



atease is the first booking platform to offer **government approved short-term rentals** and government **expense reports** which ensure government employees are **reimbursed**.

www.pcsatease.com



First-hand experience with the stress of finding lodging during military moves and training

▶ In 2018, we moved to Texas and used Airbnb

We **lost \$1,200** because the **government prohibits Airbnb**



Booking platforms are not permitted by service members and government employees on official travel

BANNED



UNREGULATED

No safety standards



SCAMS

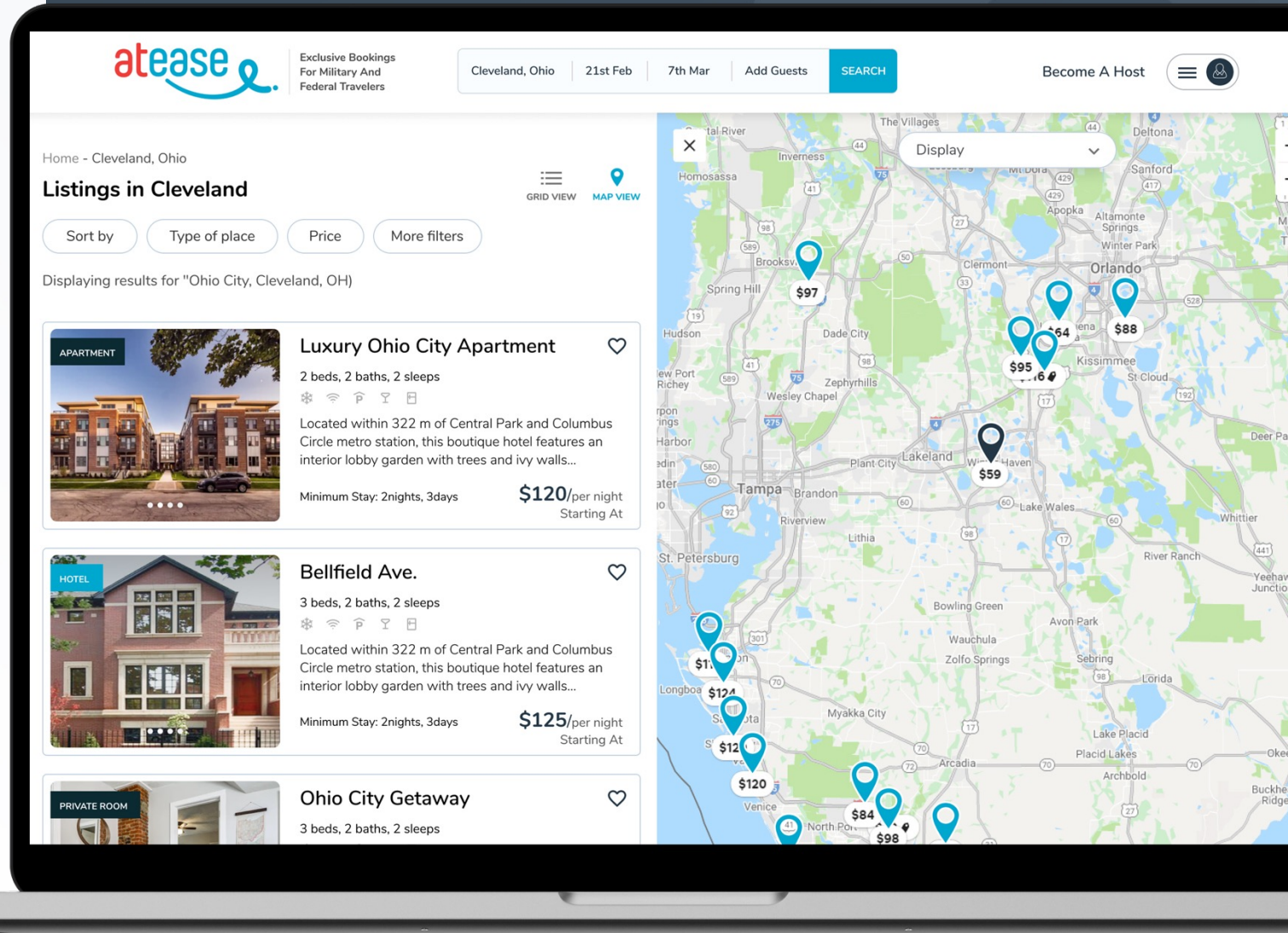
Can cause financial loss



NOT GOVERNMENT APPROVED

Not customized to their needs

The specialized short-term rental solution that has been missing!



The government is spending BILLIONS on travel & relocation

Without leveraging the short-term rental industry

TAM
travel accommodation market

\$632B

SAM
portion of government accommodation use

\$4.9B

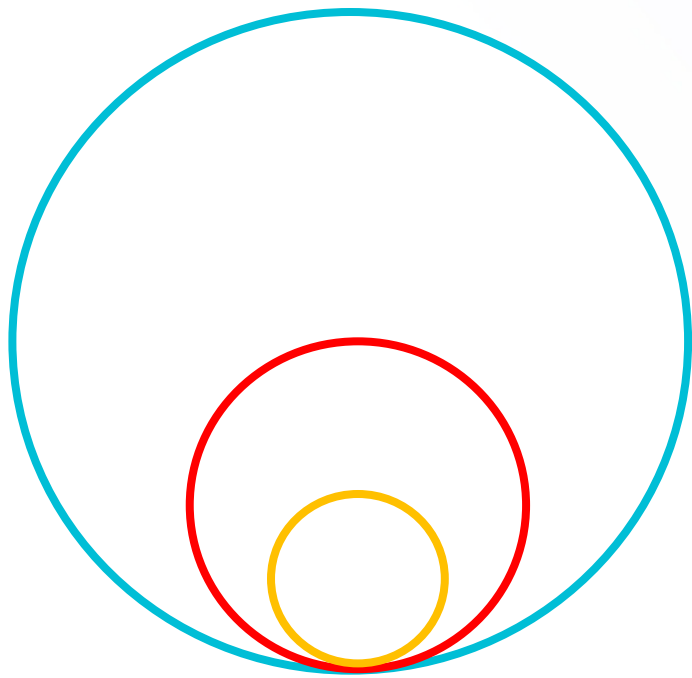
SOM
8% market share from bookings

\$392M

5 MILLION
U.S. Vacation Homes
That can benefit from federal travel



+ GLOBAL STAYS & LEISURE TRAVEL TOO



Inspection and booking commission fees

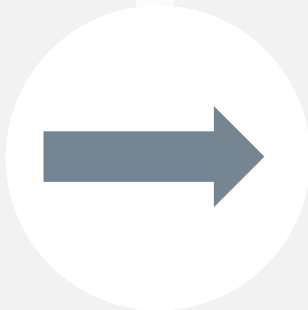


PER LISTING

\$300

per listing with
5% commission

Free for host until Dec 22



PER BOOKING

10%

Of total revenue
per reservation

3% for initial host



The right expertise for the job



Anthony Gantt
CEO & Founder

Anthony served as a Marine for 22+ years. He has lead teams during peace and combat operations. An engineer by training, he is passionate about modernizing the moving and travel industry



Krista Ickles
Operations

Krista has been a military spouse for the last 23 years and has relocated more than 10 times. She serves as the chair of the Marine Corps relocation advocate council providing insight to the Marine Corps and TRANSCOM.



Dustin Greco
Engineering

Dustin has more than 9 years of experience as a full-stack engineer. He is focused on developing secure and integrated web and applications.



Marii Thompson
Product Management

Marri has more than a decade of software development experience and leadership. development, and quality assurance. She is experienced in driving quality within all aspects of software development.



Lorenzo Grimaldi
Senior Architecture Engineer

Lorenzo has more than 10 of experience as a Senior Software Engineer. His focus in on developing high-level design related to the overall system and structural behavior.



Carlos Aguirre
Engineer

Carlos has 5 years of experience as a Frontend Engineer. He is focused on developing dynamic design applications that ensure user accessibility.



Freddy Ayala
Engineer

Freddy has a decade of experience as a Senior Software Development Engineer in Test. He is focused on testability, robustness and performance of software testing and development process.

ADVISORY BOARD



Brian Sharples
Board Member



Trent Edwards
BGen (Ret.)
Director






Seda Goff
General Partner



Fredric Rosenberg
Managing Director



What are people doing today

Brand	Government Use	Expense Reports	Short term Rentals	Property Manager plus Traveler Fees
	Yes	Yes	Yes	10%
Base Lodging & Local Hotels	Yes	No	No	UNK
	No	No	Yes	18% to 20%
	No	No	Yes	15% to 22%



Live Beta
Relaunched Q3 2022

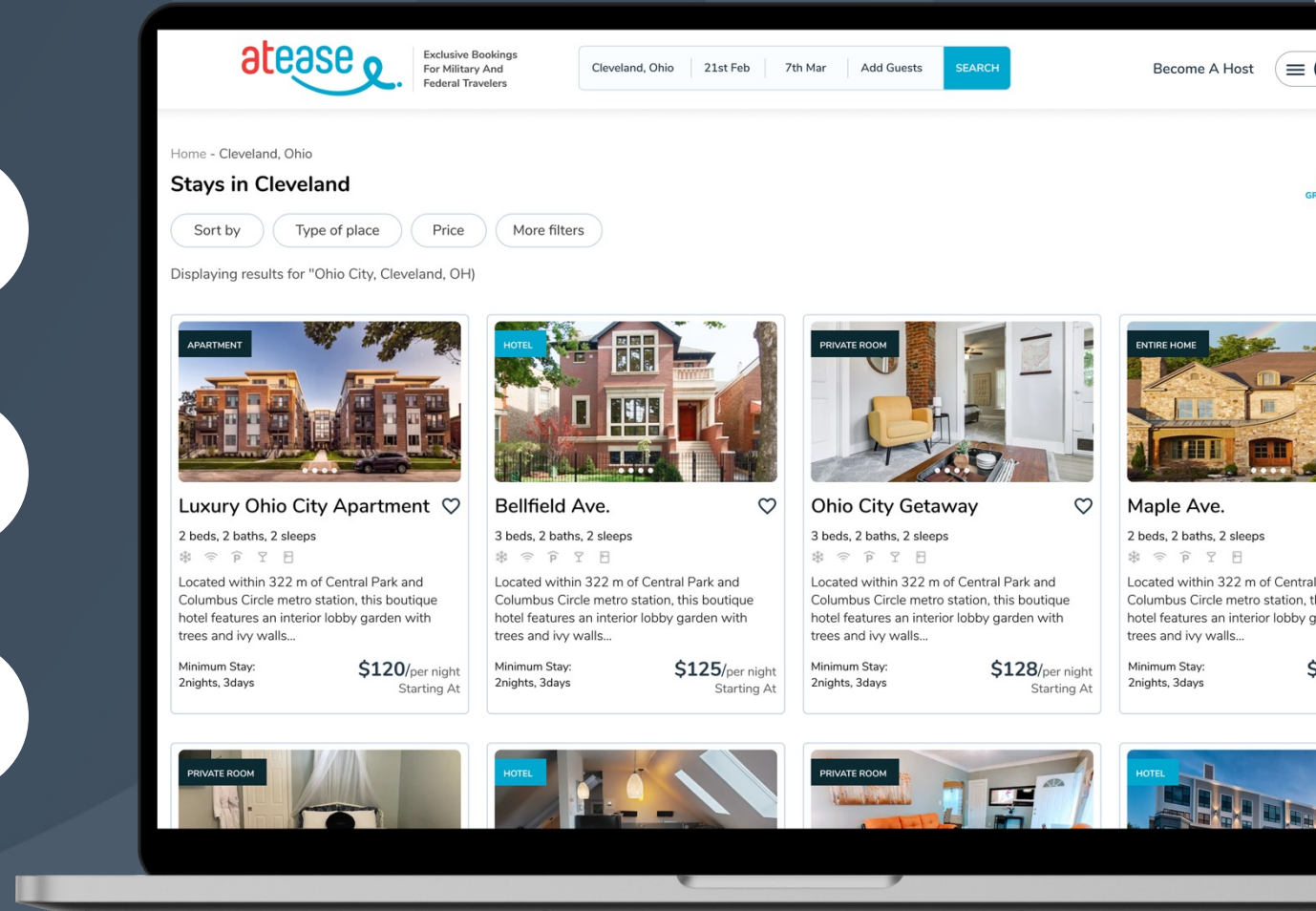
Early Revenue
Bookings & inspections

96+
Signed agreements in
last 120 days

10,750+
Pending properties

6
Strategic partnerships

4,384
Onboarded properties



Three core priorities



Grow team to increase sales

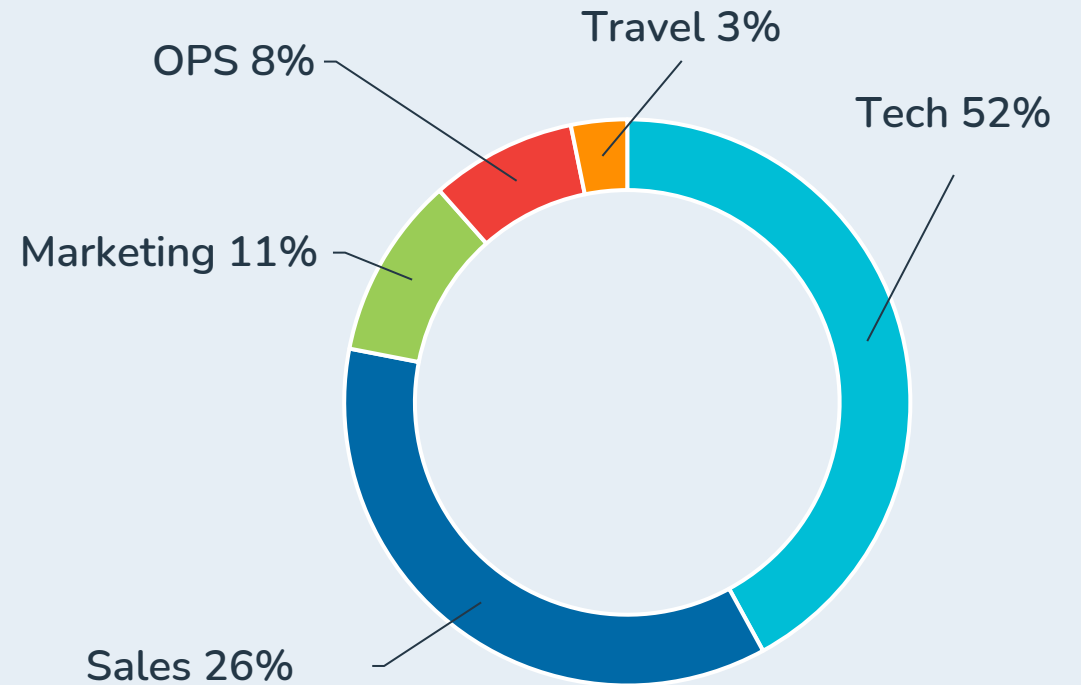


Increase marketing



Optimize platform + build mobile app

USE OF \$1.5M



Raised \$1.1M of \$1.5M



+ Angel Investor

Previously Raised \$478,850

- \$303,850 Convertible
- \$175,000 non-dilutive

RESULTS OF RAISE

- Team hits the ground running with the plan in place
- Increase to 50k active listings
- Increase user engagement and bookings

Tech	\$780,000
Sales	\$390,000
Marketing	\$165,000
Operations	\$120,000
Travel	\$45,000



Let's give our heroes the
support they need when relocating.

Anthony@pcsatease.com

www.pcsatease.com





Supplemental Slides

Vector Travel

Utilized mainstream rental hosting platforms like Airbnb, VRBO, HomeAway, and Booking.com

These websites limit access to qualified guests.

They exclude demographic of military and government workers looking to use their relocation or travel stipends.

CHALLENGE

To find alternative platforms to increase the number of short-term rental bookings and find more opportunities to host qualified, vetted guests

STRATEGY

Established them as an approved property to host government and military personnel that are verified and validated when travelling for military or federal civil duty

With this certification, Vector Travel was able to access over 30 million federal employees, government contractors, military families, veterans, and more

[V] VECTORTRAVEL

110%

Increase in Revenue

\$10

Increase in Revenue/ day

\$520

Increase in Revenue/ stay

Reducing stress for customers

“ Families with multiple children...**this is a gift**...what we have been waiting for. No more cramming into hotel rooms. We had 6 kids and an infant....**atease made our PCS so much easier.**”

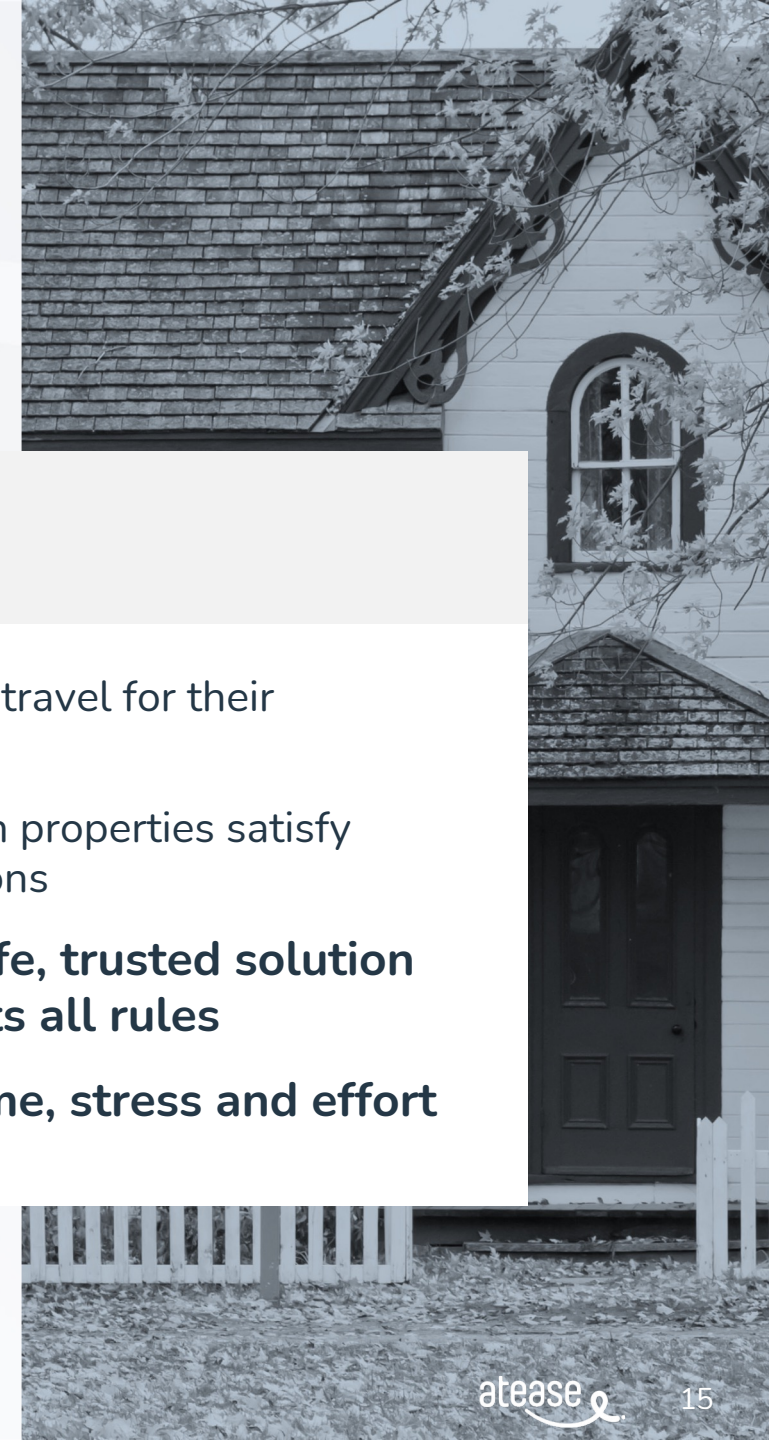
— Katie, USMC Spouse

“ Overall great experience! You were very responsive & made the whole process flexible and pain-free. You have **a really awesome resource here for traveling military members.** Thanks again.”

— Christina, USAFR Pilot



Providing key support for both hosts and renters



HOSTS

- Have 5 Million short-term rentals in the U.S.
- But don't have knowledge of government regulations

atease helps hosts get their properties to meet necessary rules

Opening up a large new market for their properties



RENTERS

- Need to relocate and travel for their government position
- But don't know which properties satisfy government regulations

atease provides a safe, trusted solution that they know meets all rules

Relieving them of time, stress and effort

Recognized as a key need for military and government employees



Texas military startup scores \$100k funding through Austin FC business program

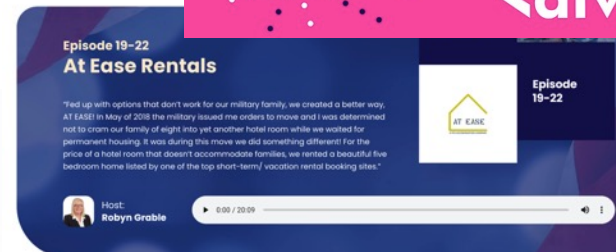


When at least one-third of the military force is moving at once, there is a strain on resources, especially temporary lodging. While hotels on base are helpful and often convenient, they are also not enough. Those with larger families, pets or last-minute orders often need to look elsewhere.

Fortunately, there are great options. One of those is [At Ease Rentals](#), a sort of "Airbnb for military families." CEO and founder Anthony Gantt said that, since military families can't use Airbnb and HomeAway due to federal regulations, they are often stuck. But At Ease provides a service that "connects hosts with homes that meet federal lodging criteria to federal and military traveler: business travel."



Click to Listen



Investment News

At Ease Rentals launches NextSeed crowdfunding campaign

7th October 2020 Paul Stevens Anthony Gantt, At Ease Rentals, Mateo Bradford, NextSeed crowdfunding campaign



US: Booking platform At Ease Rentals, which connects vacation rental hosts with federal and military members and families during official travel, has launched a crowdfunding campaign through NextSeed.

SUPERHOG Sign up

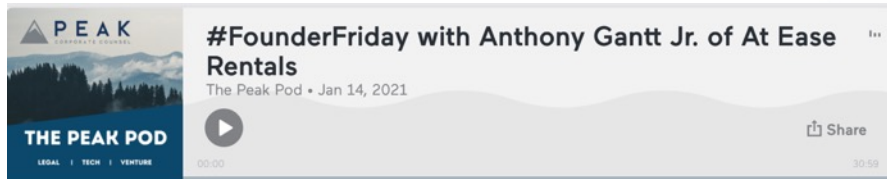


At Ease X SUPERHOG

At Ease chose to work with SUPERHOG because they were impressed by our focus on bringing new and innovative thinking to the short-term accommodation industry.

SUPERHOG's commitment to ensuring the safety & security of both the manager & the guest made the decision a lot easier for At Ease when deciding on the partnership.

As a company that is defined by the standards they require, the safety & security of At Ease's guests is paramount and always comes first.



atease provides support at every step, for hosts and customers



GUIDANCE

Help existing hosts meet government regulations, in targeted locations



INSPECTION

Customers interested in renting a property can inspect for a discounted rate.



LISTING CREATED

Becomes a listing on the site



DISCOVER THE LISTING

Government employee finds the listing they need, in the area near the base they're relocating to

In-market with short-term rental functionality. In-progress towards a fully-integrated moving solution.

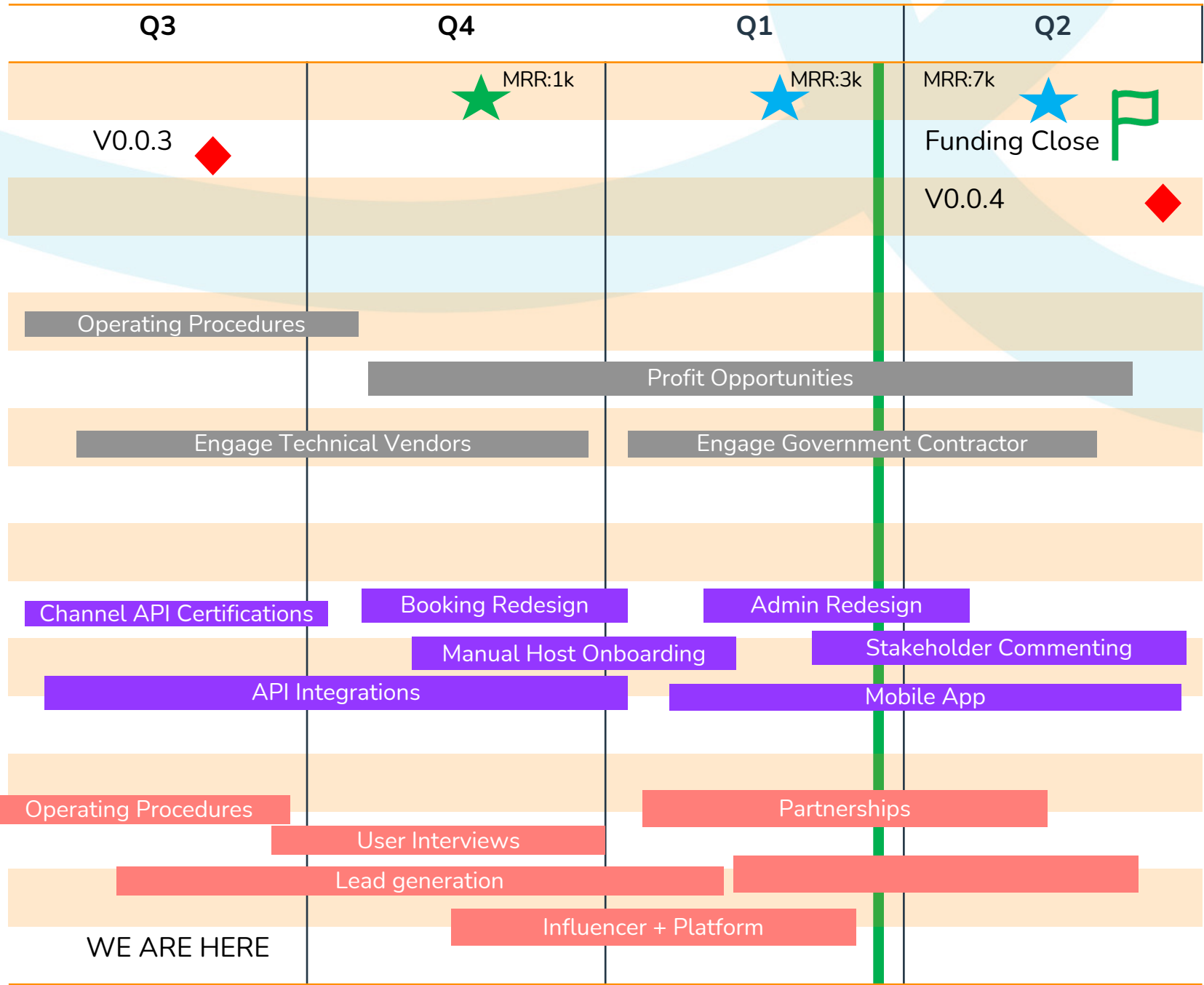


Milestones
Key Dates

Sales
Strategy
Research

Product
Development
Growth

Marketing
Strategy
Growth



Will build off our existing powerful partnerships

CURRENT PARTNERSHIPS

SUPERHOG

rentals united

DerbySoft

 **BookingPal**

ID.me

 **NEXTPAX**[™]
TRAVEL TECHNOLOGY

POTENTIAL FUTURE PARTNERSHIPS

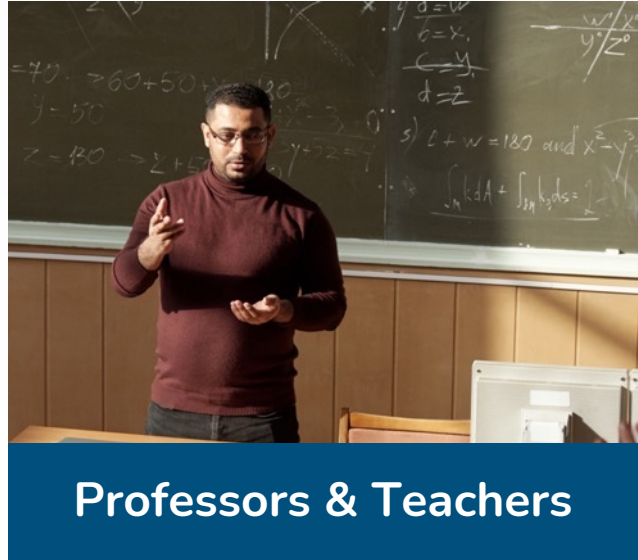
 **USAA**[®]

 **HOME H SAFE**

POTENTIAL GOVERNMENT CONTRACT



More users we'll win



More services we'll provide



A hub for all relocation solutions

Eliminating the need for travelers to reserve, budget, and negotiate several different services for each moving phase.



Market Map

			Why We Are Excited	What Concerns Us
Business Model	\$300 per listing 5% commission introductory	10% commission	<ul style="list-style-type: none"> • Founded and operated by active military families and veterans. • Have the technical design, plan, and early development that ready to scale. • Rapid engagement and desire of use received from landing page results. 	<ul style="list-style-type: none"> • Larger companies begins to enforcing safety and compliance. • Having enough contractors to conduct inspections and coordinating availability of the property to allow inspections to occur at scale. • Create new pain points for government travelers which slows traction within this niche.
Customers Segments	Hotels	Government Travelers (Federal, State, Local)		
	Vacation Rental Operators			
Competition	Online travel agencies listing vacation rentals, base hotels, hotels approved for government travel, and locally approved operators			
Adjacent Markets	<ul style="list-style-type: none"> • Listing real estate to buy/sell/rent • Automating Veteran Affairs loan • Connecting relocation services • Connecting utility and service provider 			

Alternative Accommodations



Marketplaces



Branded Home
Property Managers



Membership
Programs



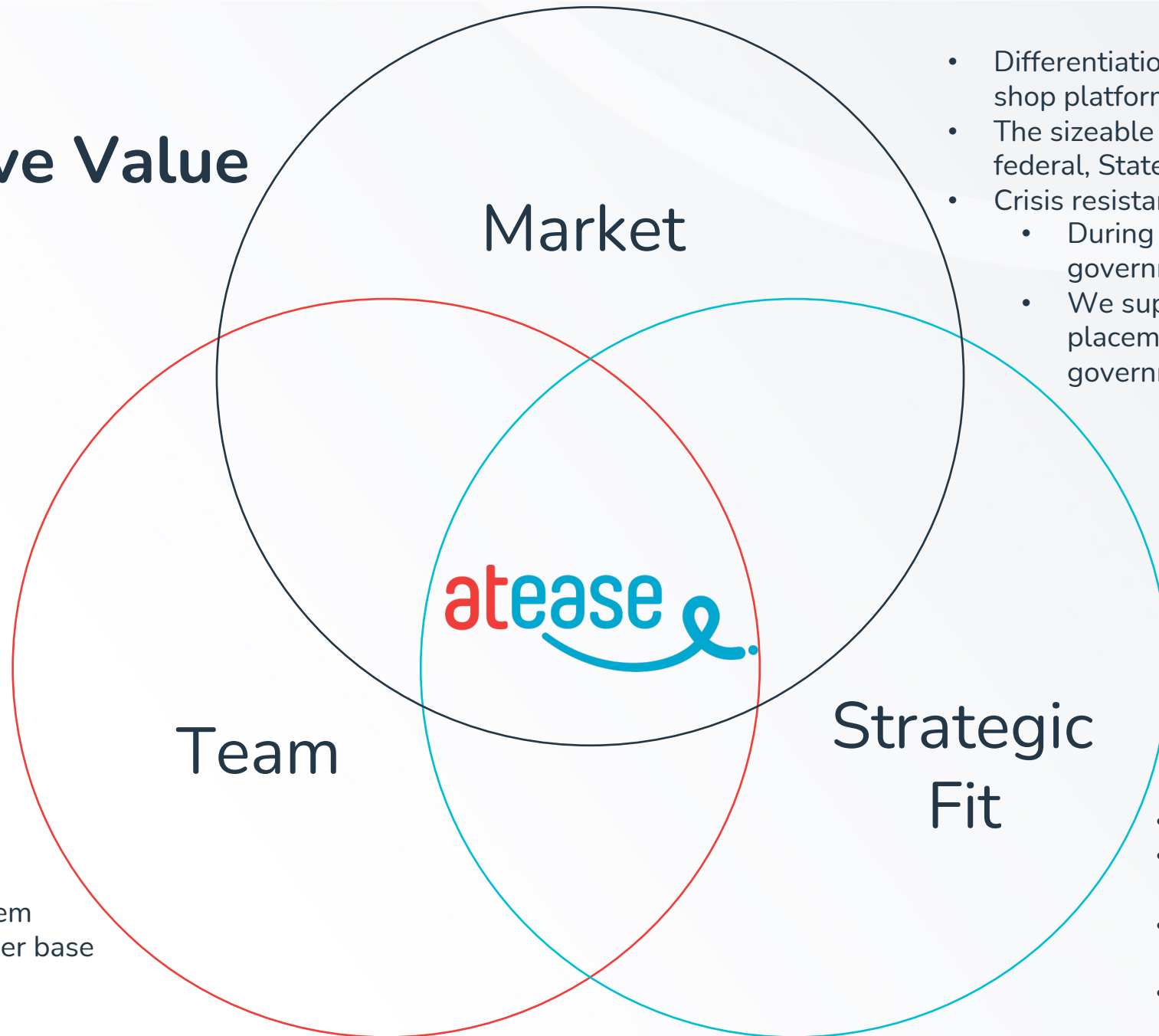
Branded Short-Term
Rentals



Risk and Risk Mitigation Assessment

	Description of Risk	Risk Mitigation Plan
Market	<ul style="list-style-type: none"> How are you rolling this out and where? Why did you select those markets? How are you going to scale this? 	<ul style="list-style-type: none"> Initial Markets: San Antonio, TX, and San Diego, CA. Over the next six months, FL, NC, SC, VA, WA. Selected areas with a high concentration of vacation rentals and corporate housing provided within 30 miles radius of military and government facilities with high travel volumes. Scaling with the use of military spouses, veterans, and first responders as 1099s to verify and validate inventory.
Product	<ul style="list-style-type: none"> Building a website vs mobile application first? How will this work with the government? When will working and functional? 	<ul style="list-style-type: none"> We created the website so it could be accessed on government computers and used in secured locations. The mobile application development begins in 2023. Plan to get certifications that will allow us to connect directly to government systems.
Team	<ul style="list-style-type: none"> Do you have a Cofounder? Who is the technical expert? What make this the team to accomplish this? 	<ul style="list-style-type: none"> Early cofounder differences. Now, I m looking for someone with the desire and grit to roll up their sleeves to accomplish our vision and mission. Our CTO is a veteran with 30+ years of technical experience and has held VP of Engineering positions. Their team comprises veterans and military families, access, cultural competence, and the ability to engage users face-to-face.
Financial	<ul style="list-style-type: none"> Does the company have the capital to continue to grow? How is spending being managed? 	<ul style="list-style-type: none"> Q4 2022 return to generating booking and inspection revenue. Monitor and control expenditures. Ensuring spending supports our strategic goals. Raise and close Series Seed round.

Qualitative Value






- Differentiation –travel & moving one-stop-shop platform
- The sizeable addressable market of federal, State & Local government users.
- Crisis resistant
 - During COVID, we grew by helping government travelers.
 - We supported natural disaster placements during hurricanes in government-approved lodging.

- Integrity
- Domain expertise
- Personally tied to problem
- Deeply connection to user base

- Angels and Seed
- Building proprietary software
- PROPTECH, Travel, & Logistics
- Austin / Silicon Hills

Potential Exits

Type	Buyer	Strategic Rationale
Vacation Rental Travel Agency		<ul style="list-style-type: none"> • Opens currently blocked revenue stream • Legislative codes, laws and ordinances modification for short-term rentals
Hotel brands offering Vacation Rentals		<ul style="list-style-type: none"> • Increase current nights spent by government travelers • Increase revenue
Government Contractor		<ul style="list-style-type: none"> • Looking to extend their services currently provided to government client(s)

Reference links:

- [Airbnb: Federal Savings Report](#)
- [DoD Moving Contract](#)



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support they need when relocating.

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