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ProInfluence Startup Spotlight™: Episode #9

Startup Spotlight™ features new, consumer-based startup companies and their passionate founders.

Startup: Package Guard



PACKAGE GUARD

Mike Grabham, Creator & Founder

How do you describe Package Guard™ to people you meet?

Package Guard brings peace of mind to home deliveries. It is the first smart home product specifically designed to protect packages delivered to your home. This simple-to-use device is the size of a Frisbee and can be secured to your front porch. It instantly notifies you and an invite-only Safe Circle group when you receive a package and has a 100dB alarm that sounds if a package is removed without the app. Package Guard and Safe Circle together help create a neighborhood watch 2.0.



Who are some of the key members of the Package Guard™ team and their backgrounds?



Mike Grabham is a curious start up guy that has been delivering revenue, new products and creative solutions in the startup chaos for 20+ years. He is a six-time founder and is in relentless pursuit of knowing the customers better than any competitor. He invented Package Guard, to help stop package theft. He is a “make it happen” person that drives growth and inspires and teaches employees on how to have fun and get things done, yes you can do both.

He has raised \$3M+ from angel investors over the past 20 years, sold two companies and failed. He has managed marketing, product, engineering and sales staffs throughout his career. Mike is constantly learning from others having conducted more than 100 interviews with great leaders in Seattle at Startup Grind each month and Start IT Seattle on King 5 evening magazine. He and his wife started a nonprofit Survive the Streets which they help homeless in Seattle.

How do you differentiate Package Guard™ from the competition?

We are unique since we only focus on protecting a package on the front porch and we don't change any behaviors for any people in the process of delivery or retrieval.





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Who is your target market?

Consumers who order online and live in single-family homes or townhomes with a porch in suburban areas.

Where can consumers buy a Package Guard™ today?

www.packageguard.com

How are sales currently trending?

We have been preselling for the last month, but have yet to start marketing. We are selling some every day.

Does Package Guard™ currently own any intellectual property?

We have been issued patent #9,786,141 this month, and our trademark is also approved.

Are you currently raising capital?

Yes, we are just finishing up a small angel round of \$700K that's 90% funded. We are looking for our last angel investor or two.

If people want to learn more about Package Guard™, where should they go?

www.packageguard.com

Where on social media can we find Package Guard™?

@PackageGuard @PackageGuard @PackageGuard



Special Offer

Order a [Package Guard here](#) in time for holiday deliveries. Receive \$20 discount off full retail price until Nov. 1, 2017.

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