

stoke

Workforce at the
pace of business



A Stoked team



Hilik Paz
Co-founder, CTO
Formerly:
VP R&D Cloudyn
(Acq. MSFT)
Sr. Dir Engineering
VMware

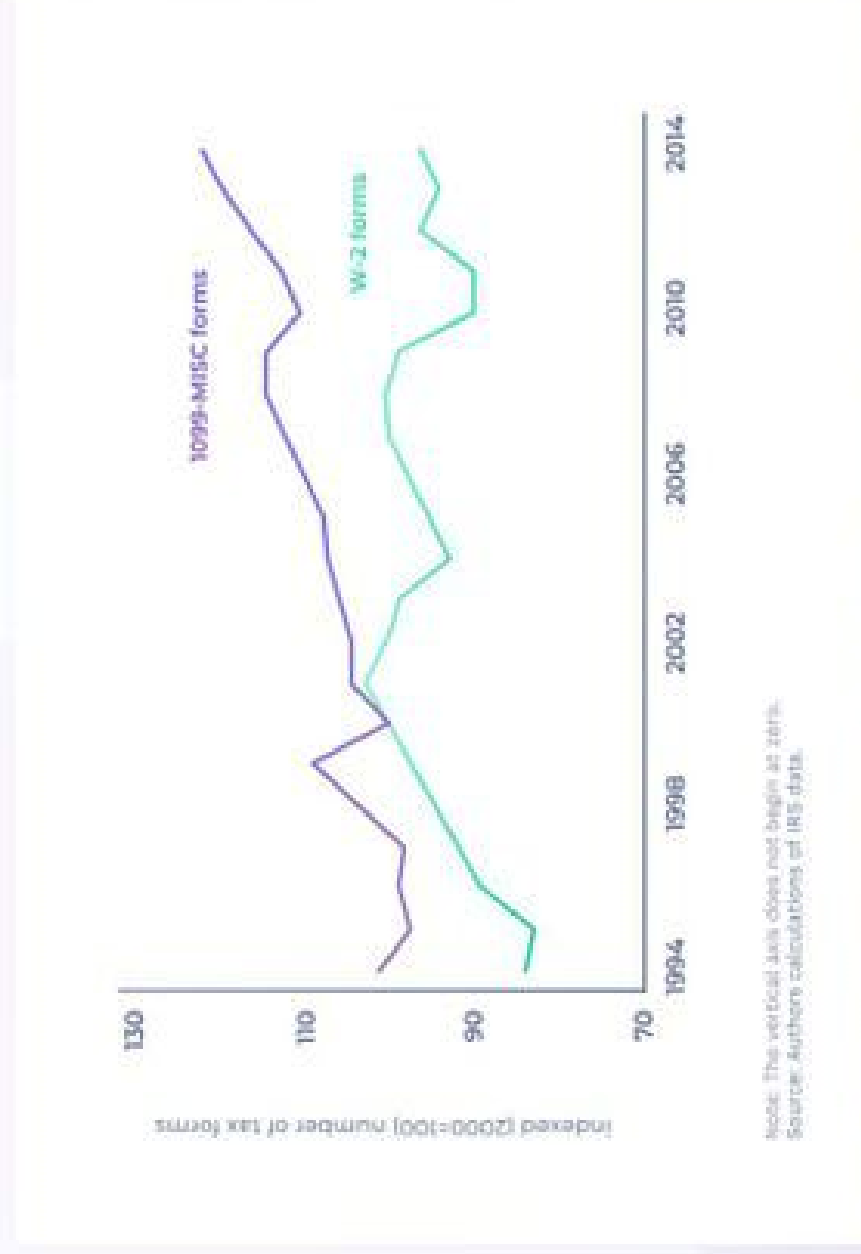


Shahar Erez
Co-founder, CEO
Formerly:
CPO & CMO Kenshoo
Sr. Dir Product at
VMware

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**We are on the cusp of a significant shift
when organizations will rely far more on
an on-demand workforce**

The world has gone freelance



The growth of the freelance workforce is three times faster than the traditional workforce.

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**These Freelancers are the
highest skilled individuals**

65%
Of Executives

“An external workforce is important or very important to operate at full capacity and meet market demands.”

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The way organizations operate is changing for good

#shiftishappening



Result based



Agile



Nimble



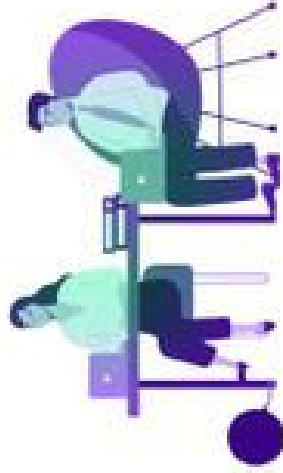
Distributed



On-Demand

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It's a new way of thinking



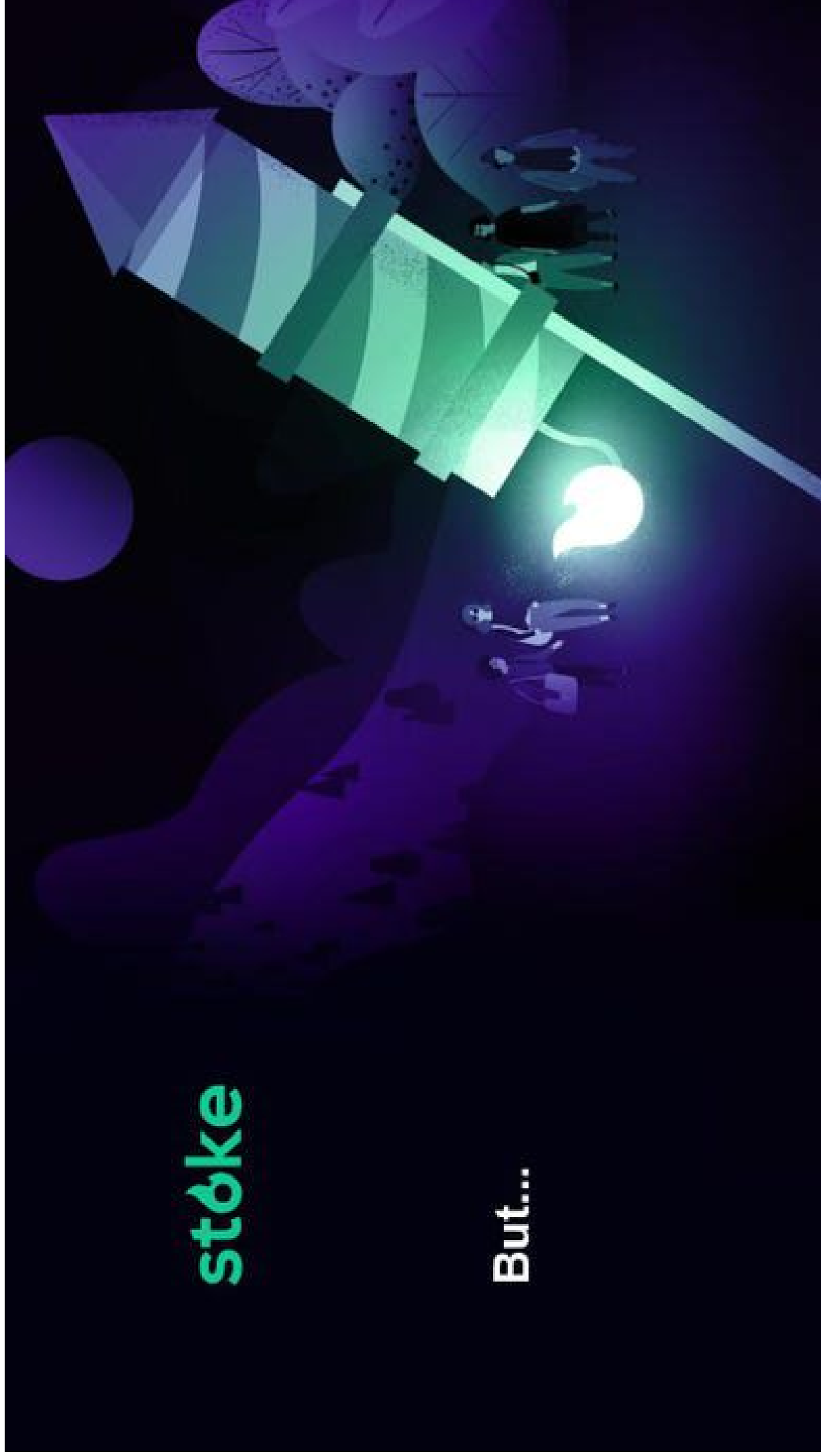
Rigid workforce



Hybrid workforce

stoke

But...



The corporate challenge

On-demand talent is a one off, non standard process owned by no one in corporate

Recruiting

On-Boarding

Budgets &
Payments

Corp.
Policies

Compliance

That's Why We Built Stoke

On-Demand Talent Cloud

Access the Talent / Skill / Capacity
you need, when you need it, risk
free.



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**Stoke empowers organizational leaders to
embrace on-demand talent so they can
increase productivity and democratize
access to skills and knowledge**

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stoke

**Workforce
Democratized**



A unified on-demand workforce platform

Talent Access	Onboarding	Transparent	Payments	Policy & governance	Regulatory compliance
Model based policies Top talent to cost effective Trusted Hiring	Digital contracting Predefined contract templates	Budget control Digital approvals Built in notifications	One aggregated invoice Flexible payment options (Hourly, Project based)	Role based access Downstream budget Upstream approvals	Workforce classification assurance Ontime payments

Platform

Integrations	Scalability	Reliability	Security	Compliance
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Find



Employment
Type

Project Type

Skill
Required



Manage



Reporting

Onboarding

Offboarding

Model based policies



No. of clients | Profiling | Pay Bands | Geo | Docs | Duration

Quality

Test Interview

Work
Classification

Insurance

Background
Check

Payment

Marketplaces



Individual Freelancers (verified)

Jane Smith

John Doe

Service Providers



TopPitchDeck

Plan and Milestones

Operations	Visibility into existing external talent and spend		Usage reports	Self Serve Freelance Portal	Profiling & Constraints	Approval Chain		
Hiring	First marketplace (Upwork) integration		Second marketplace integration					
Jan	Feb	March	April	May	June	Q3	Q4	Q1 '20
Customers	Soft launch / Open Beta (~30) Market Launch							
Company	2+4 people		2+6 people (+2 external)		2+7 people (+3 external)		2+10 people (+3 external)	

Advisory



Boaz Chalamish, Board
CEO, Clarizen
GM VMWare
SVP R&D HP SW
SVP R&D Mercury

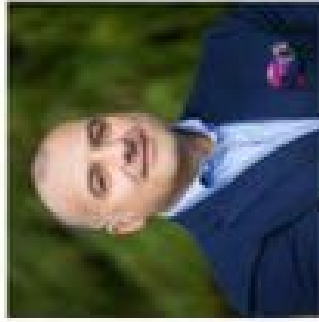


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Advisers

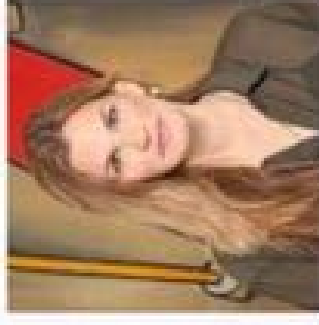


Bogomil Balkansky
(Investor) -

Prev.
VP - Recruiting Solutions, Google
Founding team - Bebo
SVP Cloud infrastructure, VMware



Gil Bickel -
Global Procurement Amdocs



Vered Raviv
COO Guesty

Prev.
COO Fiverr

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THANK YOU

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