

Search Everything with Price

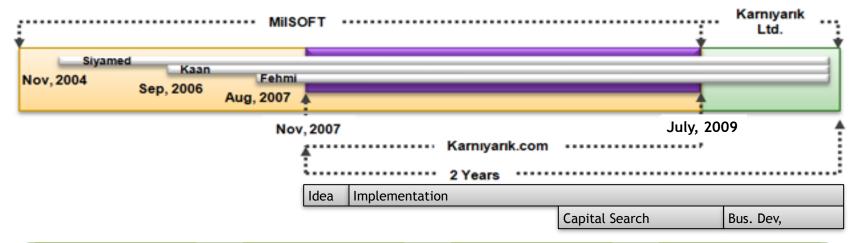


Siyamed SINIR siyamed@karniyarik.com http://www.karniyarik.com

Team & Awards



	Ехр.	Birth	B.S		Pers.
Siyamed SINIR	8 Years	1980	2003, METU Comp. Eng.	2 years of experience on P2P, Semantic Web and SOA as a research engineer. Strong follower of new technologies.	Achiever
Kaan Meralan	4 Years	1984	2006, METU Comp. Eng.	2 years of academic experience on Artificial Intelligence, Machine Learning and SOA.	Problem Solver
Doğuş Ertemur	3 Years	1985	2007, Bilkent Comp. Eng.	2 years of academic experience on Information Systems. Interested in web technologies.	











Sanayi ve Ticaret Bakanlığı Teknogirişim Sermayesi eTohum 2010'da in the first 15

KOSBGEB Support

Innovate 2010 Turkey Semi Finalist

Idea & Motivation

Discovery Shopping Engine

"Find Everything that has a Price"

- The Longtail
- Findability
- Online Shoppers & Stores

2.6 M Shoppers
Thousands of stores





If I can't find a product in Karnıyarık then I think that it is not sold in Turkey



Verticals



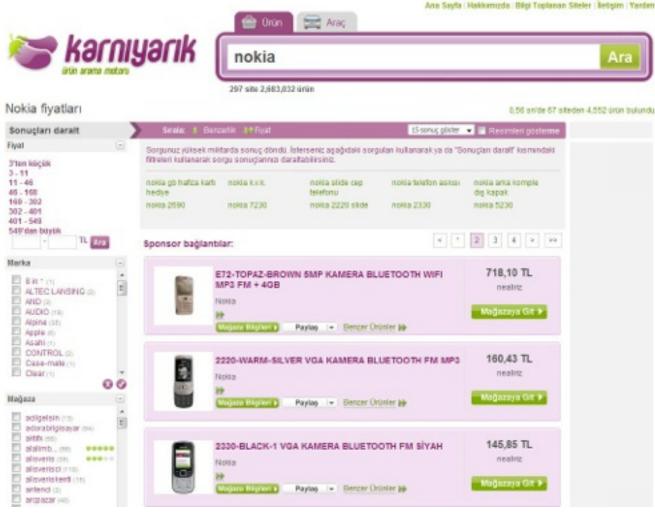


~400 Sites

A Closer Look







Complex Administration

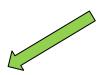




Business Model Stakeholders





























markapon



karnıyarık





Affiliate Networks

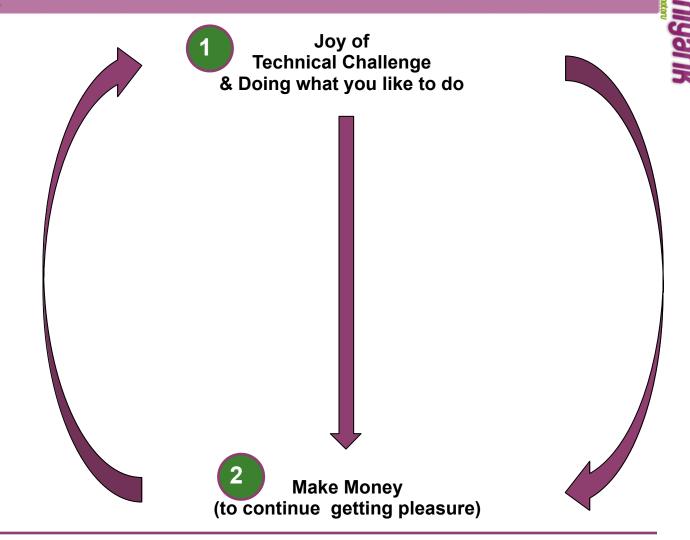




Ad Networks

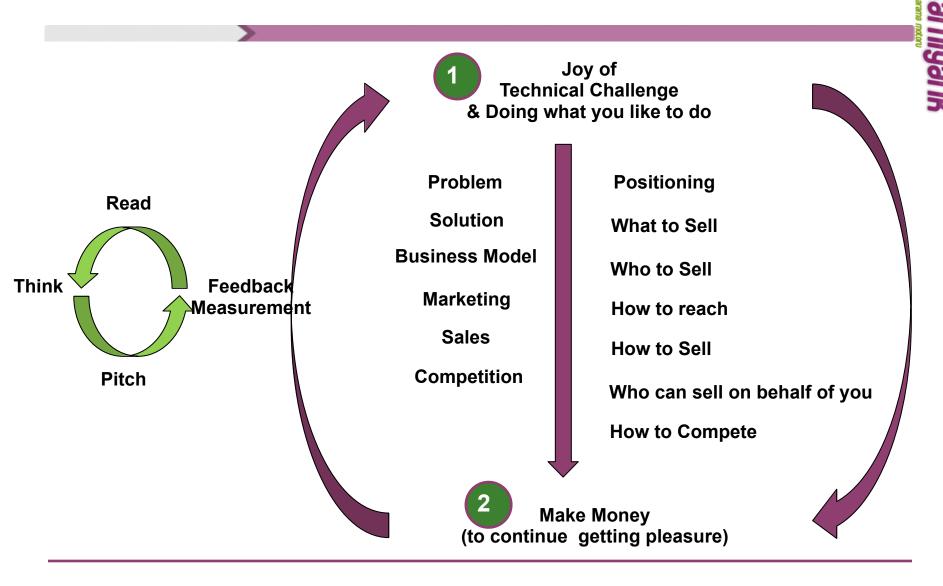


Business Model: Make Money



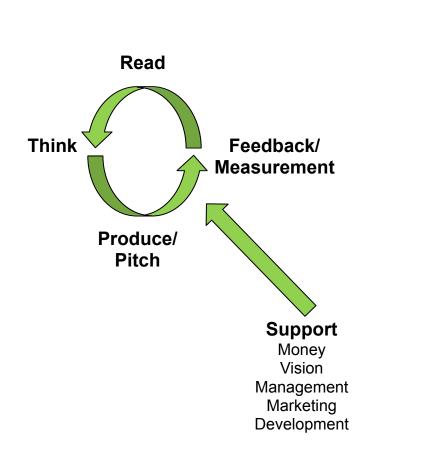
The polite phrase: Business Model

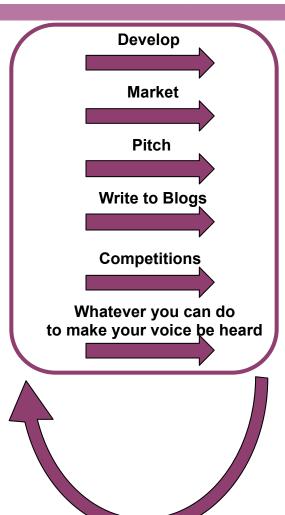
Business Model: A Little Detailed



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Infinite Cycle





Karniyari

Some Answers for Us

Joy of
Technical Challenge
& Doing what you like to do

Pitch & Find a Problem

Reword Your Solution

Business Model

Marketing

Sales

Competition

Positioning:

Niche - Vertical Search + Longtail

What to Sell:

Ordering, Sponsored Search + CPA

Who to sell: online retailers

How to reach:

Media, eMail Markt, Affiliates, Competitions

How to Sell: ??!!

Who can sell on behalf of you: eShopping Software Providers, Affiliates

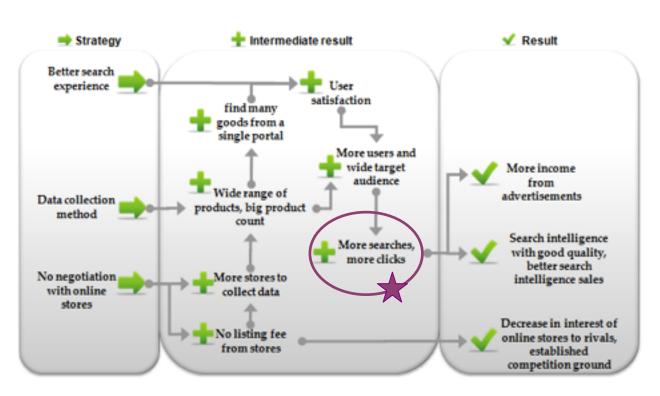
How to Compete!!

Make Money (to continue getting pleasure)

Some Complexity / Some Loose Vision



Too Complex



Too Loose



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Still have a bunch of problems

- How to Sell
- Develop new exciting features
- Cannot turn 30K Unique Visitors daily into a good Income
- Is the model wrong? We still cannot survive? Where is the gap?





Richard St. John's 8 secrets of success



http://www.ted.com/talks/richard_st_john_s_8_secrets_of_success.html











