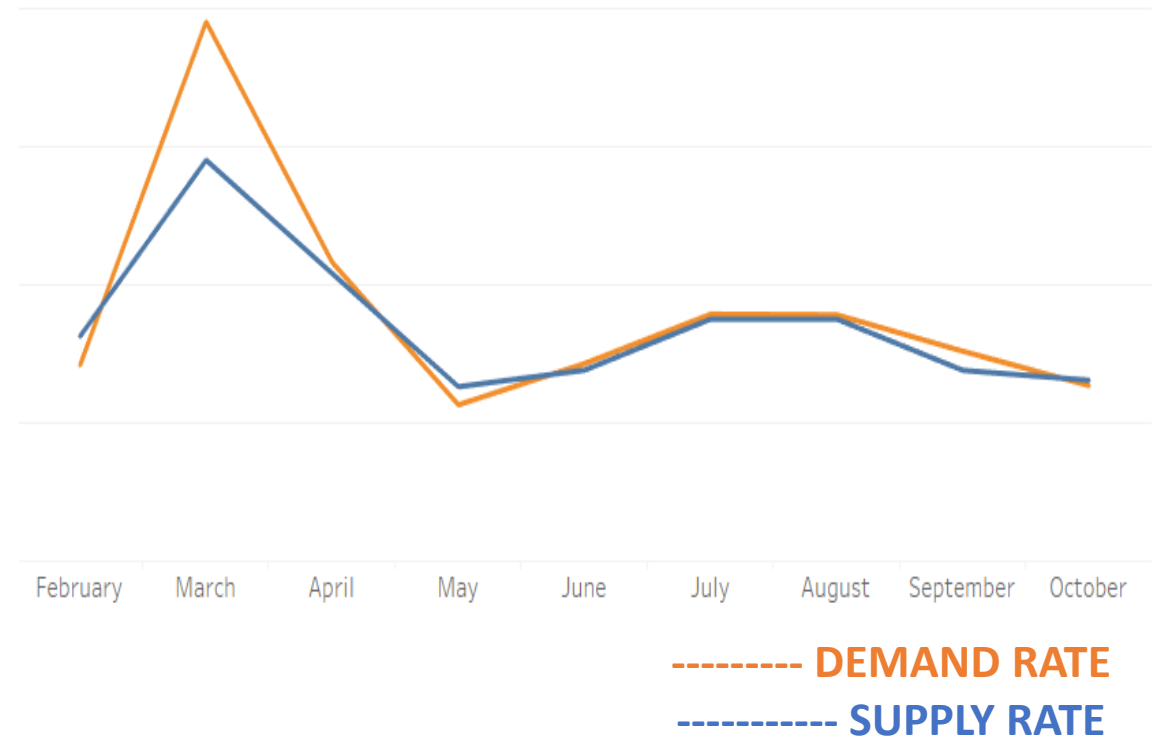
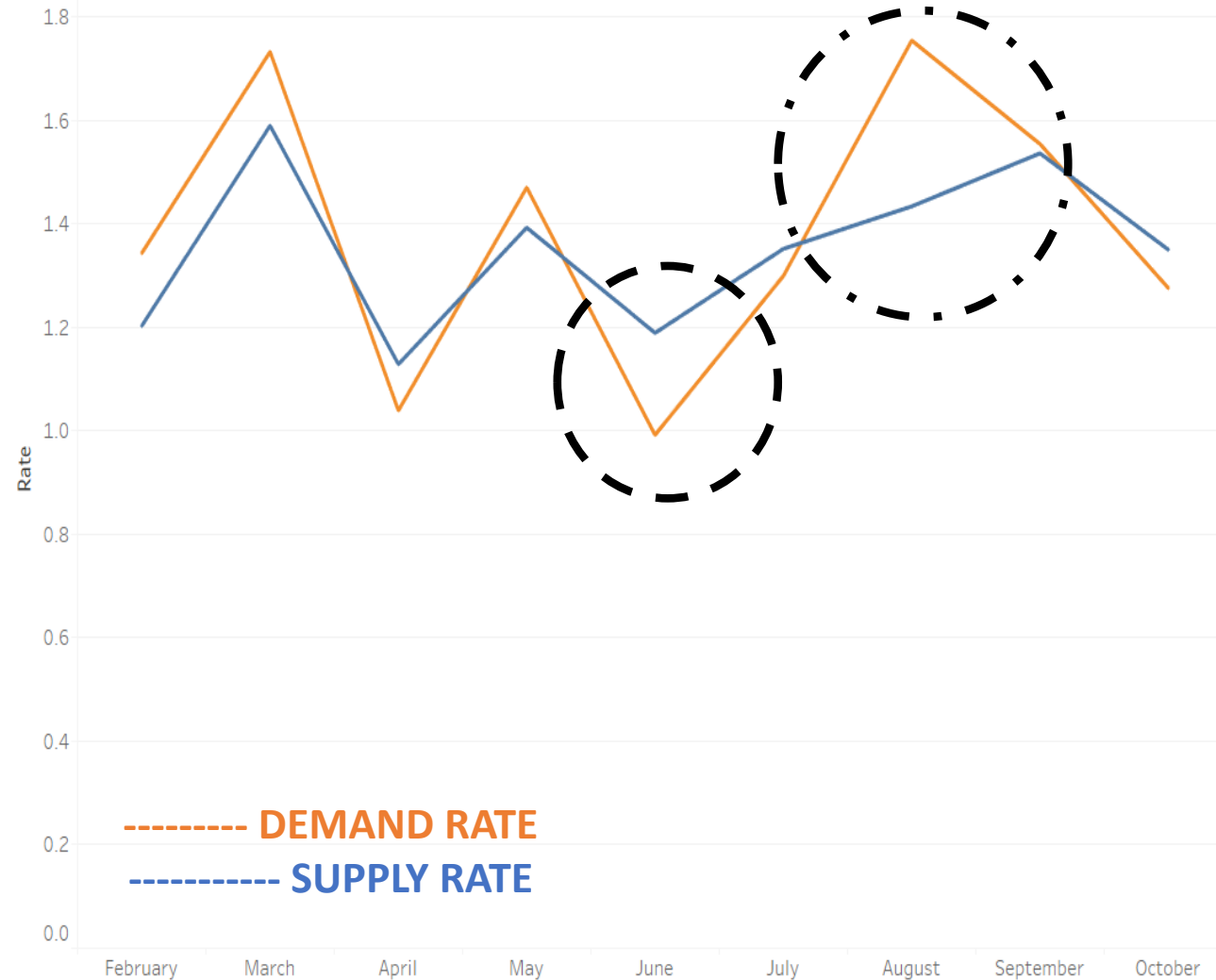


- ✚ Rate of Unique JobID added
- Rate of Unique JobID removed
- ★ Existing(carry-on)JobID rate.

DE-Health-Care



US-Retail



DEMAND RATE > SUPPLY RATE

- Opportunity Assessment
 - Job Posting Cost increase per Job-ID – 117%*
- Help recruiters optimize hiring
 - Right time
 - Save money
 - Hire the best talent

SUPPLY RATE > DEMAND RATE

- Opportunity Assessment
 - Misses \$100 per JobID
- Recommend Companies to publish more job postings

* % change of $\{(Avg. \text{ cost/JobID}(\text{jul. to aug.}) - Avg. \text{ cost/JobID}(\text{year}))\}$

The Bigger Picture...

- Model Scalability
- Leverage Insight
- Smart Recruiting Process
- Win-Win for all Stakeholders