

## Frequently asked questions

**Q:** What SOLVE is used for?

**A:** SOLVE is used as a gas to run Care Administration Networks on the Solve.Care Platform

**Q:** What is a SOLVE token?

**A:** SOLVE token is a digital token that gives token holder the right to use Solve.Care platform as a consumer, client or community member. A detailed "Token Sale Agreement" document is [available](#).

**Q:** Who are you selling SOLVE tokens to?

**A:** SOLVE tokens are being sold to clients, community, partners and supporters of our platform. SOLVE token holders can use the tokens to access the platform or sell the tokens in the secondary market to buyers

**Q:** How many SOLVE tokens will be issued?

**A:** SOLVE token supply is limited to 1290M. No more SOLVE tokens can be issued

**Q:** How many SOLVE tokens are you selling?

**A:** 1000M tokens are being offered for sale. The remaining 290M tokens are reserved for team and community

**Q:** Is there a vesting schedule for reserved tokens?

**A:** Yes. All tokens for reserved for team have a vesting schedule of 36 months

**Q:** Will you burn unsold tokens?

**A:** No. Our total SOLVE token supply is fixed. Neither new tokens can be issued, nor existing tokens can be burned.

**Q:** What will you do with unsold tokens?

**A:** Unsold tokens will be held in reserve and may be sold in future token offerings and to manage liquidity in the market

**Q:** Will future token sales impact token price?

**A:** No. We will not sell tokens at a price below market and we will manage any token sales by company to a small percentage of average trading volume

**Q:** How will SOLVE grow in price?

**A:** SOLVE is required to be held by multiple parties including clients, partners, processors, publishers, developers, reviewers and subscribers. There is a fixed supply of SOLVE tokens and large number of future buyers. We have modeled many scenarios for demand-supply. These models show that SOLVE will grow in value with growth in community, adoption by clients and usage by consumers.

**Q:** Is SOLVE a utility token or security token?

**A:** SOLVE is a utility token and does not carry any security rights such as equity, debt, dividend, profit sharing or conversion to equity etc.

**Q:** Why are you filing with SEC if SOLVE is not a security?

**A:** We are taking a very conservative approach and treating our token buyers with same level of disclosure and due diligence as one would if SOLVE was a security token. This is to protect our token buyers and ourselves in case of a regulatory audit

**Q:** How much money have founders put in the company?

**A:** Founders have so far invested more than \$2.5M in the company that was used to build operations, build platform, buy Ukrsoft, start sales to US clients and run the token sale

**Q:** Is there a minimum threshold and related escrow?

**A:** Our minimum threshold has already been exceeded and there is no longer a need for escrow

**Q:** Where is the team located?

**A:** 70% of our 50+ person team is located in Kiev Ukraine and the rest is located in US and Tallinn Estonia

**Q:** Why did you incorporate in Estonia?

**A:** A digitally advanced government, favorable corporate tax climate, part of EU, lower costs than many other EU countries, strong corporate law, stable banking system were the key factors during selection

**Q:** Why did you not incorporate in US?

**A:** We are global platform and we plan to sell our platform to consumers and clients in every continent. As such we expect to have partners, processors and licensees in every major economy including US. So, we will expand to have US presence in Q1 2018

**Q:** Why don't you have a CFO?

**A:** We have a consulting CFO in US, another in Tallinn and 3rd in Ukraine. We are managing costs till we have revenue and plan to hire full time CFO and other execs at the completion of token sale and as we get close to signing large client contracts

**Q:** Who are your initial clients?

**A:** We are currently negotiating with multiple clients including US Federal Government Agency, large healthcare delivery system in India, State Medicaid Agency and Care delivery network. These clients collectively represent more than 2M members

**Q:** Your target for \$1Billion in recurring revenue by 2025 seems aggressive, who will you achieve it?

**A:** Our target for \$1Billion in recurring revenue is actually half of what we expect to achieve based on our understanding of the market and assuming only a 2% penetration of our target client base. We have published a target to 50% of what we are striving to achieve

**Q:** What is Care.Wallet

**A:** Care.Wallet is a personal care coordination application that learns from wallet holder's information and adapts to their needs. Care.Wallet delivers personalized information and control over clinical, administrative and financial aspect of wallet holder's healthcare

**Q:** How many people will use Care.Wallet?

**A:** We are working a plan for a 100M consumers to use Care.Wallet by 2025

**Q:** Who are your clients?

**A:** Any organization responsible for delivering and managing healthcare and related benefits – insurance companies, hospitals and integrated delivery networks, provider networks, government agencies, large employers, national health agencies, world health organizations and many more.

**Q:** How will clients pay for the platform?

**A:** Clients typically will pay on a recurring basis using a per member per month model. This is the model most familiar to clients today

**Q:** Why will clients pay to use your platform?

**A:** Clients will see significant reduction in cost from use of our platform. The primary areas of client cost reduction are – administrative, IT systems, care utilization, client services, fraud, waste, abuse and duplication.

Q: How are you going to price the platform for clients?

A: We have priced the platform at about 10% of their current per member per month cost. Our clients will likely experience an instant return on their investment

Q: What is your sales strategy?

A: We have deep experience in selling solutions to healthcare clients and government agencies over the last 25 years. Our approach is a combination of proposal management, partner management, brand management and account management. Please contact us for more details at [info@solve.care](mailto:info@solve.care)

Q: Where can I buy SOLVE tokens?

A: You can buy them on our website via the tokensale page ([www.solve.care](http://www.solve.care))

Q: Why do I need to provide identification information before I can buy SOLVE tokens?

A: We are compliant with Know you client (KYC) and Anti money laundering (AML) requirements that most financial institutions and government agencies require. We will only sell tokens to those token buyers who pass the KYC and AML checks

Q: I am a US entity and I want to buy SOLVE tokens. What should I do?

A: You must be an accredited investor to buy SOLVE tokens. Please contact us at [info@solve.care](mailto:info@solve.care) and we will provide you instructions on how to proceed

Q: What are the key terms of SOLVE token sale?

Early Adopter Sale (Pre-sale)

- Ends Nov 30, 2017
  - SOLVE price: \$0.20
  - Minimum purchase: 100K SOLVE tokens(\$20K)
  - If you commit to buying a SOLVE token block for \$514K, additional discount is available.
- Please contact us for more information at [info@solve.care](mailto:info@solve.care)

Open Sale (ICO)

- Starts Feb 21, 2018
- SOLVE price: \$0.31
- Sale period: 12 weeks

Q: How can I get more information?

- Email us at [info@solve.care](mailto:info@solve.care)
- Data room: [www.bit.ly/solvecare](http://www.bit.ly/solvecare)
- Website: [www.solve.care](http://www.solve.care)
- Telegam: [https:// t.me/SolveCare](https://t.me/SolveCare)

• Q: Can I contact your CEO directly?

- You may contact our CEO Pradeep Goel at [Pradeep.Goel@solve.care](mailto:Pradeep.Goel@solve.care)
- His linked in profile is: [www.linkedin.com/in/goelpradeep](http://www.linkedin.com/in/goelpradeep)