

# Divergent Development Labs

(DDL Tech Solutions Private Limited)

## MinBiz Suite

### Business Management Suite

#### Overview

MinBiz is a business management suite, It's a SaaS (Software as a Service) based cloud application. Businesses can access service(s) through mobile and web application. The unique selling point in MinBiz is providing application for the customers of our subscribed businesses as well. The revenue model of the MinBiz is subscription of businesses and Referral of Services to the customers.

The features of the Management Suite and Customer Application are mentioned below,

Business Management Suite Application	Client / Customer Application
<ol style="list-style-type: none"><li>1. <b>Customer Relationship Management,</b></li><li>2. <b>Bill &amp; Tax Management,</b></li><li>3. <b>Project/Tasks Management,</b></li><li>4. <b>Customer Support Management.</b></li></ol>	<ol style="list-style-type: none"><li>1. <b>Enquiry Dashboard,</b></li><li>2. <b>Project Dashboard,</b><ol style="list-style-type: none"><li>a. <b>Tasks (Process) Dashboard,</b></li><li>b. <b>Billing Dashboard,</b></li><li>c. <b>Support Dashboard.</b></li></ol></li><li>3. <b>Search Businesses.</b></li></ol>

#### Revenue Model

We have separate revenue model for both applications,

Application	Revenue Model
<b>Business Management Suite</b>	<b>Subscriptions.</b>  Business pays yearly/monthly subscription amount to use application, as long as the business pay they can entitled to use the features of suite. The subscription is based on the levels such as number of workers, storage usage and etc.,
<b>Client / Customer Application</b>	<b>Referral and Target Advertisement Model.</b>  In order to improve the business (Sales, Customer Acquisition), businesses can offer their services through this app to all customers of MinBiz.  In order to give the customer for better services, The MinBiz partner with various partners from auditors to service providers, from customer collected data analysis to suggest.

## Milestones

### 1. Business Management Suite & Client / Customer Application

In the first phase, The development takes place. This consists, BMS (Business Management Suite) and CA(Client / Customer App).

**Time:** 5-6 Months.

**Fundraise:** Bootstrapping and Angel Investors.

**Status:** Cycle - I : Development to MVP.

Cycle - II : MVP to Beta.

### 2. Entering Market & Reaching Breakeven Point

In the second phase, Planned to enter Indian market alone. Planned to reach breakeven point in India itself. Total business user base expecting is 10,000 - 25,000.

**Time:** 12 - 24 Month.

**Fundraise:** Revenue in Sales and Private Funding such as Equity, VCs.

**Status:** Cycle - I : Beta to Public.

Cycle - II : 10000 Business Users.

Cycle - III : Break Even Point in Revenue.

### 3. Scale Up & Revenue Generation

In the third & final phase, Planned to scale the business to the potential markets such as Americas and Europe.

**Fundraise:** Series Funds and Sales Revenue.