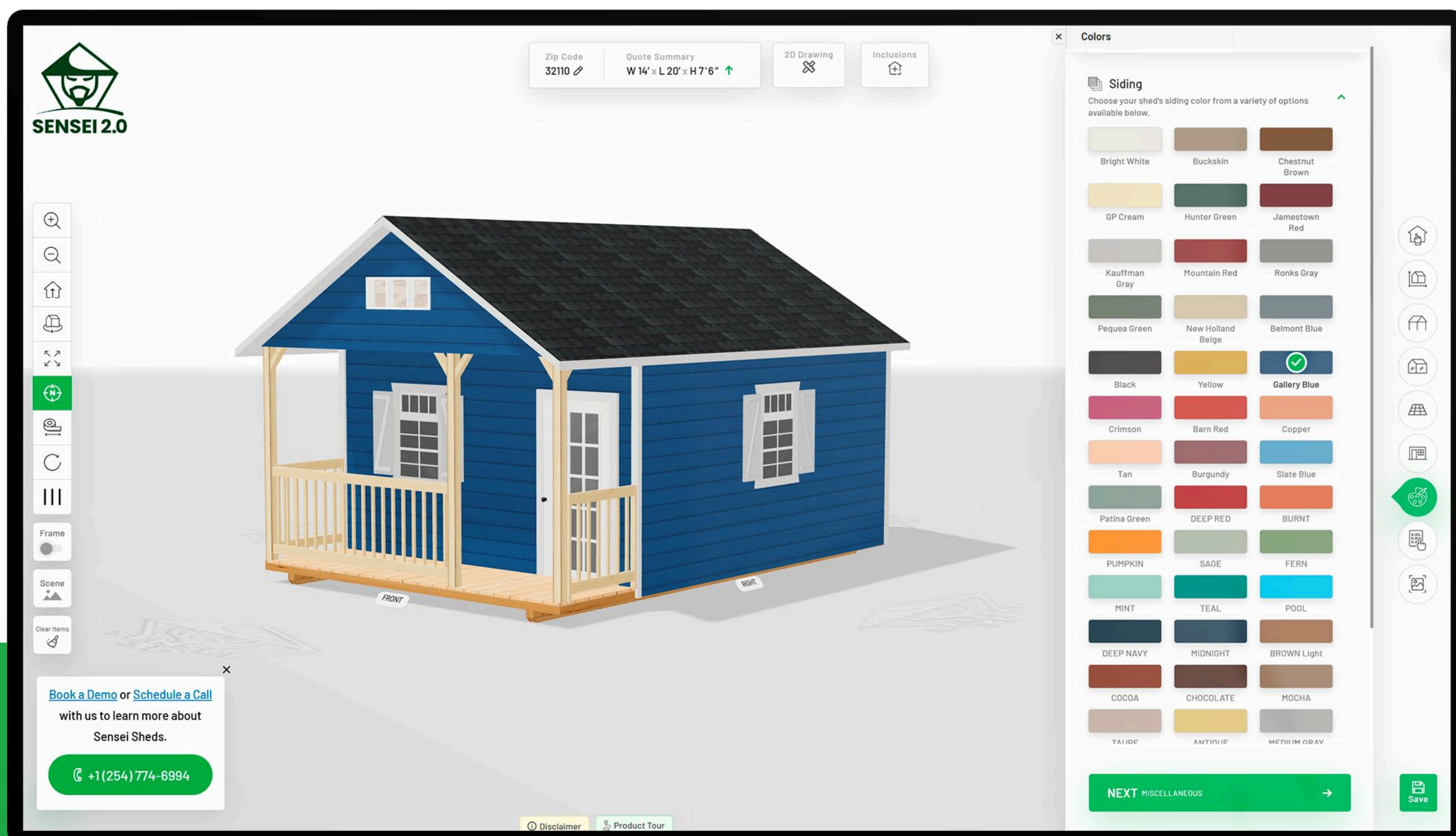


SENSEI SHEDS

FACT SHEET



OVERVIEW

The Sensei Shed is an advanced configuration, visualization, and pricing platform that enables manufacturers and dealers to deliver a seamless shed buying experience.

It allows customers to design, customize, and price sheds in real time, while giving manufacturers complete control over product rules, availability, and pricing logic.

The platform ensures:

- ▶ Only valid and deliverable sheds are shown
- ▶ Every configuration is structurally accurate
- ▶ Pricing is always real-time and error-free

KEY DIFFERENTIATORS

Live Screen Sharing Collaboration

The platform allows dealers to share their screen with customers or internal team members while customizing a shed in real time. This enables both parties to review, discuss, and finalize configurations together without delays or miscommunication.

This feature significantly reduces back-and-forth communication and helps close deals faster by making the process collaborative and transparent.

Example:

A dealer is on a call with a customer and shares their screen. The customer requests changes in siding, color, and door placement. The dealer updates everything live, and both finalize the design and pricing in a single session.

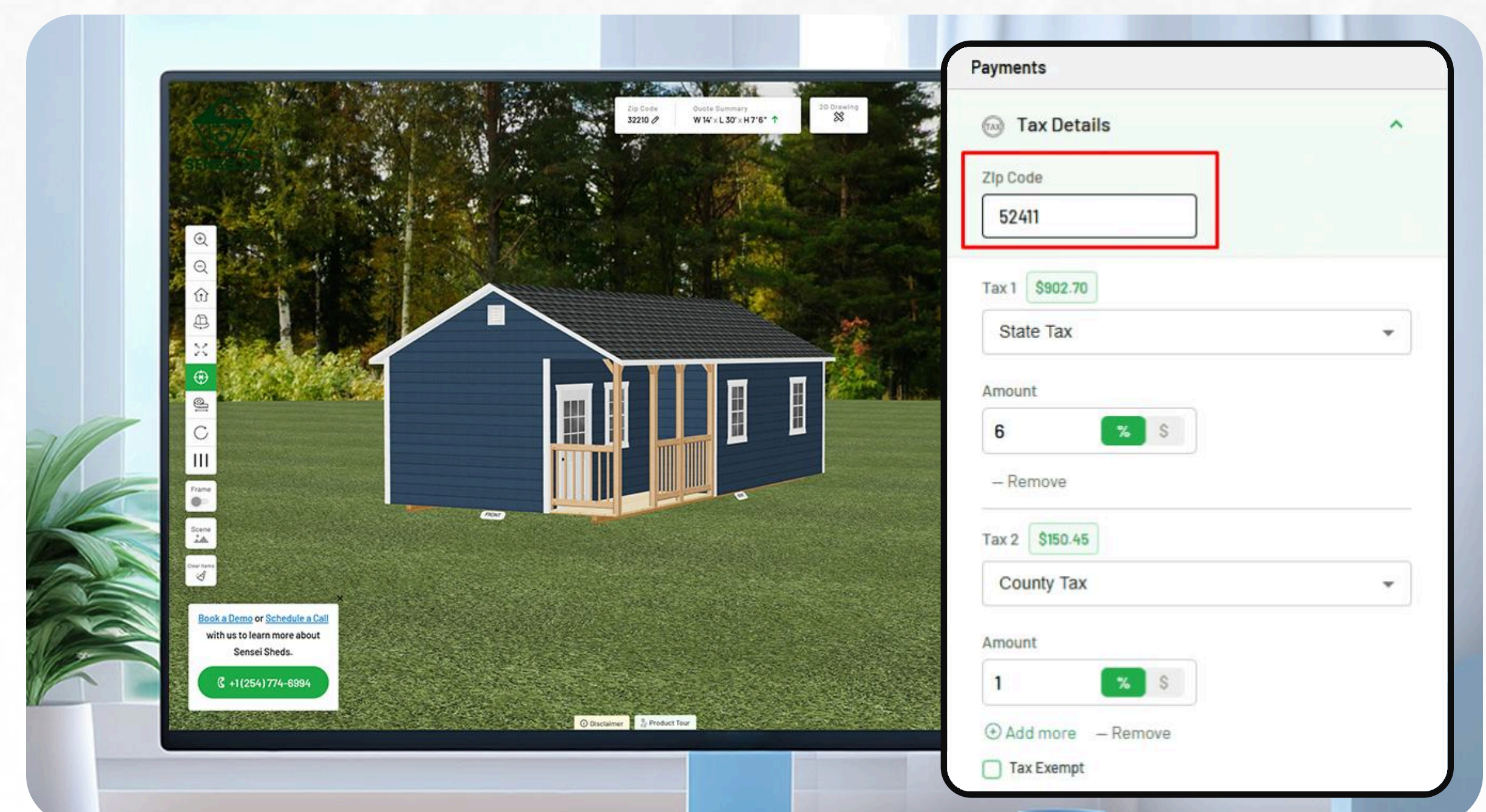


AUTOMATIC TAX CALCULATION

Taxes are automatically calculated based on the customer's delivery address. The system applies the correct regional tax rules without requiring any manual input from the dealer. This ensures compliance with local tax regulations and eliminates the risk of incorrect pricing.

Example:

A customer enters a delivery address in North Carolina. The system automatically applies the applicable state and local taxes to the total price without any manual calculation.



MULTI-MANUFACTURER SUPPORT

Dealers can operate with multiple manufacturers within a system if they are associated with them. Each manufacturer can have its own:

- > Shed models
- > Pricing
- > Configurations
- > Rules

This enables dealers to offer a wider range of products and maximize revenue opportunities.

Example:

A dealer shows the same shed configuration from two manufacturers—one at a lower cost and another with premium materials—allowing the customer to choose based on preference.

DYNAMIC MISCELLANEOUS PRICING ENGINE

The system supports pricing for non-visual or miscellaneous options using formula-based logic. These options do not need to be visually represented in the 3D model but can still impact pricing dynamically.

This allows manufacturers to handle complex pricing scenarios without requiring development changes.

Example:

Delivery charges are calculated based on distance, or installation costs are added based on shed size using predefined formulas.

CORE CAPABILITIES

SERVICE AREA-BASED SHED AVAILABILITY

The system ensures that customers only see sheds that are available in their specific geographic location. This is controlled through service area configurations defined by the manufacturer.

This prevents invalid orders and ensures that all displayed options are deliverable.

Example:

If a manufacturer serves only certain states, customers outside those states will not see unavailable shed models, avoiding confusion and incorrect orders.

REAL-TIME CUSTOMIZATION & PRICING

Customers can fully customize their shed by selecting size, materials, colors, and components. Every change made in the configuration instantly updates the total price.

This eliminates the need for manual calculations and provides complete transparency to the customer.

Example:

A customer upgrades from standard siding to premium siding and adds extra windows. The price updates immediately, showing the exact cost impact.

MANUFACTURER-LEVEL CONFIGURATION

SHED INCLUSIONS & CREDITS

Manufacturers can define what components are included by default in a shed (such as doors, windows, or materials). They can also control how pricing behaves when these items are removed.

Options include

- ▶ Full credit
- ▶ Partial credit
- ▶ No credit

This provides flexibility to align pricing with business strategies.

Example:

A shed includes a \$300 door. If removed, the system deducts either \$300, \$150, or nothing based on configuration.

Item	Included	Price
Model - Craftsman		\$12,829.00
- Dimensions		\$0.00
Size (WxL): 12' x 18'		
- Doors		\$270.00
15- Lite Steel Double Door Front Wall (6' x 6')	Included	\$270.00
↳ Size Changed to (6' x 6.66')		(\$0.00)
22 Gauge		\$0.00
- Walk In Doors		\$0.00
8- Lite Steel Entry Door Right Wall (36" x 80")	Included	\$0.00
24 Gauge	Included	\$0.00
- Doors		\$300.00
15- Lite Steel Double Door Front Wall (6' x 6')	Included	\$300.00
↳ Size Changed to (6' x 6.66')		(\$0.00)
22 Gauge		\$0.00
- Dormers		\$0.00
Shed Dormer / Right Wall / 14"		\$0.00
- Flooring		\$0.00
Flooring - 2 x 8 with 5/8" plywood		\$0.00
- Notes & Extra		\$982.80
Display Price Breakdown in PDF	Yes	

FRAME CONFIGURATION

Each shed model can have predefined structural framing, including spacing between frames (on-center distance). This ensures that all designs are structurally accurate and feasible.

It also allows manufacturers to differentiate between product tiers.

Example:

A premium shed uses 16-inch spacing for stronger support, while a budget shed uses 24-inch spacing to reduce cost.

OVERHANG CUSTOMIZATION

Overhangs can be added to any side of the shed with flexible sizing options. This allows customers to customize both the look and functionality of the shed.

Manufacturers can define available overhang types and sizes.

Example:

A customer adds a front overhang for shade, while another customer selects overhangs on all sides for better weather protection.

TRIM & SIDING MAPPING

Trims are dynamically linked to siding types to ensure compatibility. Manufacturers can:

- ▶ Define which trims work with each siding
- ▶ Set default trims
- ▶ Customize per shed style

Manufacturers can define available overhang types and sizes.

Example:

A customer adds a front overhang for shade, while another customer selects overhangs on all sides for better weather protection.

CUSTOM COLOR CONTROL

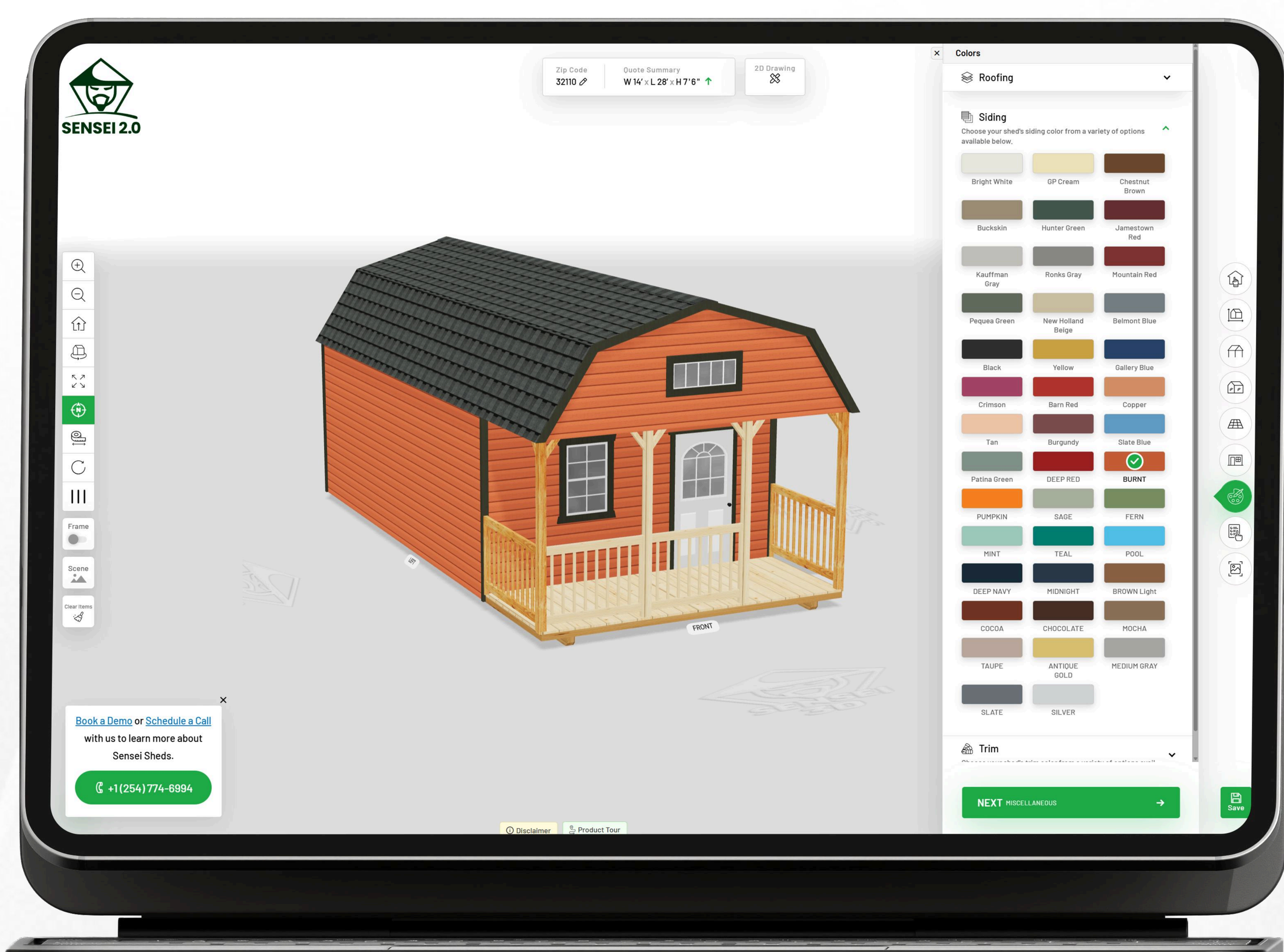
Manufacturers can control:

- ▶ Which colors are available
- ▶ Whether custom colors are allowed
- ▶ Additional charges for premium colors

This ensures both flexibility and pricing control.

Example:

Standard colors are free, but selecting a custom color adds an additional \$200 to the total price.



DOOR, WINDOW & COMPONENT LOGIC

Component availability is dynamically controlled based on other selections such as siding type. Invalid combinations are automatically restricted.

Additionally, textures and styles can adapt based on selections.

Example:

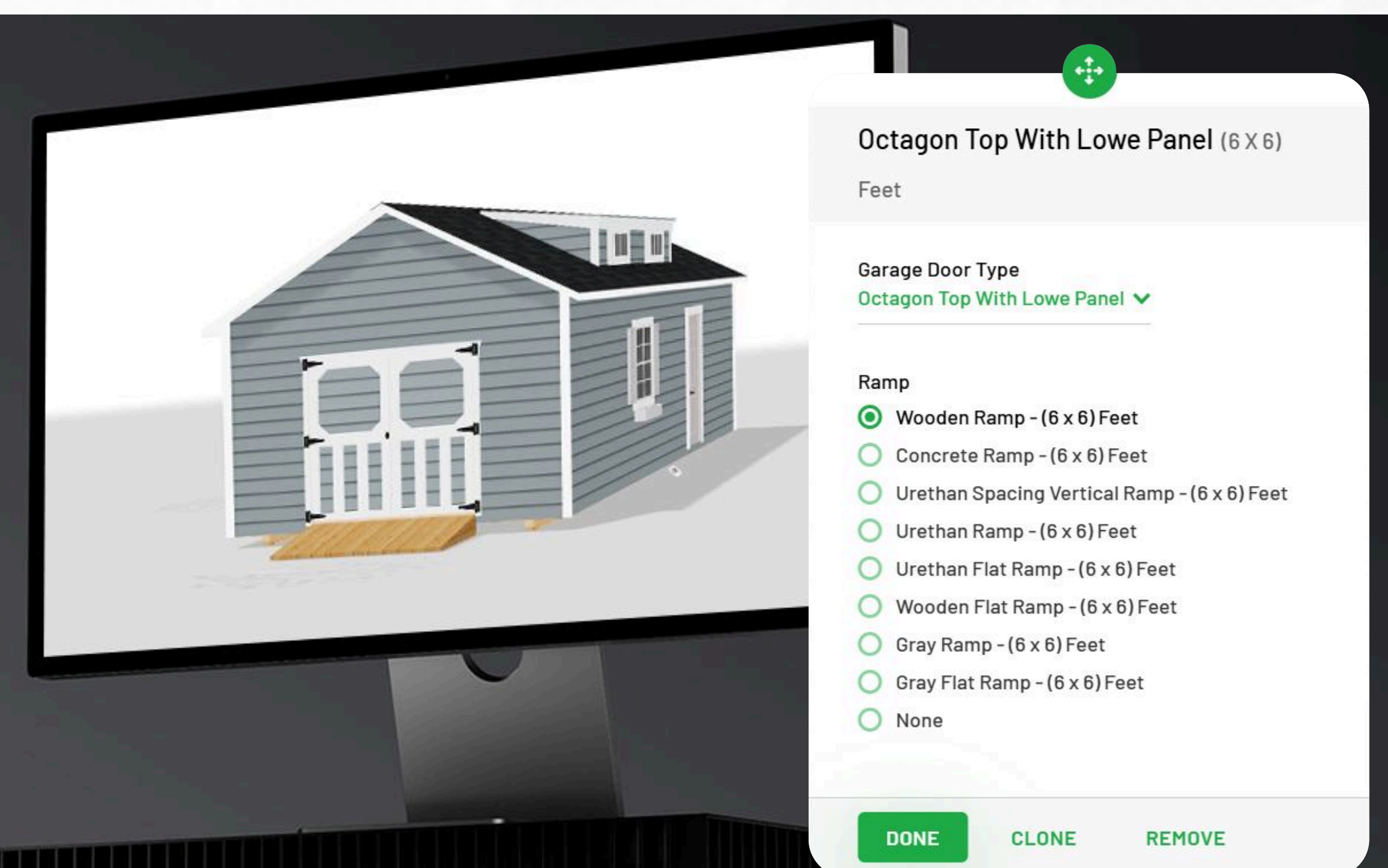
If vinyl siding is selected, wooden doors are automatically hidden to prevent invalid combinations.

RAMP CUSTOMIZATION

Different ramp types can be configured and linked to specific doors. Customers can choose ramps based on their usage requirements.

Example

A large equipment door automatically shows heavy-duty ramp options suitable for loading.



COMPONENT COLOR FLEXIBILITY

Each component (doors, windows, vents, trims, etc.) can have:

- ▶ Independent colors
- ▶ Or a shared color scheme

This allows advanced customization for design preferences.

Example:

A customer selects white siding but chooses black doors and grey windows for contrast.

DRIP EDGE CONTROL

Drip edges can be enabled or disabled and customized with different color options. This allows fine control over finishing details.

Example:

A customer adds a black drip edge to enhance durability and match the roof color.

MATERIALS, ADD-ONS & ENHANCEMENTS

MATERIAL & UPGRADE PRICING

Manufacturers can define different material options for flooring, roofing, and finishes, along with upgrade pricing.

This allows customers to switch between standard and premium options.

Example:

Upgrading from standard flooring to treated wood flooring adds an additional cost automatically.

WINDOW CUSTOMIZATION

Window designs can be customized based on size, including:

- ▶ Grid patterns
- ▶ Glass types

This allows advanced customization for design preferences.

Example:

If vinyl siding is selected, wooden doors are automatically hidden to prevent invalid combinations.



EXTERIOR ENHANCEMENTS

Customers can add decorative elements such as:

- ▶ Cupolas
- ▶ Weathervanes
- ▶ Dormers

These features enhance the visual appeal and perceived value of the shed.

Example:

A customer adds a dormer to improve aesthetics, increasing both the price and appeal.

INTERIOR ADD-ONS

Interior elements such as shelves, lofts, ladders, and railings can be added. These can be:

- ▶ Visual (shown in 3D)
- ▶ Non-visual (pricing only)

Example:

A customer adds a loft for additional storage, which is reflected in both design and pricing.

PORCH CUSTOMIZATION

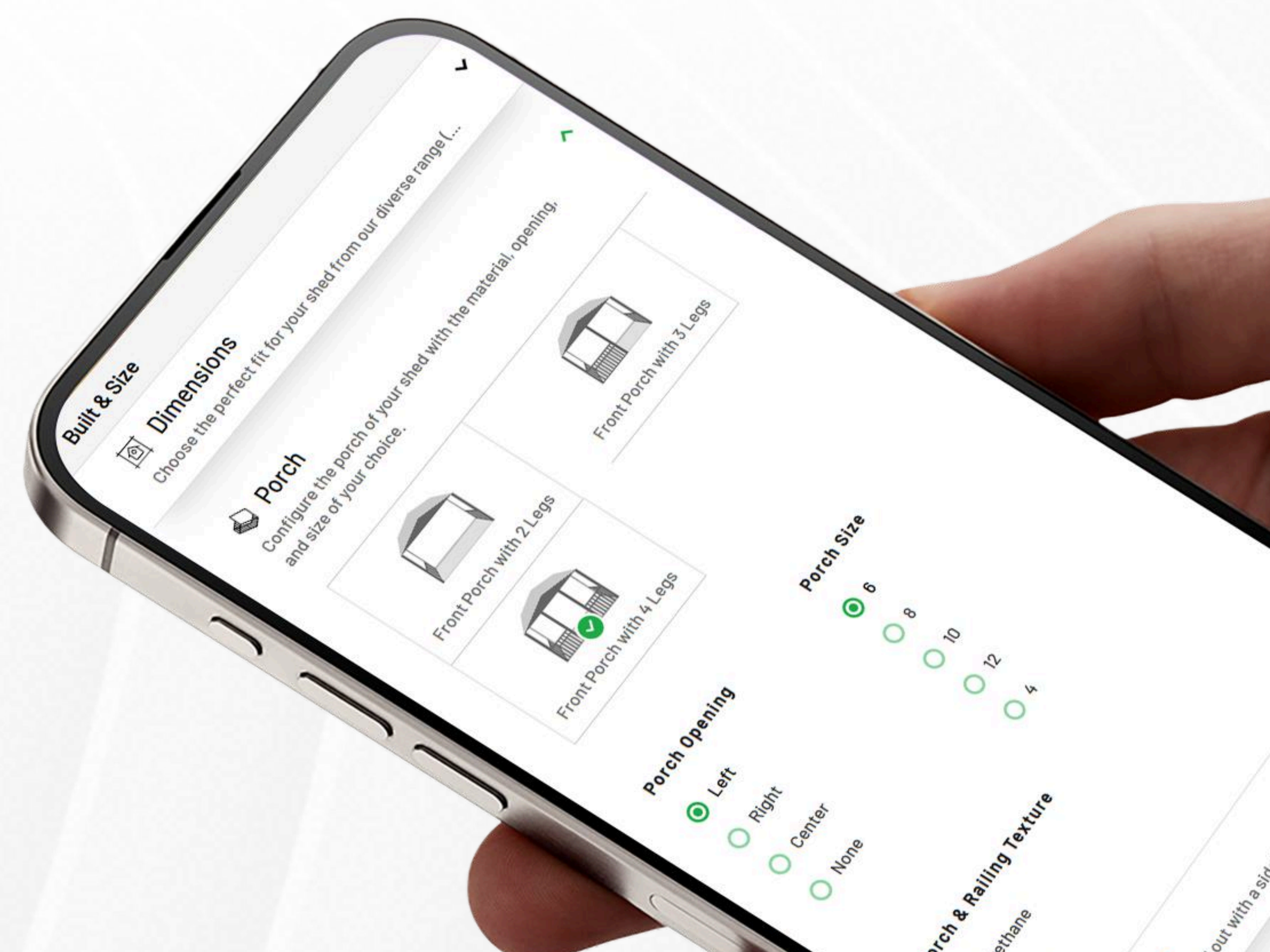
Porches can be:

- ▶ Added or removed
- ▶ Resized
- ▶ Repositioned (front, side, back)

This enables highly flexible layout configurations.

Example:

A customer moves the porch from the front to the side and increases its size, with instant updates in design and pricing.



DYNAMIC NOTES

Manufacturers and dealers can add notes anywhere in the system without requiring development changes.

These notes can guide customers or provide important information.

Example:

A note such as "Delivery time: 2–3 weeks" is added and displayed instantly.

WAINSCOT CONTROL

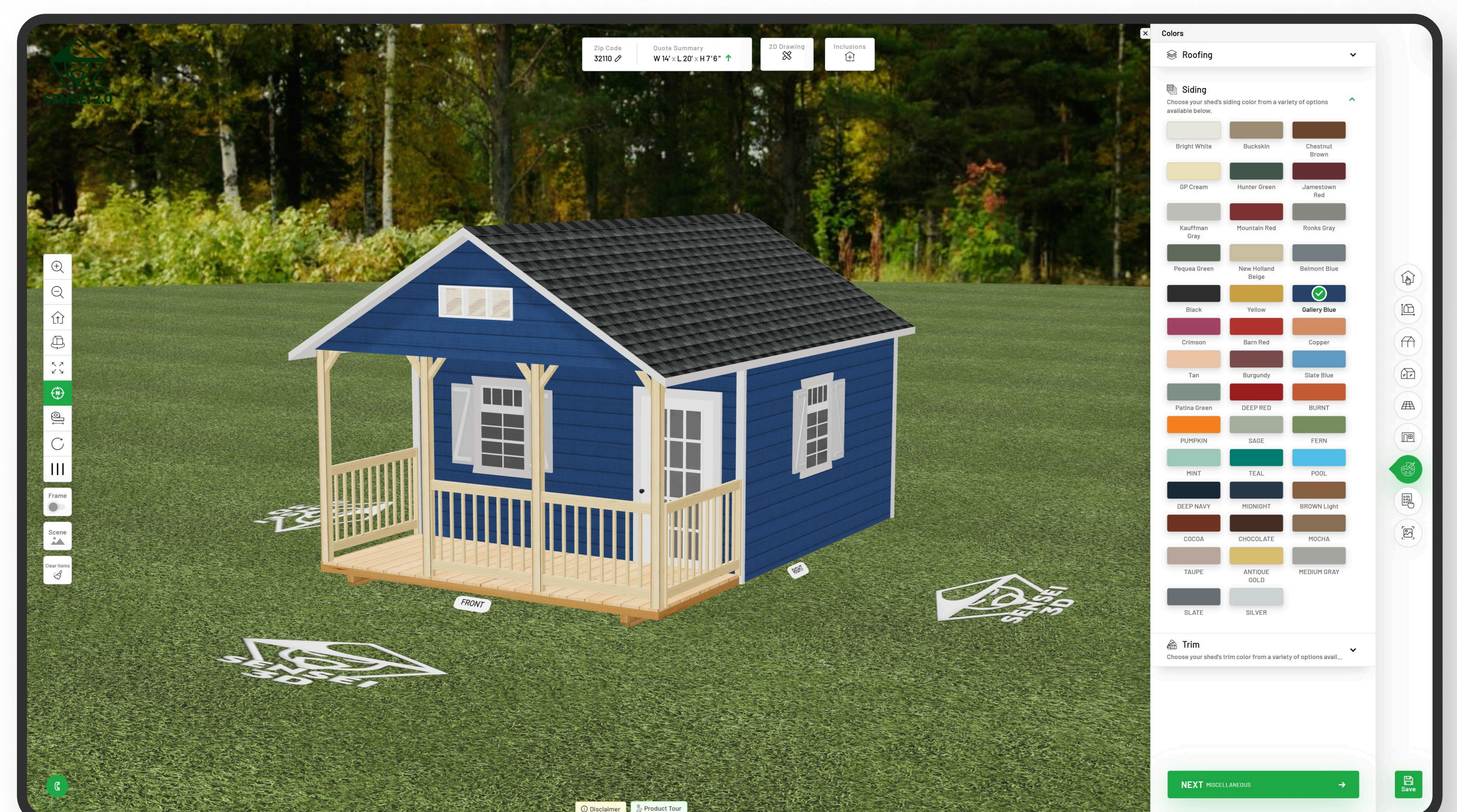
Wainscots can be enabled or disabled based on:

- ▶ Siding type
- ▶ Shed style

This ensures compatibility and design control.

Example:

Wainscot is disabled for a siding where it is not supported.



INSULATION OPTIONS

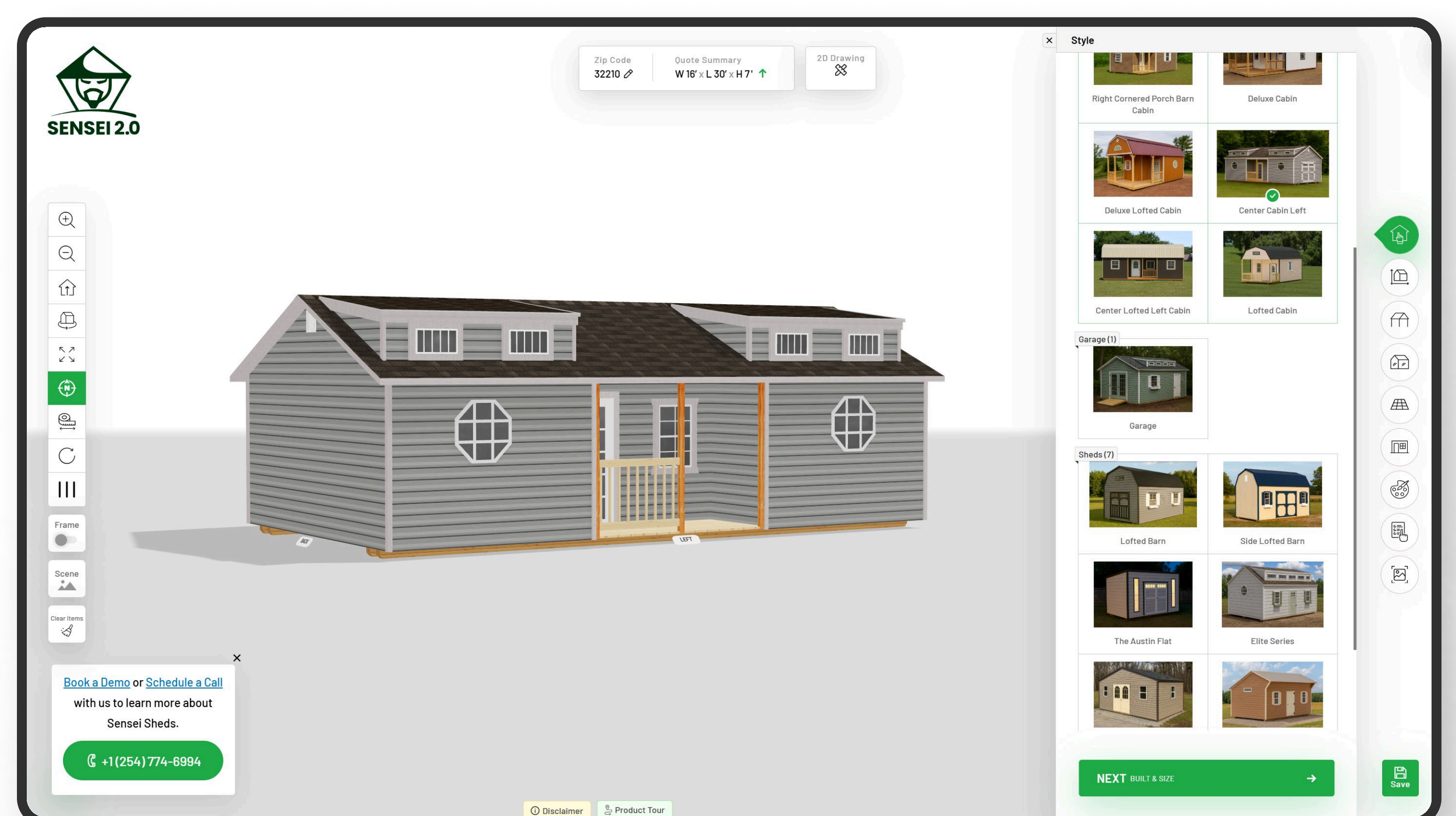
Different insulation options can be applied:

- ▶ Interior insulation
- ▶ Exterior barrier

This allows customization based on climate and usage needs.

Example:

A customer selects interior insulation for better temperature control in colder regions.



SMART HEIGHT ADJUSTMENT

The system automatically adjusts the shed height when larger components are selected. This ensures that all configurations remain practical and visually consistent.

Example:

A customer selects a taller door, and the system automatically increases the shed height to accommodate it.

DOOR & WINDOW PLACEMENT CONTROL

The placement of doors and windows within the shed is fully controlled by the manufacturer. This includes defining how each component is positioned on the wall—whether it should align from the bottom, from the top, or be placed at a specific height using exact measurements (inches or feet).

Manufacturers can configure placement rules such as:

- ▶ Bottom-aligned (component touches the base of the wall)
- ▶ Elevated placement (component starts above a defined height)
- ▶ Fixed positioning using precise dimensions

This level of control ensures consistency across shed designs while also allowing flexibility to meet structural, aesthetic, or functional requirements.

It also helps maintain design standards across different shed styles without relying on manual adjustments.

Example:

A manufacturer defines that all standard doors should be placed starting from the bottom of the wall (ground level), while windows should always be placed 3 feet above the floor. When a customer adds a window, it is automatically positioned at the defined height without manual adjustment.

PRE-QUOTE FEATURE

The Pre-Quote feature allows dealers to capture essential customer information before the customization process begins. This ensures that every interaction in the estimator is tied to a lead or quote from the very start.

Instead of waiting until the end of the configuration, the system prompts for basic customer details such as:

- ▶ Name
- ▶ Email
- ▶ Phone Number

This helps in:

- ▶ Lead tracking and management
- ▶ Better follow-ups
- ▶ Linking every design session to a specific customer

It also ensures that no potential customer interaction is lost, even if the user does not complete the full customization.

Example:

Before starting the shed customization, a customer enters their name, email, and phone number. Even if they exit midway, the dealer already has their details saved as a lead and can follow up with the partially configured design.

DISCOUNT MANAGEMENT

The platform provides a flexible discount management system that allows manufacturers and dealers to apply promotional offers strategically to increase sales and improve customer conversion.

Discounts can be configured based on multiple levels, giving full control over how and where they are applied. These include:

- ▶ Base Price discounts
- ▶ Component-level discounts
- ▶ Total price discounts
- ▶ Region-specific offers
- ▶ Shed style-specific promotions

This ensures that businesses can run targeted campaigns without affecting overall pricing structure or profitability.

All discounts are centrally managed within the Sensei Designer, making it easy to create, update, or remove offers without any development dependency.

Example:

A manufacturer runs a seasonal promotion offering:

- ▶ 10% discount on total shed price in a specific region
- ▶ Additional \$200 off on premium siding components

When a customer from that region configures a shed with premium siding, both discounts are automatically applied in real time, clearly reflecting in the final price