verification and custody tracking. VCAS™ brings this model to consumer retail—starting with cannabis, then alcohol (\$200B+) and pharmacy (\$500B+). Optional brand licensing: HERB N' GO™, The Budega™, and Kush N' Karry™.

THE PROBLEM	THE SOLUTION: VCAS™
Labor: 20-30% of revenue (8-12 staff)	Phone = The Key: Face ID/Touch ID at every step
Rent: \$50-150/sq ft for 2,000+ sq ft	60 seconds in-store. Zero staff interaction.
8-15 min/transaction; 15-45 min wait	Immutable custody chain. DEA-ready.
Schedule III = DEA requirements coming	Built for DEA compliance from day one.

Operator Economics

Metric	Traditional	With VCAS	Savings
Labor	8-12 staff	3-4 staff	60-70%
Space	2,000-5,000 sq ft	800-1,500 sq ft	40-60%
Throughput	50-80/day	150-250/day	2-3x

Annual savings: \$400K+ per location.

Vertical Expansion

Vertical	TAM	Timeline	Status
Cannabis	\$30B+	2026-2028	Launching (DMV)
Alcohol	\$200B+	2028-2029	Planned
Pharmacy	\$500B+	2029+	Strategic target

Why Now

- **Schedule III:** DEA custody requirements imminent. First-mover advantage is real.
- **Virginia:** 350 licenses (July '26 apps), Jan '27 sales. Operators choosing now.
- **DMV Anchor:** Licensed DC operators targeted as first deployments.

Revenue Model & Projections

Hardware (\$35-45K/unit) + SaaS (\$3-6K/mo) + Transaction fees (\$0.50-1.00/pickup) + Brand licensing (\$25-50K + \$1.5-2.5K/mo). Year 5: \$9.7M revenue, \$6.9M EBITDA, 71% margin, \$8.7M ARR.

Team

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- **Jan Carlos Byl, CEO:** 20+ yrs regulated infrastructure, COO of 19-location biotech platform, 17 licenses across 8 jurisdictions.
 - **Jenny Wyne, MD:** 18+ yrs multi-site ops, former Nat'l Training Dir. Ascend Wellness.
 - **Joy Langley, Regulatory:** 15+ yrs federal strategy. U.S. Senate, DOE.
 - **CTO: TBD** — Hiring technical co-founder or fractional CTO for hardware/software architecture.

Use of Funds

Hardware prototype (\$100-150K) • Software platform (\$80-120K) • DMV pilot (\$40-60K) • Brand IP (\$20-30K) • Ops (\$40-60K)

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