vahan

Enabling Jobs for the Next Billion Internet Users

3 Billion people are classed "out of work"

Let's connect companies with the best-fit workers globally

Vahan aims to level the playing field by putting the power in *your* hands

The Problem

Finding the right job can be frustrating and annoying.

The Job search space is highly fragmented, inefficient and outdated; further reducing the ability to find the best-fit job.

Introducing - **Vahan** "Job Finder"
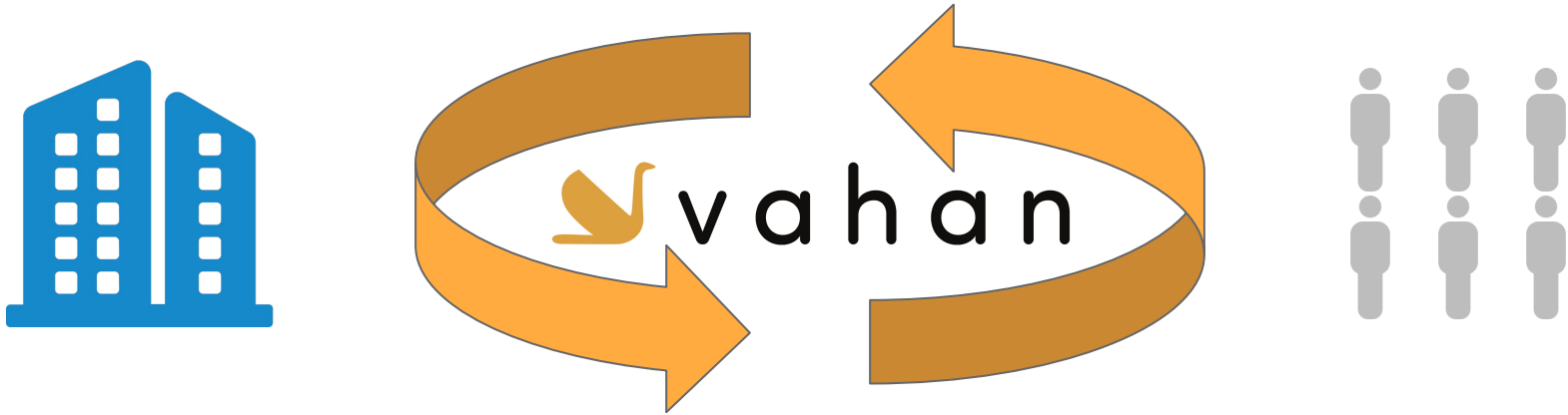
1-888-888-888

AI Powered Message-Integrated
Recruitment Platform

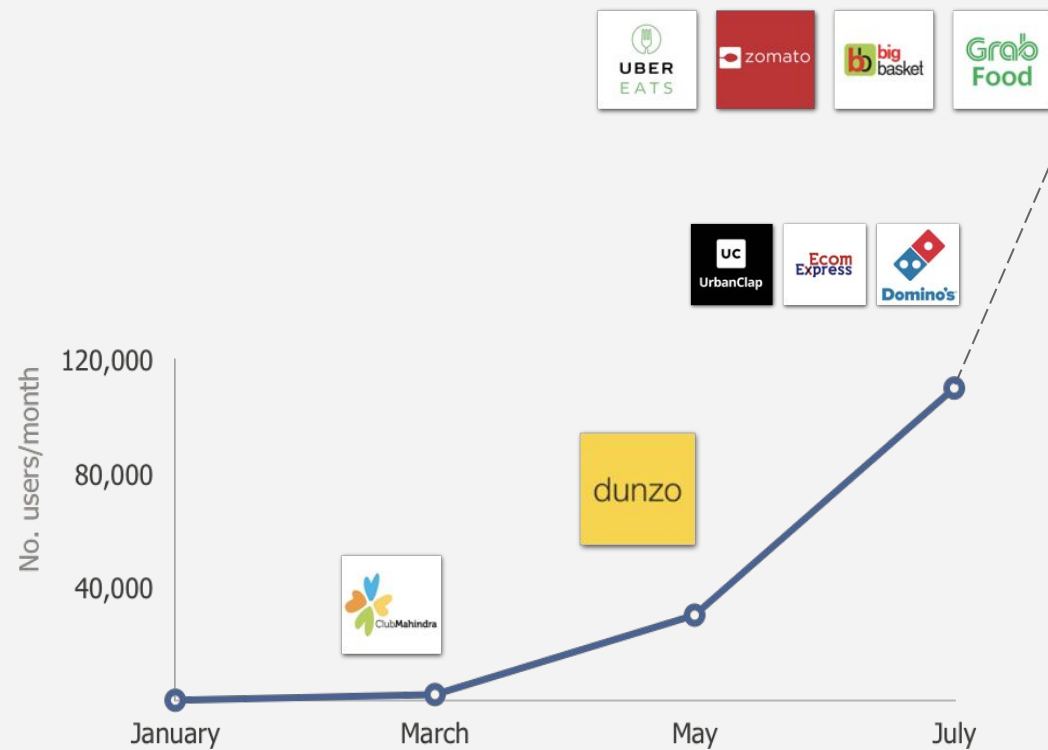Recruiting workers 100x faster. Saving companies $X / Hire

Demo

Business Model

Hybrid - $X Qualified Lead
$Y fulfillment

Traction - focused on getting our product to market fast

Stats:

ARR (Q2-4 2018): $70,000

Signed On: 4 companies (w ARR Opportunity: $X with Y new hires through Vahan)

Users: 120,000MAU

Competitors

Market Opportunity - A **scalable pipeline** of customers

Employee Headcount by Company Size

Region	1000-5000	5000-10000	10000-50000	Total
USA				
EUROPE				
INDIA				
SEA				
SOUTH AMERICA				
Total				
Annual Revenue/ XYZ				
ARR				
Annual EBITDA (X% Margin)				

Segment (Delivery)- Headcount and Churn

Company	Head count	Churn
Uber	12,000	2300
Flipkart	30,000	5700
Grab	16,000	3000

Opportunity - *Immediate /happening NOW*

India's online food ordering sector growing at 15% every quarter: RedSeer

Business Standard, January 30, 2018

India fastest-growing market for Uber Eats with 12000 restaurants

Times of India, August 23, 2018

Ecommerce companies plan to double or triple fleet of delivery agents

Economic Times, April 7, 2018

Team - **Experienced** background. **Knowledge** with problem.

Google · Apple · Stanford · Columbia University · भारतीय प्रौद्योगिकी संस्थान Indian Institute of Technology

Madhav, CEO
M.S. in CS (NLP & ML) from Columbia. Lead Engineer at Jetsetter, NextJump.

Mo, Head Product
M.S. in Design from Stanford. Product Lead at Siri, Apple, Google.

Himanshu, Engineer
IIT graduate. Former LinkedIn employee.

Nitish, Engineer
IIIT graduate. Former Snapdeal employee.

Piyush, ML Engineer
Georgia Tech and IIT graduate. Former Rakuten employee.

Abhishek, Engineer
NIT graduate. Former D. E. Shaw employee.

We are Fundraising - (TBD - values not final)

- X% subscribed
- 18 month runway
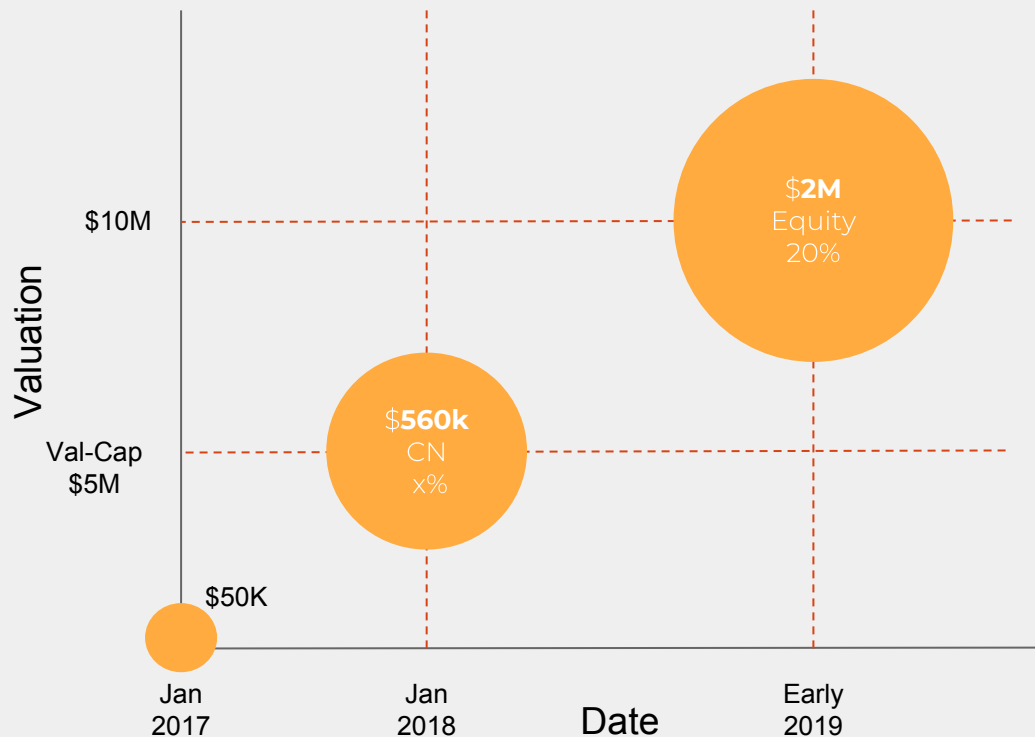
Gokul Rajaram
Father of AdSense
Exec at Google, FB.

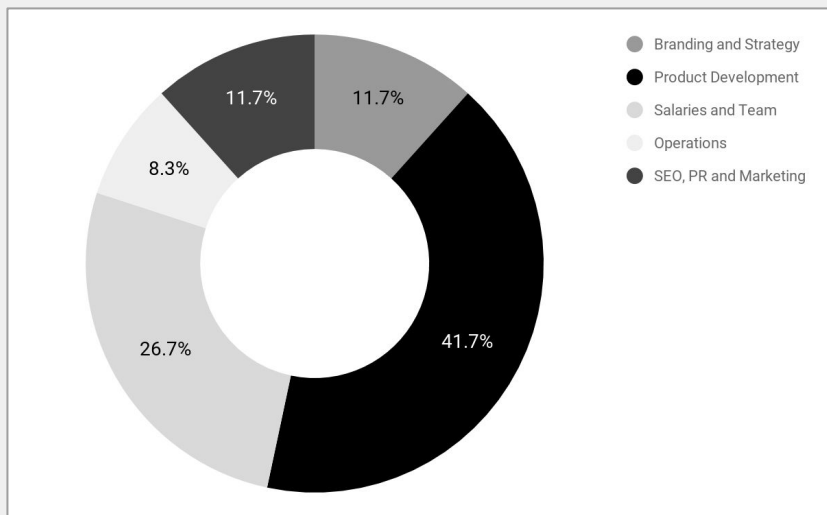**Sanjeev Agrawal**
Former Head of
Marketing at Google.

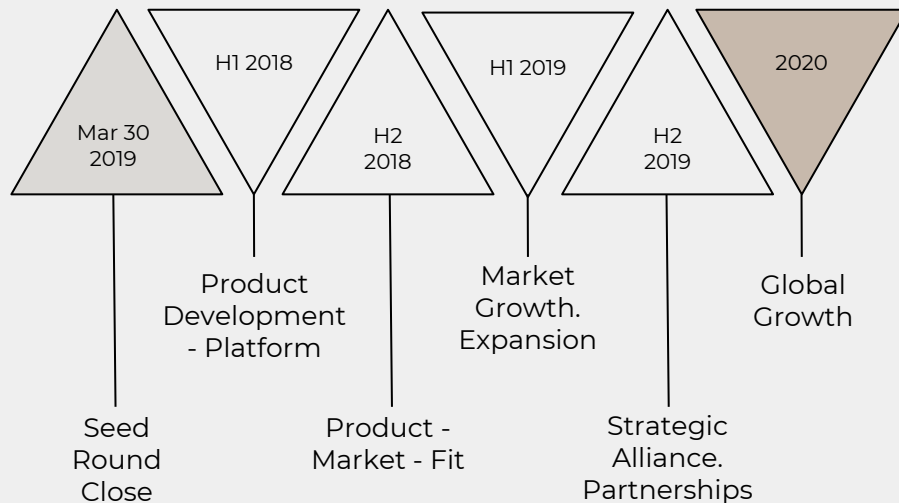**Catherine Lu**
Principal
Spike Ventures

Fund Allocation - (TBD)

Allocation of Funds

- Branding and Strategy
- Product Development
- Salaries and Team
- Operations
- SEO, PR and Marketing

11.7%
11.7%
8.3%
26.7%
41.7%

Roadmap 2020

Mar 30 2019

H1 2018

H2 2018

H1 2019

H2 2019

2020

Seed Round Close

Product Development - Platform

Product - Market - Fit

Market Growth. Expansion

Strategic Alliance. Partnerships

Global Growth

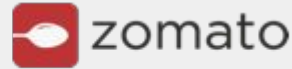Please goto vahan.co to learn more

The Problem

Today's companies must hire fast and in high volumes to beat competition.

Recruitment of frontline workers (*"supply side"*) is fragmented, slow and the churn rates are excessively high > 75% (That is X workers per annum).

The Problem

Today's companies must hire at scale (and fast) to beat the competition. Onboarding the workforce is one of their biggest challenges.

Current methods are antiquated & inefficient. Time consuming. High Cost Per Hire (~ $4,000+). High Churn Rates (~ 19%).

Flipkart: 30,000 employees
Annualised Recruitment
Cost: $22.8M

Uber: 12,000 employees
Annualised Recruitment
Cost: $9M

Grab: 16,000 employees
Annualised Recruitment
Cost: $12M