
VENDRAIS PITCH DECK

Complete Content & Messaging Guide

February 2026 | Confidential

SLIDE 1: TITLE

VENDRA INTELLIGENT SYSTEMS, Inc.

Intelligent Systems for Regulated Commerce

VCAS™: Verified Custody & Access System

Brand Portfolio: HERB N' GO™ | The Budega™ | Kush N' Karry™

Seed Round: \$350K | February 2026

SLIDE 2: THE TAGLINE

“Intelligent Systems for Regulated Commerce”

Investor shorthand: “Pyxis for Retail”

Product-level: “The wall enforces custody. The software enforces law. The phone becomes the key.”

SLIDE 3: WHAT WE BUILD

VCAS™ is the compliance infrastructure layer that makes automated retail legally possible. Starting with cannabis. Expanding to alcohol and pharmacy.

Key Insight: Regulators don't trust software promises. They trust physical enforcement. VCAS makes compliance architectural, not procedural.

SLIDE 4: THE OPERATOR PROBLEM

Cannabis Retail Economics Are Broken

- LABOR: 20-30% of revenue. 8-12 employees per location. \$450K+/year.
- RENT: \$50-150/sq ft. 2,000-5,000 sq ft required.
- TRANSACTION TIME: 8-15 min per customer. Throughput capped at 50-80/day.

This isn't unique to cannabis. Alcohol retailers and pharmacies face the same structural problem.

SLIDE 5: THE SOLUTION — VCAS™

Not a convenience layer—an ENFORCEMENT layer.

- **THE DOOR:** Phone + Face ID = entry. No security guard.
- **THE WALL:** Secure locker system. QR/NFC. Dual-sided. No cameras.
- **THE APP:** Order, AI Budtender, history, reorder.
- **THE PLATFORM:** Identity, custody chain, POS integration, compliance.

SLIDE 6: THE FLOW

1. Verify (5 min, once) → 2. Order (at home) → 3. Enter (5 sec) → 4. Pickup (15 sec) → 5. Done (10 sec)

60-90 seconds in store. Zero staff interaction. Full custody chain logged.

SLIDE 7: OPERATOR ECONOMICS

- Labor: 8-12 staff → 3-4 staff (60-70% reduction)
- Space: 2,000-5,000 sq ft → 800-1,500 sq ft (40-60% reduction)
- Throughput: 50-80/day → 150-250/day (2-3x increase)

Annual savings: \$400K+ per location.

SLIDE 8: BRAND LICENSING PORTFOLIO

- **HERB N' GO™** — Premium QuickServ. Upscale urban.
- **The Budega™** — Neighborhood dispensary. Urban East Coast.
- **Kush N' Karry™** — Value grab-and-go. Suburban mass market.

Simple brand licensing with technology fees. No franchise structure.

SLIDE 9: VERTICAL EXPANSION

Cannabis Is the Beachhead. Not the Ceiling.

- **Phase 1** — Cannabis (\$30B+): DMV pilot 2026, VA launch 2027, regional scale 2028
- **Phase 2** — Alcohol (\$200B+): Age verification + custody. Liquor, convenience, events. 2028-29.
- **Phase 3** — Pharmacy (\$500B+): Prescription pickup automation. DEA-grade custody. 2029+.

SLIDE 10: WHY NOW

- **Phone Biometrics Universal:** Face ID/Touch ID trusted by billions. No custom hardware needed.

- **Hospital Precedent:** Pyxis = 30 years of regulatory trust. Same model for retail.
- **Schedule III:** DEA custody requirements imminent. VCAS built for it.
- **Virginia 350 Licenses:** July 2026 apps. Jan 2027 sales. Operators choosing NOW.
- **DMV Anchor:** Licensed DC operators as first deployment targets.

SLIDE 11: SCHEDULE III

- Chain of custody: Optional → Mandatory (DEA-level)
- Identity verification: Varies → Required at every handoff
- Audit trails: Basic → DEA-grade, immutable

Schedule III doesn't just help us—it makes us necessary.

SLIDE 12: GO-TO-MARKET

- **Phase 1 (Q4 2026-Q2 2027):** DMV Pilot — 1-3 locations, licensed DC operator anchor, prove economics
- **Phase 2 (Jan 2027):** VA Launch — 350 licenses, VCAS in license apps
- **Phase 3 (2027-28):** Regional — MD, NJ, PA; 20-30 locations; brand licensing live
- **Phase 4 (2028-29):** Alcohol entry — first alcohol retail deployments
- **Phase 5 (2029+):** Pharmacy — prescription pickup automation; national scale

SLIDE 13: COMPETITIVE LANDSCAPE

- **Cannabis Kiosks:** Only ~5 vending-legal states. No custody chain. We scale everywhere.
- **POS/Software:** Partners, not competitors. They need us for hardware.
- **Hospital Pyxis:** Backend only. No consumer-facing. Potential acquirer.

SLIDE 14: FINANCIALS

	Year 1	Year 2	Year 3	Year 4	Year 5
Locations	2	10	27	52	80
Revenue	\$143K	\$881K	\$2.8M	\$5.7M	\$9.7M
EBITDA	(\$86K)	(\$19K)	\$1.1M	\$3.4M	\$6.9M
ARR	\$95K	\$750K	\$2.4M	\$5.2M	\$8.7M

SLIDE 15: TEAM

- **Jan Carlos Byl, CEO:** 20+ yrs regulated infrastructure, 19-location biotech platform, 17 licenses / 8 jurisdictions. Built what we're automating.

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- **Jenny Wyne, MD:** 18+ yrs, 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.

SLIDE 16: THE ASK

\$350K Seed Round

- SAFE (YC standard) | \$5M cap | 20% discount | \$10K minimum

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

This funds a working system in market—not a concept.

SLIDE 17: CLOSING

VENDRA INTELLIGENT SYSTEMS

Building custody infrastructure for automated regulated retail. Cannabis → alcohol → pharmacy.

Why Now: Schedule III + Virginia 350 + DMV Anchor + First-Mover

Why Us: Operator expertise + Regulatory positioning + Full-stack + Multi-vertical

The Opportunity: \$350K seed | \$5M cap | Working system Q4 2026 | Series A Q3-Q4 2027

APPENDIX: KEY MESSAGES

- **For Operators:** “Cut labor 60-70% while improving compliance. Your brand or ours.”
- **For Customers:** “60 seconds, not 60 minutes. Your phone is your key.”
- **For Investors:** “Custody infrastructure for regulated commerce. Cannabis → alcohol → pharmacy. \$730B+ total TAM.”
- **For Regulators:** “Hardware-enforced compliance. Immutable custody chain. Pyxis model for retail.”

The One-Liner: “VCAS is the compliance infrastructure that makes automated retail legally possible—starting with cannabis, expanding to alcohol and pharmacy, using your phone as the key.”