



A large blue circle is positioned in the upper left. A smaller yellow circle is located below and to the right of it. A very small gray dot is positioned between the yellow circle and a large dark gray shape on the right. The dark gray shape is a rounded rectangle that overlaps the yellow circle and extends towards the bottom right.  
**SaaS BM**

Amy Kim

# SaaS Solution Landscape

## End user applications

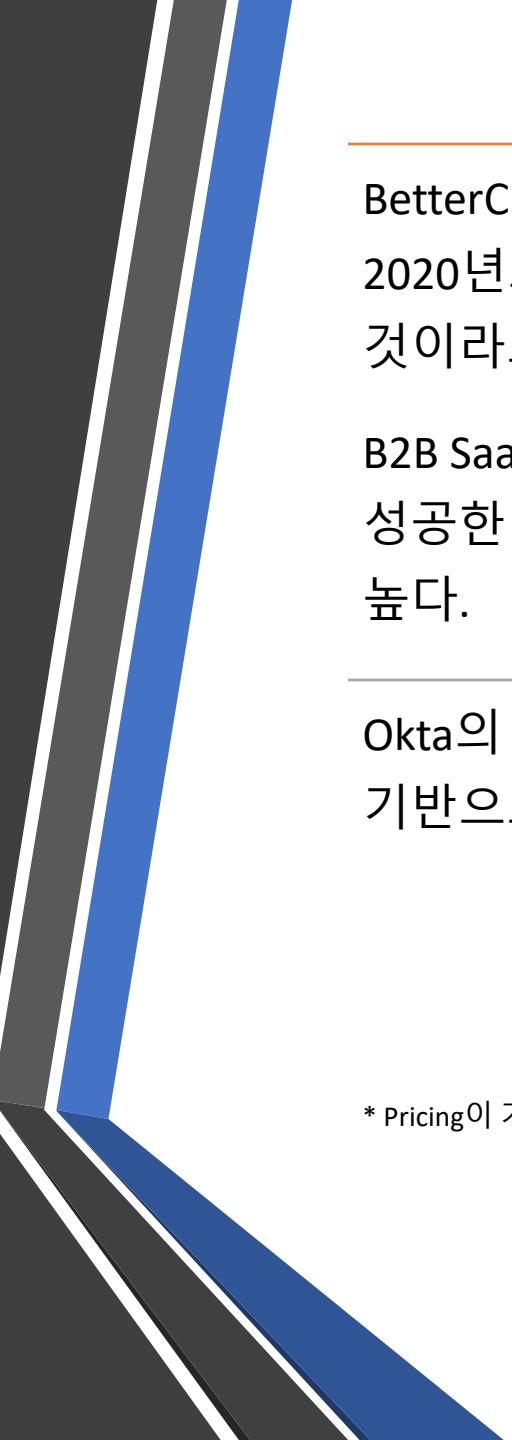
CRM	Marketing Demand Generation	Human Resources	Finance & Accounting	Content Management	Vertical

by Bessemer Venture Partners



# 2019 fast-growing SaaS Company

<https://blog.hubspot.com/service/top-saas-companies>



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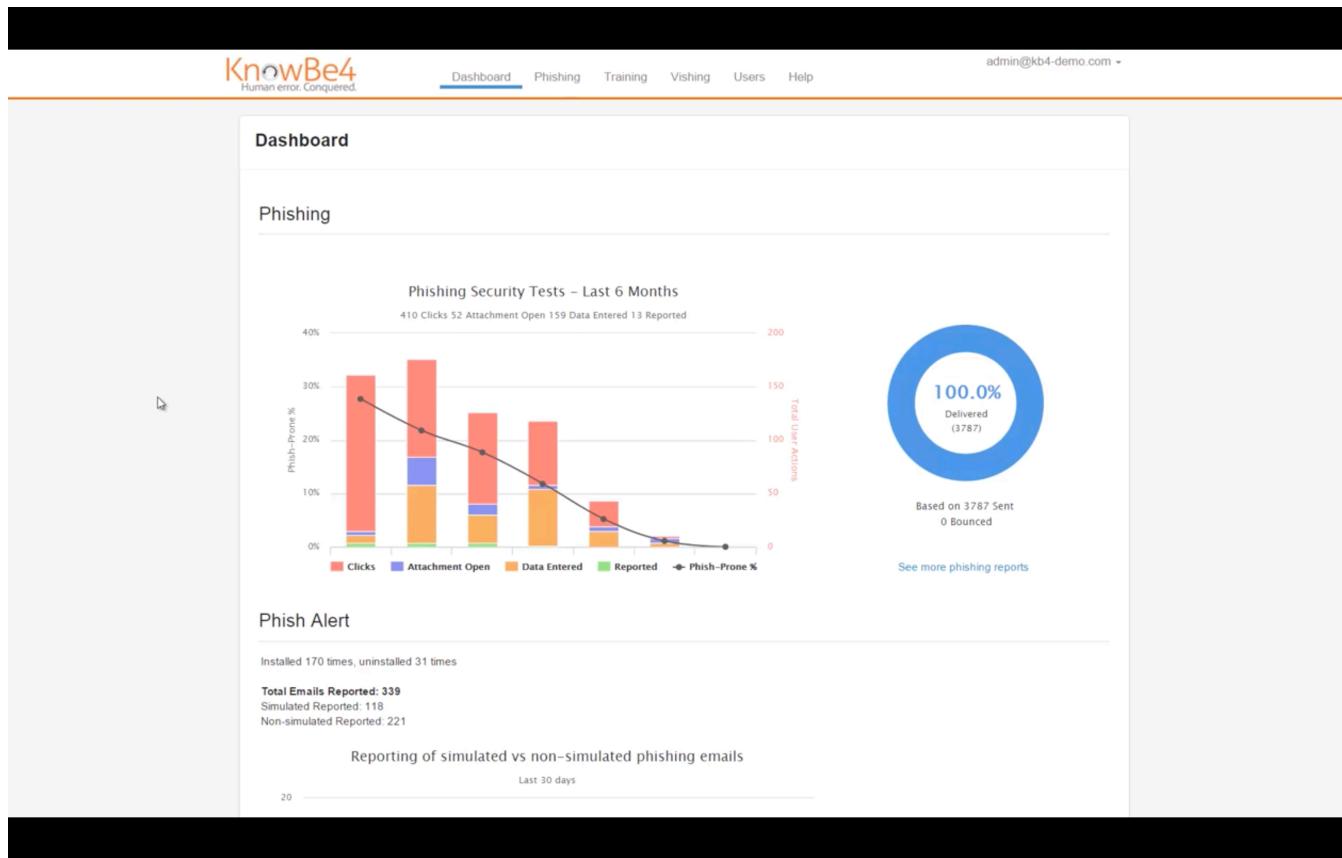
BetterCloud에서 실시한 서베이에 따르면, 73%의 기업이 2020년도에는 그들의 제품 중 적어도 80% 가 SaaS 형태일 것이라고 응답했다.

B2B SaaS 회사는 그들의 고객인 기업의 성공에 투자한다. 고객이 성공한다면, 고객들은 SaaS 기업에게 더욱 충실해질 가능성이 높다.

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Okta의 Businesses @ Work reports에서 수집한 데이터를 기반으로 빠르게 성장하고 있는 SaaS 기업을 추렸다.

\* Pricing이 기재되어 있지 않은 기업은 1페이지로 구성되어 있다.



## KnowBe4 (B2B)

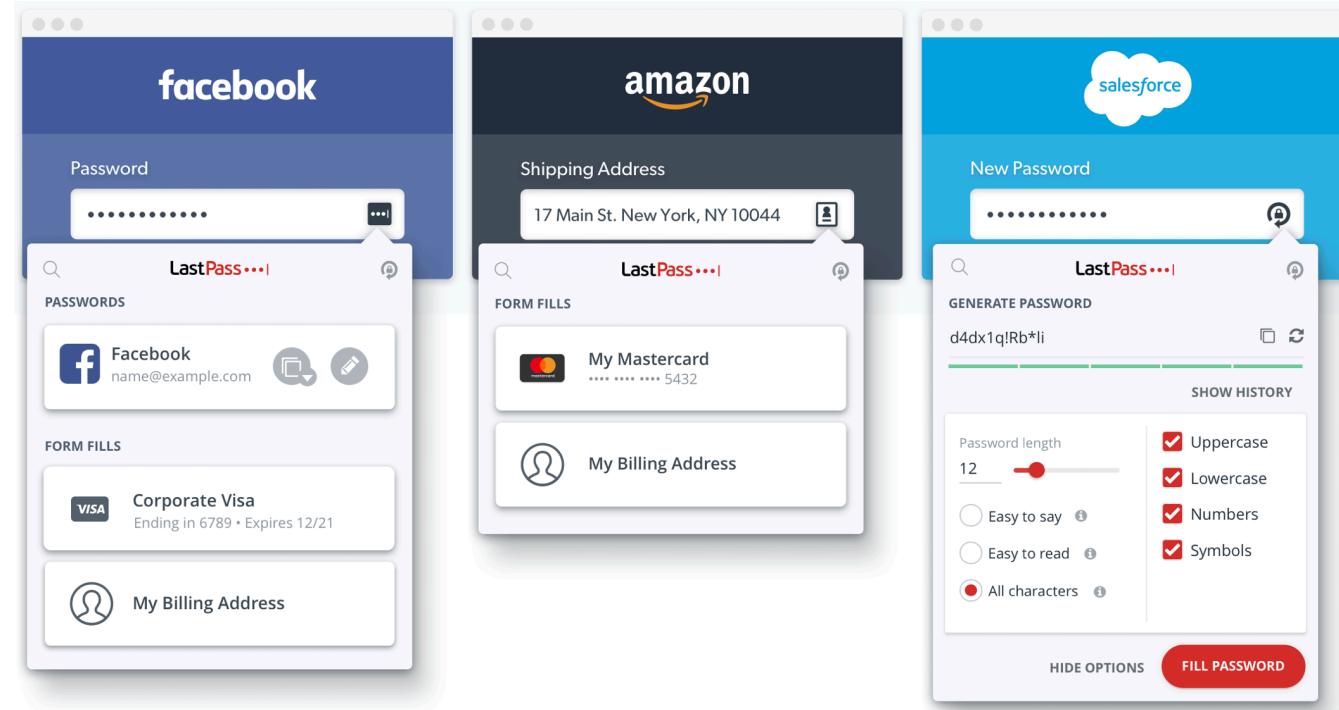
기업이 스피어 피싱, 랜섬웨어 공격 등의 IT 보안 문제를 해결할 수 있도록 보안 인식 트레이닝 시뮬레이션 서비스 제공. (178% growth)

MSRP Pricing By Seat - 1 Year	Most Popular				
	Silver	Gold	Platinum	Diamond	PhishER
25-50	\$17.00	\$20.75	\$24.50	\$29.50	-
51-100	\$15.00	\$18.25	\$21.50	\$26.50	-
101-500	\$12.00	\$14.50	\$17.00	\$22.00	\$9.00
501-1000	\$11.00	\$13.25	\$15.50	\$20.50	\$6.00
1001-2000	\$10.00	\$12.00	\$14.00	\$19.00	\$5.00
2001-3000	\$9.00	\$10.75	\$12.50	\$17.50	\$4.00
3001-5000	\$8.00	\$9.50	\$11.00	\$16.00	\$3.50
5001+	Get A Quote	Get A Quote	Get A Quote	Get A Quote	Get A Quote

FEATURES	SILVER	GOLD	PLATINUM	DIAMOND
Unlimited Phishing Security Tests ⓘ	✓	✓	✓	✓
Automated Security Awareness Program (ASAP) ⓘ	✓	✓	✓	✓
Security 'Hints & Tips' ⓘ	✓	✓	✓	✓
Training Access Level I ⓘ	✓	✓	✓	✓
Automated Training Campaigns ⓘ	✓	✓	✓	✓
Phish Alert Button ⓘ	✓	✓	✓	✓
Phishing Reply Tracking ⓘ	✓	✓	✓	✓
Active Directory Integration (ADI) ⓘ	✓	✓	✓	✓
Industry Benchmarking ⓘ	✓	✓	✓	✓
Virtual Risk Officer™ ⓘ	✓	✓	✓	✓
Advanced Reporting ⓘ	✓	✓	✓	✓
Crypto-Ransom Guarantee ⓘ	✓	✓	✓	✓
Training Access Level II ⓘ		✓	✓	✓
Monthly Email Exposure Check ⓘ		✓	✓	✓
Vishing Security Test ⓘ		✓	✓	✓
Smart Groups ⓘ			✓	✓
Reporting APIs ⓘ			✓	✓
User Event API ⓘ			✓	✓
Security Roles ⓘ			✓	✓
Social Engineering Indicators (SEI) ⓘ			✓	✓
USB Drive Test ⓘ			✓	✓
Priority Level Support ⓘ			✓	✓
Training Access Level III ⓘ				✓
AIDA™ Artificial Intelligence-driven Agent BETA ⓘ				✓
PhishER™ - Optional Add-on ⓘ	✓	✓	✓	✓

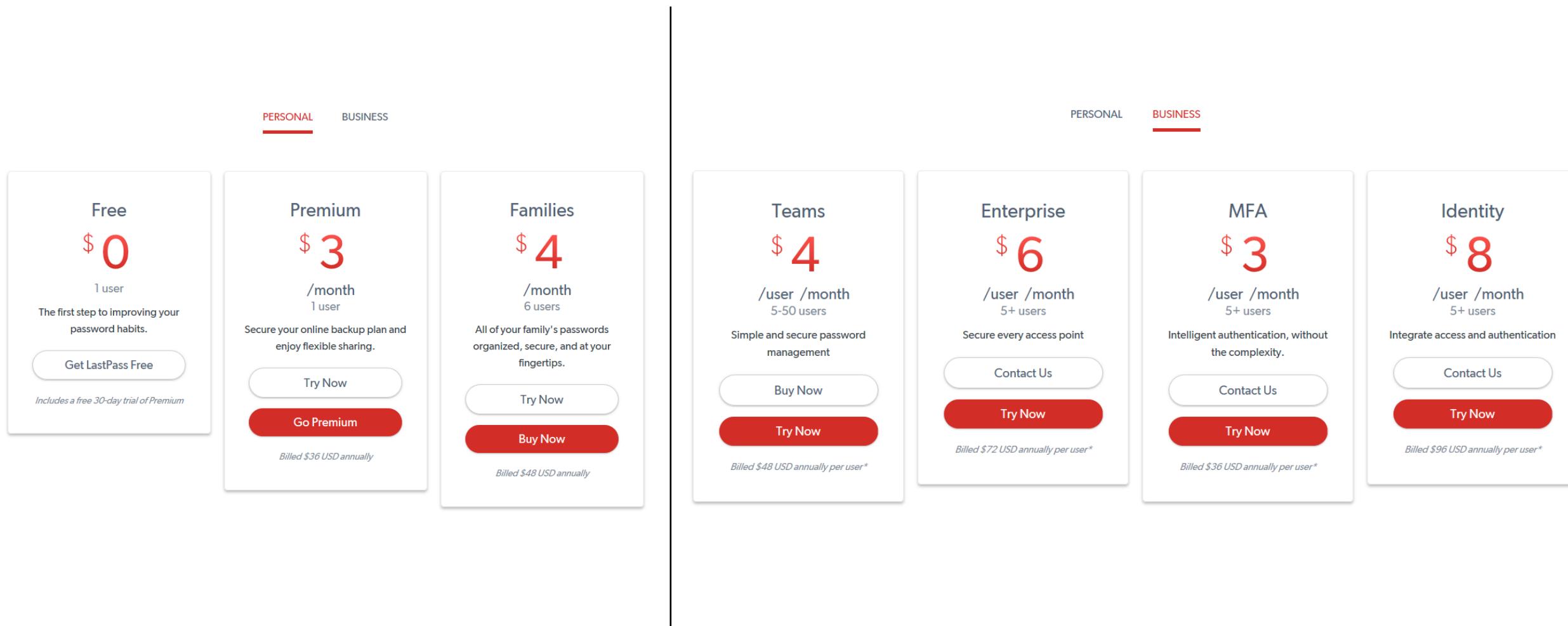
# KnowBe4

Monthly 구독형. 기업 규모에 따라 1인당 비용 감소



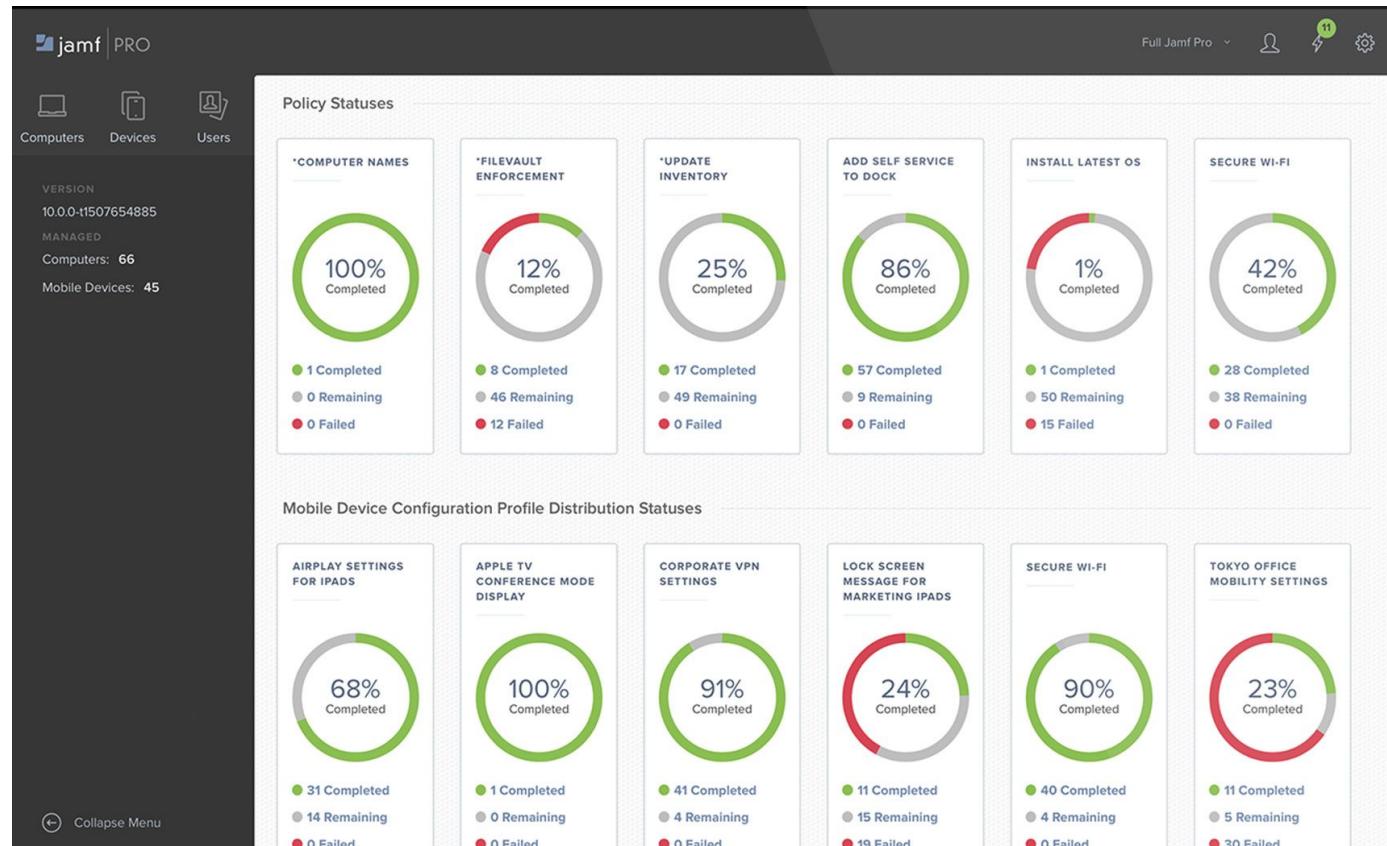
- 패스워드 관리 소프트웨어로, 사용자가 비밀번호를 잊어버릴 경우를 대비해 저장.
- 수많은 웹 브라우저용 플러그인과 수많은 스마트폰용 앱을 포함하는 웹 인터페이스 표준.
- (132% growth)

# LastPass (B2B, B2C)



# LastPass

Monthly 구독형. 개인 (1인 프리미엄, 가족단위) / 비즈니스(팀, 기업단위) 모델



- 애플 디바이스를 관리하는 단순화된 \*MDM 솔루션을 제공.
- 엄격한 보호 및 보안 준수가 이루어지는 환경에서 직원 선택 및 소프트웨어의 자율성 제공.
- (120% growth)

\*MDM (Master Data Management)

# Jamf (B2B)

# jamf NOW

**For teams and small businesses**

	Price/mo	iOS	Mac	tvOS
Standard	\$2.00	✓	✓	
Plus	\$4.00	✓	✓	

✓ Out of the box ready to be up and running quickly.  
✓ No dedicated tech resources required.  
✓ Pre-made management templates.  
✓ Ability to set it and forget it.

First 3 devices are free.

[Try Jamf Now](#) [Learn More](#)

# jamf PRO

**For IT Pros**

	Price/mo	iOS	Mac	tvOS
	\$3.33	✓		✓
	\$7.17		✓	

✓ Powerful workflows designed to automate deployment and ongoing management en masse.  
✓ An unmatched level of access and ability to customize scripts on any Mac.  
✓ A self-service portal to drive user self-sufficiency and satisfaction.  
✓ The largest Apple IT community in the world - Jamf Nation.

Both prices include Jamf Standard Support.

[Try Jamf Pro](#) [Learn More](#)

# Jamf

Monthly 구독형. Now (팀, 기업) / Pro (IT pro)



# Zoom (B2B)

원격 회의를 호스팅해 다수의 유저가 참여하는 화상 회의 툴 제공. (107% growth)

Basic	Pro	Business	Enterprise
Personal Meeting <b>Free</b>	Great for Small Teams <b>\$14.99 /mo/host</b>	Small & Med Businesses <b>\$19.99 /mo/host</b> *Minimum of 10 hosts	Large Enterprise-Ready <b>\$19.99 /mo/host</b> *Minimum of 50 hosts
<a href="#">Sign up, It's Free</a>	<a href="#">Buy Now</a>	<a href="#">Buy Now</a>	<a href="#">Contact Sales</a>
Host up to 100 participants	All Basic features +	All Pro features +	All Business features +
Unlimited 1 to 1 meetings	Includes 100 participants <a href="#">Need more participants?</a>	Includes 100 participants <a href="#">Need more participants?</a>	Up to 1,000 participants Unlimited Cloud Storage
40 mins limit on group meetings	Meeting duration limit is 24 hrs	Dedicated phone support	Dedicated Customer Success Manager
Unlimited number of meetings	User management	Admin dashboard	Executive Business Reviews
Online support	Admin feature controls	Vanity URL	Bundle discounts on Webinars and Zoom Rooms
+ Video Conferencing Features	Reporting	Option for on-premise deployment	
+ Web Conferencing Features	Custom Personal Meeting ID	Managed domains	
+ Group Collaboration Features	Assign scheduler	Single sign-on	
+ Security	1GB of MP4 or M4A cloud recording	Company branding	
	<a href="#">REST API</a>	Custom emails	
	Skype for Business (Lync) interoperability	LTI integration	
	+ Optional Add-on Plans	Cloud Recording Transcripts	
		+ Optional Add-on Plans	

# Zoom

Monthly 구독형. 1대1 무료, 3인 이상 40분 미만 무료. 그 외 유료

The screenshot shows the JIRA software interface. On the left, there's a sidebar with links like 'Dashboards', 'Projects', 'Issues', 'Capture', 'Portfolio', 'Create', 'Summary', 'Issues', 'Reports', 'Versions', 'Components', 'Project Shortcuts' (including 'Project management with JIRA' and 'Business projects basics'), and 'Add link'. The main area is titled 'Activity' and shows a feed of recent comments from users like Simone Godfrey, Brian Smith, and Lacy Canvell on various issues. To the right of the activity feed is a summary of issue status: 'To Do' (15), 'In Progress' (7), 'Done' (3), and 'No Category' (0). Below this is a link to 'View all issue statistics'.

# Atlassian (B2B)

- 소프트웨어 개발 회사로, 조직에서 일어나는 내부 문제를 추적하는 티켓팅 시스템인 JIRA로 알려짐.
- 지라 컨플루언스(Confluence) 부가기능은 머신러닝을 활용한 온라인 지원 센터를 통해 고객 및 직원들에게 적절한 서비스를 안내한다. 각 경험으로부터 학습하기 때문에 사용자에게 더 나은 솔루션을 추천.
- 모바일 액세스 가능, 직원이 생산성 유지
- (91% growth)

## Pricing

With flexible, per user pricing, you'll never pay for more than you need.

**\$10**

flat monthly fee

Small teams of up to 10 users

**\$5**

per user/month

For the first 100 users

**\$3.50**

per user/month

For the next 150 users

**\$1.10**

per user/month

For each additional user over 250

More than 5,000 users? [Explore our self-hosted options for larger teams.](#)

# Atlassian

Monthly 구독형. 기업 규모에 따라 1인당 비용 감소

The image displays two side-by-side screenshots of the FreshService platform. On the left, the 'IT Helpdesk' interface shows a 'Category-Based Incident Routing' workflow. This workflow starts with an 'Incident is created' event (green circle). It branches into three main paths based on category: 'Category is Hardware' (YES), 'Category is Software' (YES), and 'Category is Network' (YES). Each path leads to an 'Assign to [Team]' action (blue circle). A fourth path, 'Any other category' (YES), also leads to an 'Assign to Helpdesk Monitoring Team' action. On the right, the 'Analytics / Sample Overview' dashboard provides a summary of total assets. It includes a bar chart for 'Total Assets grouped by Location', a donut chart for 'Total Assets grouped by Created By', a line chart for 'Total Assets grouped by Created Date', and a bar chart for 'Total Assets grouped by CI Type'. A large summary section at the bottom right shows '130 Total Assets'.

**Category-Based Incident Routing**

- Incident is created → Category is Hardware (YES) → Assign to Hardware Team
- Category is Software (YES) → Assign to Software Team
- Category is Network (YES) → Assign to Network Team
- Any other category (YES) → Assign to Helpdesk Monitoring Team

**Analytics / Sample Overview**

**Total Assets grouped by Location**

Location	Total Assets
Asia	62
US	46
Canada	9
India	6
America	5
France	1

**Total Assets grouped by Created By**

Category	Count
Itil:Probe	69 - 53.1%
User	61 - 46.9%

**Total Assets**

**Total Assets grouped by Created Date**

**Total Assets grouped by Mode of Pro...**

Mode	Count
Both	119 - 91.5%
---	10 - 7.7%
Buy	1 - 0.8%

**Total Assets grouped by CI Type**

CI Type	Total Assets
Laptop	61
Printer	42
Software	5
Server	5
Document	2
Email Service	1
Projector	1
Switch	1

# FreshService (B2B)

FreshWorks의 고객 서비스 파트. 고객 서비스 팀의 데일리 잡을 돋는 업무 지원 소프트웨어를 제공. (78% growth)

<input checked="" type="radio"/> MONTHLY <input type="radio"/> YEARLY			
			
BLOSSOM Perfect for small teams	GARDEN Ideal for growing teams	ESTATE Best value for large teams	FOREST Made for enterprises
\$29 <small>/agent/month billed monthly</small>	\$59 <small>/agent/month billed monthly</small>	\$99 <small>/agent/month billed monthly</small>	\$99 <small>/agent/month billed yearly ⓘ</small>
<a href="#">TRY FOR FREE</a>	<a href="#">TRY FOR FREE</a>	<a href="#">TRY FOR FREE</a>	<a href="#">TRY FOR FREE</a>
<ul style="list-style-type: none"><li>✓ Incident Management</li><li>✓ Knowledge Base</li><li>✓ Self Service Portal</li><li>✓ Automations</li><li>✓ Standard Reports</li><li>✓ Marketplace</li><li>✓ Unlimited End Users</li></ul>	<ul style="list-style-type: none"><li>Everything in Blossom and...</li></ul>	<ul style="list-style-type: none"><li>Everything in Garden and...</li></ul>	<ul style="list-style-type: none"><li>Everything in Estate and...</li></ul>
<ul style="list-style-type: none"><li>✓ Service Catalog</li><li>✓ Asset Management</li><li>✓ Custom &amp; Scheduled Reports</li><li>✓ Multiple Portal Languages</li><li>✓ Domain Whitelisting</li><li>✓ Multiple SLAs &amp; Business Hours</li><li>✓ Unlimited Mailboxes</li><li>✓ 100 free assets</li></ul>	<ul style="list-style-type: none"><li>✓ Change, Problem &amp; Release Management</li><li>✓ Software License Management</li><li>✓ Customizable Agent Roles</li><li>✓ Advanced Security - Custom SSL &amp; Custom Email Servers</li><li>✓ Analytics</li><li>✓ Contract Management</li><li>✓ Project Management</li></ul>	<ul style="list-style-type: none"><li>✓ IP Whitelisting</li><li>✓ 1 Hour Support SLA</li><li>✓ Audit Logs</li><li>✓ Customer Success Manager</li><li>✓ Data Center Location</li></ul>	

<input type="radio"/> MONTHLY <input checked="" type="radio"/> YEARLY			
			
BLOSSOM Perfect for small teams	GARDEN Ideal for growing teams	ESTATE Best value for large teams	FOREST Made for enterprises
\$19 <small>/agent/month billed yearly</small>	\$49 <small>/agent/month billed yearly</small>	\$79 <small>/agent/month billed yearly</small>	\$99 <small>/agent/month billed yearly ⓘ</small>
<a href="#">TRY FOR FREE</a>	<a href="#">TRY FOR FREE</a>	<a href="#">TRY FOR FREE</a>	<a href="#">TRY FOR FREE</a>
<ul style="list-style-type: none"><li>✓ Incident Management</li><li>✓ Knowledge Base</li><li>✓ Self Service Portal</li><li>✓ Automations</li><li>✓ Standard Reports</li><li>✓ Marketplace</li><li>✓ Unlimited End Users</li></ul>	<ul style="list-style-type: none"><li>Everything in Blossom and...</li></ul>	<ul style="list-style-type: none"><li>Everything in Garden and...</li></ul>	<ul style="list-style-type: none"><li>Everything in Estate and...</li></ul>
<ul style="list-style-type: none"><li>✓ Service Catalog</li><li>✓ Asset Management</li><li>✓ Custom &amp; Scheduled Reports</li><li>✓ Multiple Portal Languages</li><li>✓ Domain Whitelisting</li><li>✓ Multiple SLAs &amp; Business Hours</li><li>✓ Unlimited Mailboxes</li><li>✓ 100 free assets</li></ul>	<ul style="list-style-type: none"><li>✓ Change, Problem &amp; Release Management</li><li>✓ Software License Management</li><li>✓ Customizable Agent Roles</li><li>✓ Advanced Security - Custom SSL &amp; Custom Email Servers</li><li>✓ Analytics</li><li>✓ Contract Management</li><li>✓ Project Management</li></ul>	<ul style="list-style-type: none"><li>✓ IP Whitelisting</li><li>✓ 1 Hour Support SLA</li><li>✓ Audit Logs</li><li>✓ Customer Success Manager</li><li>✓ Data Center Location</li></ul>	<ul style="list-style-type: none"><li>✓ Service Catalog</li><li>✓ Asset Management</li><li>✓ Custom &amp; Scheduled Reports</li><li>✓ Multiple Portal Languages</li><li>✓ Domain Whitelisting</li><li>✓ Multiple SLAs &amp; Business Hours</li><li>✓ Unlimited Mailboxes</li><li>✓ 100 free assets</li></ul>

# FreshService

Monthly 구독형 / annually 구독형 (할인)



Phone System    Users    Reports    Call Log    Billing    Tools

John | (857) 222-3333 Ext. 101    Admin Portal    Get Help    Log Out

The screenshot shows the RingCentral Admin Portal interface. On the left, there's a sidebar with icons for Company Info, Phone Numbers, Auto-Receptionist, 14 Group(s) (with a circular arrow icon), and Phones & Devices. The main area has a title 'Company Shortcuts' and four buttons: 'Edit Company Business Hours', 'Change Company Greeting', 'Set Company Caller ID', and 'Publish Company Info to Directory Assistance'. Below this is a section titled 'How do I...' with a list of links: 'Change what callers hear' (3:49), 'Set up call forwarding' (2:39), 'Change company voicemail' (1:33), 'Set up notification for calls, voicemails, and faxes' (1:22), 'Use call queues' (2:16), and 'Get more help' (1:34). To the right, there's a video thumbnail for 'Change what callers hear' with a play button, the RingCentral logo, 103723 views, and a 'Watch video' link.

<https://www.ringcentral.com/solutions/enterprise-business.html>

- 웹 인터페이스를 사용해서 회사의 전화 인프라와 개인 그리고 기업의 모바일 전화기를 통합시키는 커뮤니케이션 소프트웨어. 중요한 고객의 전화를 놓치지 않도록 하기 위해 착신 통화를 전체 작업 그룹과 관리 팀에 라우팅.
- API는 이런 전화번호와 역할 목록을 조직화하고 최신으로 유지하기 위한 자동화 방식. 직원들의 전화번호를 효율적으로 조직화.
- 이 API는 통화량을 추적해서 시각화하고, 직원들이 통화에 소비하는 시간 측정 가능. 챗봇 API는 사용자들에게 중요한 상태 업데이트 정보를 회람.
- (73% growth)

# Ring Central (B2B)

Pay annually (save up to 40%)  Pay monthly   
# of users  1  2-99  100-999  1,000+

PHONE	STANDARD	PREMIUM	ULTIMATE
Up to 20 users	\$24 .99 monthly per user	\$34 .99 monthly per user	\$44 .99 monthly per user
<a href="#">Buy now</a>	<a href="#">Buy now</a>	<a href="#">Buy now</a>	<a href="#">Buy now</a>
<a href="#">Free trial</a>	<a href="#">Free trial</a>	<a href="#">Free trial</a>	<a href="#">Free trial</a>
<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Toll-free or local number</li><li>100 toll-free minutes/month</li><li>Voicemail-to-text</li></ul>	<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Unlimited audio meetings</li><li>Unlimited video conferencing (up to 4 people per meeting)</li><li>Toll-free or local number</li><li>1,000 toll-free minutes/month</li><li>Voicemail-to-text</li><li>Unlimited internet fax</li></ul>	<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Unlimited audio meetings</li><li>Unlimited video conferencing (up to 100 people per meeting)</li><li>Toll-free or local number</li><li>2,500 toll-free minutes/month</li><li>Voicemail-to-text</li><li>Unlimited internet fax</li><li>Automatic call recording</li></ul>	<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Unlimited audio meetings</li><li>Unlimited video conferencing (up to 200 people per meeting)</li><li>Toll-free or local number</li><li>10,000 toll-free minutes/month</li><li>Voicemail-to-text</li><li>Unlimited internet fax</li><li>Automatic call recording</li></ul>

Pay annually (save up to 40%)  Pay monthly   
# of users  1  2-99  100-999  1,000+

PHONE	STANDARD	PREMIUM	ULTIMATE
Up to 20 users	\$24 .99 From \$14 .99 monthly per user	\$34 .99 From \$24 .99 monthly per user	\$44 .99 From \$34 .99 monthly per user
<a href="#">Buy now</a>	<a href="#">Buy now</a>	<a href="#">Buy now</a>	<a href="#">Buy now</a>
<a href="#">Free trial</a>	<a href="#">Free trial</a>	<a href="#">Free trial</a>	<a href="#">Free trial</a>
<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Toll-free or local number</li><li>100 toll-free minutes/month</li><li>Voicemail-to-text</li></ul>	<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Unlimited audio meetings</li><li>Unlimited video conferencing (up to 4 people per meeting)</li><li>Toll-free or local number</li><li>1,000 toll-free minutes/month</li><li>Voicemail-to-text</li><li>Unlimited internet fax</li></ul>	<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Unlimited audio meetings</li><li>Unlimited video conferencing (up to 100 people per meeting)</li><li>Toll-free or local number</li><li>2,500 toll-free minutes/month</li><li>Voicemail-to-text</li><li>Unlimited internet fax</li><li>Automatic call recording</li></ul>	<ul style="list-style-type: none"><li>Unlimited phone calls within the US and CA*</li><li>Unlimited audio meetings</li><li>Unlimited video conferencing (up to 200 people per meeting)</li><li>Toll-free or local number</li><li>10,000 toll-free minutes/month</li><li>Voicemail-to-text</li><li>Unlimited internet fax</li><li>Automatic call recording</li></ul>

# Ring Central

Monthly 구독형 / annually 구독형 (할인)

기업 규모에 따라 1인당 비용 감소.

The screenshot shows the Teem software interface for managing locations. The left sidebar includes sections for Insights, Manage, Overview, Locations (selected), Apps & Integrations, Visitors, Users, Health, Teem Account, and Broadcasts. Under Locations, there are links for Employee Tools and Zapier Developers. The main content area is titled "Zapier - Locations" and displays a message: "Manage your Locations, Spaces, Devices and their settings across your organization." A callout box says, "Need help? Click on a tab below (eg. Spaces) to show a list of all the Rooms, Lobbies, and Desks inside the current location. Or you can use the Location Directory menu to search for a specific location by name." Below this is a navigation bar with tabs: DEVICES, SPACES (highlighted with a yellow background and a plus sign), FLOORS, BUILDINGS, and CAMPUSES. A search bar and a filter dropdown are also present. The main table lists four locations: Conference Room, Lobby, Virtual iPad, and Zample Zpace. Each row includes columns for Name, Calendar, Licensed status, Devices assigned, Amenities, and two buttons: DETAILS and OVERRIDES.

Name	Calendar	Licensed	Devices	Amenities	Actions
Conference Room Main conference room	<a href="#">Set a Calendar</a>	<input checked="" type="checkbox"/>	1 LobbyConnect	Apple TV, Camera/Microphone, and 2 more ...	<a href="#">DETAILS</a> <a href="#">OVERRIDES</a>
Lobby Building entrance	N/A	<input type="checkbox"/>	No assigned devices	N/A	<a href="#">DETAILS</a> <a href="#">OVERRIDES</a>
Virtual iPad	<a href="#">Set a Calendar</a>	<input type="checkbox"/>	No assigned devices	AC/ Heat, Chair, and 3 more ...	<a href="#">DETAILS</a> <a href="#">OVERRIDES</a>
Zample Zpace Used for Zap Test... <a href="#">more</a>	<a href="#">ScheduleOnce proposed times</a> zampleuser@gmail.com	<input checked="" type="checkbox"/>	1 EventBoard	AC/ Heat, Conference Phone, and 2 more ...	<a href="#">DETAILS</a> <a href="#">OVERRIDES</a>

# Teem (B2B)

Teem은 기업을 위한 업무공간을 분석하고 예약해주는 시스템 소프트웨어. 업무 팀원들간의 협업과 작업 효율성을 위한 공간 설계 컨설팅을 제공. (73% growth)

# teem

## BASIC

**Simple and Efficient**  
Manage meeting room supply and demand. Help people find the right space quickly and easily.

**Available Spaces**

 Meeting Rooms \$150/yr	 Reception Areas \$1,000/yr	 Shared Desks NA
-------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------

 **Usage Data Not Available**  
For usage data or Workplace Insights, check out the Professional and Enterprise packages.

- Calendar Plugins (Outlook/O365/Google)
- Teem Area Display (Standard)
- Mobile App (iOS and Android)
- Check-in
- Admin Dashboard
- Selection of Standard Themes

**Request A Demo**

**Start Free Trial**

# teem

## PROFESSIONAL

**Data Download**  
On-demand utilization data export so you can perform your own analysis.

**Available Spaces**

 Meeting Rooms \$250/yr	 Reception Areas \$1,000/yr	 Shared Desks \$80/yr
-------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------

 **Data Download**  
On-demand utilization data export so you can perform your own analysis.

- All Basic Features, Plus...
- Ad Hoc Booking
- Custom Room Display Background Images
- Desk Booking
- Work Requests
- Manage by Floor, Building and Campus
- Broadcast Messages

**Request A Demo**

**Start Free Trial**

# teem

## ENTERPRISE

**Intelligent and Integrated**  
Connect your workplace tech, understand space utilization with live reports, and customize displays.

**Available Spaces**

 Meeting Rooms \$450/yr	 Reception Areas \$1,000/yr	 Shared Desks \$80/yr
---------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------------	-------------------------------------------------------------------------------------------------------------

 **Teem Workplace Insights**  
Understand meeting behavior and space usage. Get dynamic recommendations specific to your organization and take action on your data with confidence.

- All Professional Features, Plus...
- Teem Workplace Insights
- Workplace Maps
- Eliminate [Ghost and] Zombie Meetings
- Teem Area Displays (Enterprise)
- Sensor Integration
- Voice Integration
- Meeting Services
- Premium Data Download
- SSO and SAML Login

**Request A Demo**

**Start Free Trial**

# Teem

Annually 구독형

The screenshot shows the Sophos Central dashboard. On the left, a dark sidebar menu includes sections for ANALYZE (Dashboard, Alerts, Logs & Reports), MANAGE PROTECTION (People, Computers, Mobile Devices, Servers, Firewalls, Wireless), and CONFIGURE (Policies, System Settings, Protect Devices). The main dashboard area has a header "Dashboard" and a subtitle "See a snapshot of your security protection". It features three alert cards: "Alerts" (5 High, 3 Medium, 0 Info), "Usage Summary" (Endpoint User Activity Status: 37 total, 30 Active, 0 Inactive 2+ Weeks, 7 Inactive 2+ Months, 0 Not Protected), and "Web Stats" (10 Web Threats Blocked, 315 Policy Violations Blocked, 0 Policy Warnings Issued, 0 Policy Warnings Proceeded). Below these are sections for "Global Security News" (with a recent item about a washing machine scam) and "See More". The top right corner shows the user "Peter McKellar" from "Huckleberry Media Admin".

# Sophos (B2B, B2C)

모바일 및 네트워크 보안, 암호화, 위험관리 등을 관리하는 보안 소프트웨어. (42% growth)

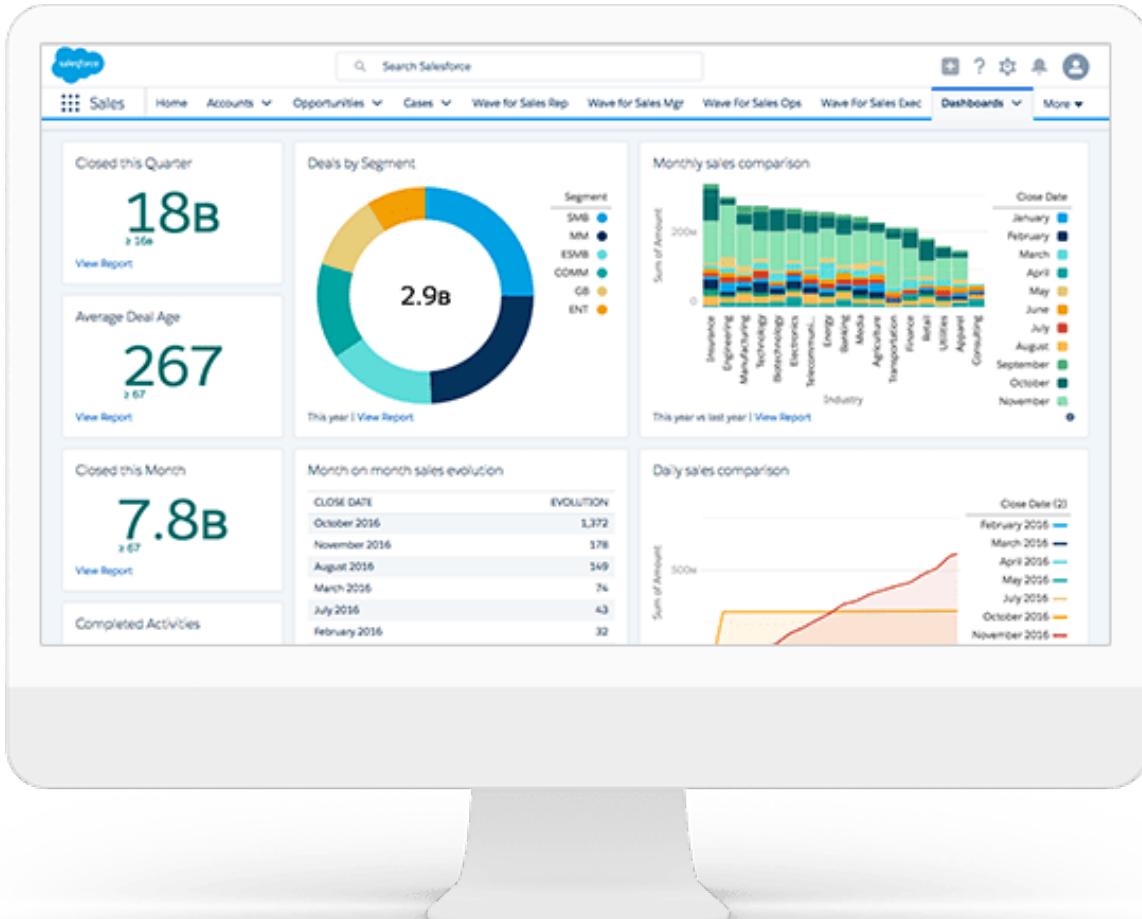
# SaaS Startups categorized

<https://www.softwaresuggest.com/blog/top-100-saas-startups-2019/>

# Category

2019년도 주목할만한 100개 SaaS 기업의  
카테고리를 분석한 결과 다음과 같이  
정리할 수 있다.

- CRM
- Social Media Marketing
- Education Management software
- Sales Automation
- Human Resources
- Cloud Computing
- Parking Management System
- Identity Management Software
- Enterprise Software
- Information Technology
- Accounting, Billing, Developer APIs
- Virtual Phone number system
- Business Intelligence
- Real Estate Software
- Risk Management



- 고객 관계 관리 솔루션을 중심으로 한 클라우드 컴퓨팅 서비스를 제공.
- 신속한 잠재 고객 발굴부터 거래 성사까지 전반적 영업을 지원.

Salesforce  
(Category: CRM) B2B

# Sales Cloud Pricing

Sell faster and smarter with any of our fully customizable CRM editions.

Essentials      Professional      Enterprise      Unlimited

Essentials	Professional	Enterprise	Unlimited
All-in-one sales and support app*	Complete CRM for any size team	Deeply customizable sales CRM for your business	Unlimited CRM power and support
<b>\$25</b> USD/user/month** (billed annually)	<b>\$75</b> USD/user/month** (billed annually)	<b>\$150</b> USD/user/month** (billed annually)	<b>\$300</b> USD/user/month** (billed annually)

TRY FOR FREE

	Essentials \$ 25 USD/user/month**	Professional \$ 75 USD/user/month**	Enterprise \$ 150 USD/user/month**	Unlimited \$ 300 USD/user/month**
Account, Contact, Lead, and Opportunity Management ⓘ	✓	✓	✓	✓
Email Integration with Gmail or Outlook ⓘ	✓	✓	✓	✓
Salesforce Mobile App ⓘ	✓	✓	✓	✓
Lead Registration and Rules-Based Lead Scoring ⓘ	✗	✓	✓	✓
Collaborative Forecasting ⓘ	✗	✓	✓	✓
Workflow and Approval Automation ⓘ	✗	✗	✓	✓
24/7 Support and Configuration Services ⓘ	✗	✗	✗	✓

# Salesforce (Category: CRM) B2B

Monthly 구독형, annually 지불. Enterprise 버전 인기.

Gmail ▾

← C + New Box Delete Box Filter, Sort, Group Reports More

**COMPOSE**

Inbox (2)

- Starred
- Important
- Snoozed
- Sent Mail

Drafts (1)

Pipelines + New

- Sales
- Support**
- Bugs

- Product Development
- Fundraising
- Hiring

Customer Success

Dealflow

- Recent Meetings...
- Sort By Recent

More ▾

**Support** 15 Count ▾

4 New 2 Assigned 9 Resolved +

	Name	Stage	Notes	Assigned To	Customer
■ New					
Have you seen my keys?	New			Nikola T	Henry Ford
Feature request	New			Nikola T	Stephanie Kwolek
What happens if the power goes out?	New			Nikola T	Alessandro Volta
Hey, can you help me push this thing?	New			Nikola T	Henry Ford
■ Assigned					
Where can I find the reports?	Assigned			Nikola T	Sigmund Freud
Best way to filter new requests?	Assigned			Nikola T	Rosalind Franklin
■ Resolved					
Can you hear me?	Resolved			Nikola T	Alexander Graham E
Question about stages	Resolved			Nikola T	Marie Curie
Quick phone call?	Resolved			Nikola T	Guglielmo Marconi
Can I take you for a ride?	Resolved			Nikola T	Henry Ford
6	Resolved			Nikola T	Albert Einstein
API	Resolved			Nikola T	Dmitri Mendeleev
Where's the gas gauge on this thing?	Resolved			Nikola T	Henry Ford
New Credit Card information	Resolved			Nikola T	Marie Curie

# Streak (Category: CRM) B2B, B2C

G메일 inbox와 호환 가능한 CRM 서비스를 제공. 세일즈, 파트너쉽, 고용 등을 추적할 수 있어

고객서비스 분야에서 이용이 증가하고 있음.

The image displays two identical Streak pricing pages side-by-side, separated by a vertical line. Each page features a top navigation bar with 'ANNUALLY SAVE 20%' and 'MONTHLY' buttons. Below this are three plan options: PERSONAL (free), PROFESSIONAL (\$59/month), and ENTERPRISE (\$159/month). Each plan includes a brief description, a list of features, and three call-to-action buttons: 'GET STARTED', 'START 14-DAY TRIAL', and 'CONTACT US'. The PERSONAL plan is described as 'For individuals looking for a simple CRM solution' and includes features like Basic CRM features, Unlimited Personal Pipelines, and Email Power Tools. The PROFESSIONAL plan is described as 'For any sized business looking for a fully-featured CRM solution' and includes features like Unlimited Shared Pipelines, Task List, Custom Views, Advanced Reports, Basic API Access, and 900+ Integrations (via Zapier). The ENTERPRISE plan is described as 'For businesses looking for deep customization and advanced reports' and includes features like Custom Permissions, Required Fields, Full API Access, API/Formulas Support\*, and Custom Reports\*. Both pages also mention 'Plus all Personal plan features' and a note about a 10 user minimum for annual plans.

Plan	Price	Description	Features	Call-to-Action
PERSONAL	0 \$	For individuals looking for a simple CRM solution	✓ Basic CRM features ✓ Unlimited Personal Pipelines ✓ Email Power Tools	GET STARTED START 14-DAY TRIAL CONTACT US
PROFESSIONAL	59 \$ per user/month	For any sized business looking for a fully-featured CRM solution	✓ Unlimited Shared Pipelines ✓ Task List ✓ Custom Views ✓ Advanced Reports ✓ Basic API Access ✓ 900+ Integrations (via Zapier)	GET STARTED START 14-DAY TRIAL CONTACT US
ENTERPRISE	159 \$ per user/month	For businesses looking for deep customization and advanced reports	✓ Custom Permissions ✓ Required Fields ✓ Full API Access ✓ API/Formulas Support* ✓ Custom Reports*	GET STARTED START 14-DAY TRIAL CONTACT US

# Streak

Monthly 구독형 / annually 구독형 (할인). 개인, 프로, 기업 구성. Pro 버전 인기. (14일 무료 이용)

Boomtrain Marketing Engine

The screenshot shows the 'User Profile' section of the Boomtrain Marketing Engine. On the left, a sidebar lists navigation options: Dashboard, Campaigns, Users, Activities, Reports, Content, Insights, and Settings. The main area displays a user profile for 'Alfred Boomtrain'. The profile card includes a circular portrait of Alfred, his name, email (alfred@boomtrain.com), and a timestamp (2 months ago). Below the card are two buttons: 'Recommendations' and 'Compose Message'. The 'Recent Activities' section lists messages sent to Alfred from 'Gamespot' on various dates in March 2016. The 'Recent Messages' section shows three messages from 'Content @ Boomtrain' about game news. At the bottom, there's an 'About' section with details like 'LAST SEEN' (2 months ago), 'LAST CONTACT' (an hour ago), and 'LAST OPENED' (3 months ago).

- 인공지능을 기반으로 한 마케팅  
소프트웨어로, 채널을 통해 실시간으로  
고객 경험을 모니터링.
- 이메일, 모바일 푸시 알림 및 인앱을  
통해 마케팅 캠페인을 자동화. 또한 동작,  
정서 및 기본 설정을 기반으로 고유한  
사용자 그래프를 만들고 분석.

The screenshot shows the DeskTime application interface. On the left, there's a sidebar with icons for Settings, Affiliate, and a Trial Version notice (Ending in 651 days, subscribe now). The main area has a search bar at the top. It features a 'PRODUCTIVITY BAR' chart from 08:00 to 18:00, with green bars representing active time and orange bars representing breaks. Below it is a 'PROJECTS' timeline with colored bars for different tasks. A large section at the bottom lists 'PRODUCTIVE APPS' with their usage times:

App	Time Spent
Microsoft Excel	19m
vxx	17m
Microsoft Word	17m
google.com	15m
Windows Explorer	15m
Microsoft Powerpoint	14m
Calculator	14m
mapon.com	13m
Adobe Reader	13m
mail.google.com	12m
ebay.com	8m
PhpStorm	8m
maps.google.com	8m
Slack	8m
drive.google.com	8m
mapon.com	8m
DeskTime	7m
laravel.com	7m
newyorktimes.com	7m
play.google.com	7m
microsft.com	7m
washingtonpost.com	7m
MicrosoftEdge	7m
docs.google.com	6m
translate.google.com	6m
Skype	6m
amazon.com	6m
Google Chrome	6m
calendar.google.com	5m
SkypeApp	5m
Notepad	5m
youtube.com	5m
translate.google.com	5m

# DeskTime (Categories: SaaS Software) B2B, B2C

시간을 관리하고 추적하는 소프트웨어. 컴퓨터에 실행해 둔 프로그램을 자동으로 추적하기 때문에 하루를 마감하면서 얼마나 생산적으로 일했는지 확인.

The screenshot shows the DeskTime pricing page with two main sections: 'DeskTime Lite' and 'DeskTime Pro'. At the top, there are buttons for 'MONTHLY' and 'ANNUAL' with a note '1 Month free'. A green callout 'ENTER TEAM SIZE' points to a dropdown menu where '1' is selected. Below this is a horizontal slider for team size, with '1' highlighted.

**DeskTime Lite**  
1 User only  
**Sign up Free**  
**Free**  
✓ Time tracking  
✓ App tracking  
✓ Mobile app

**Popular choice for business**  
**DeskTime Pro**  
**Start Free Trial**  
\$ **7** Monthly  
✓ Time tracking  
✓ App tracking  
✓ Mobile app  
✓ Control panel  
✓ Windows title tracking  
✓ URL tracking  
✓ Reports  
✓ Projects  
✓ Data history  
✓ Screen shots  
✓ Billing rates  
✓ Vacation and absence tracking

**MOST POPULAR**

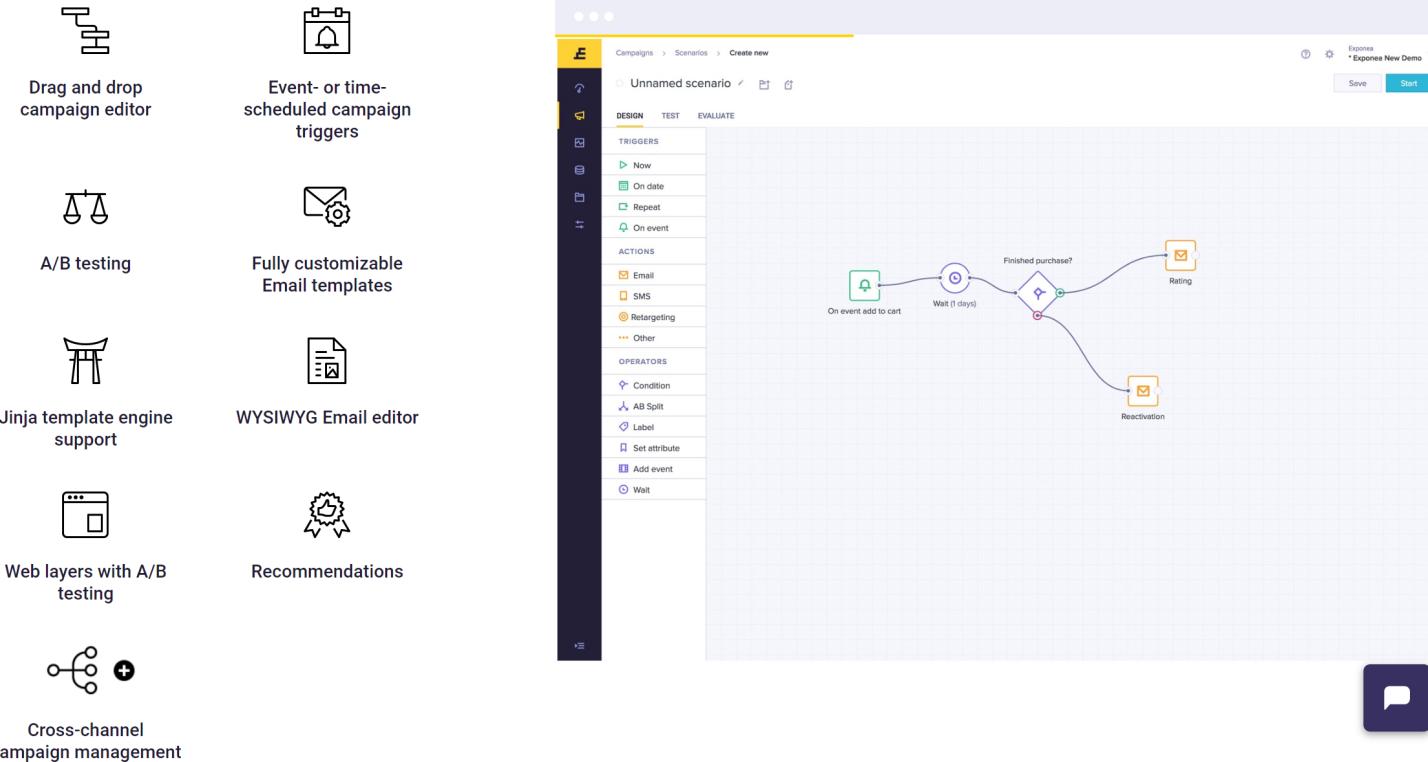
**DeskTime Lite**  
1 User only  
**Sign up Free**  
**Free**  
✓ Time tracking  
✓ App tracking  
✓ Mobile app

**Popular choice for business**  
**DeskTime Pro**  
**Start Free Trial**  
\$ **6.42** Monthly, paid annually  
✓ Time tracking  
✓ App tracking  
✓ Mobile app  
✓ Control panel  
✓ Windows title tracking  
✓ URL tracking  
✓ Reports  
✓ Projects  
✓ Data history  
✓ Screen shots  
✓ Billing rates  
✓ Vacation and absence tracking

**MOST POPULAR**

# DeskTime

Monthly 구독형 / annually 구독형 (1달 무료 이용)  
기업 규모에 따라 1인당 비용 감소



- 마케팅 지향성의 클라우드 기반 플랫폼.
- 자동화된 캠페인을 운영하고 고객 분석 시스템을 이용해 정확한 예측을 이끌어내는 통합형 클라우드.

**MOAT** Brand Analytics Brand Score Report Metrics Guide Benchmarks Help / FAQ bluekai@moat.com ▾

## Ad Search

Ad ▾ BlueKai Segment Size Browser

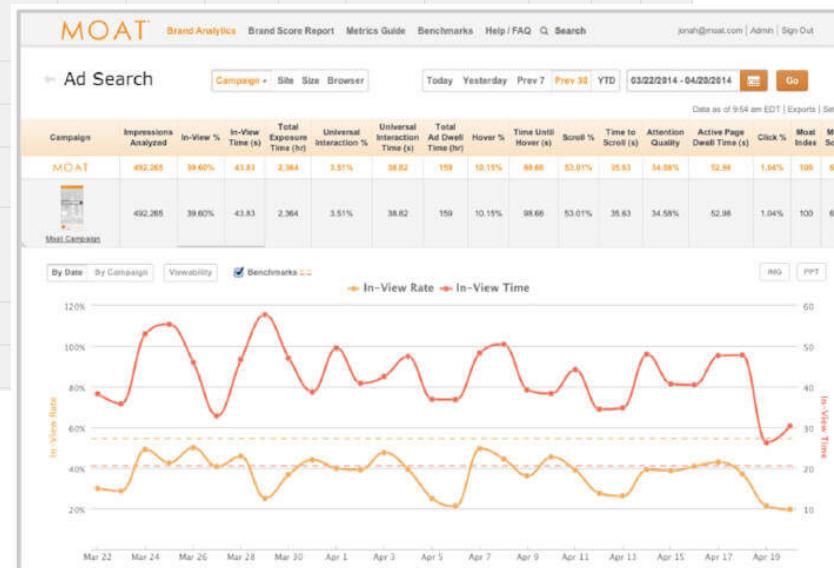
Today Yesterday Prev 7 Prev 30 YTD

02/05/2015 - 02/11/2015

Go

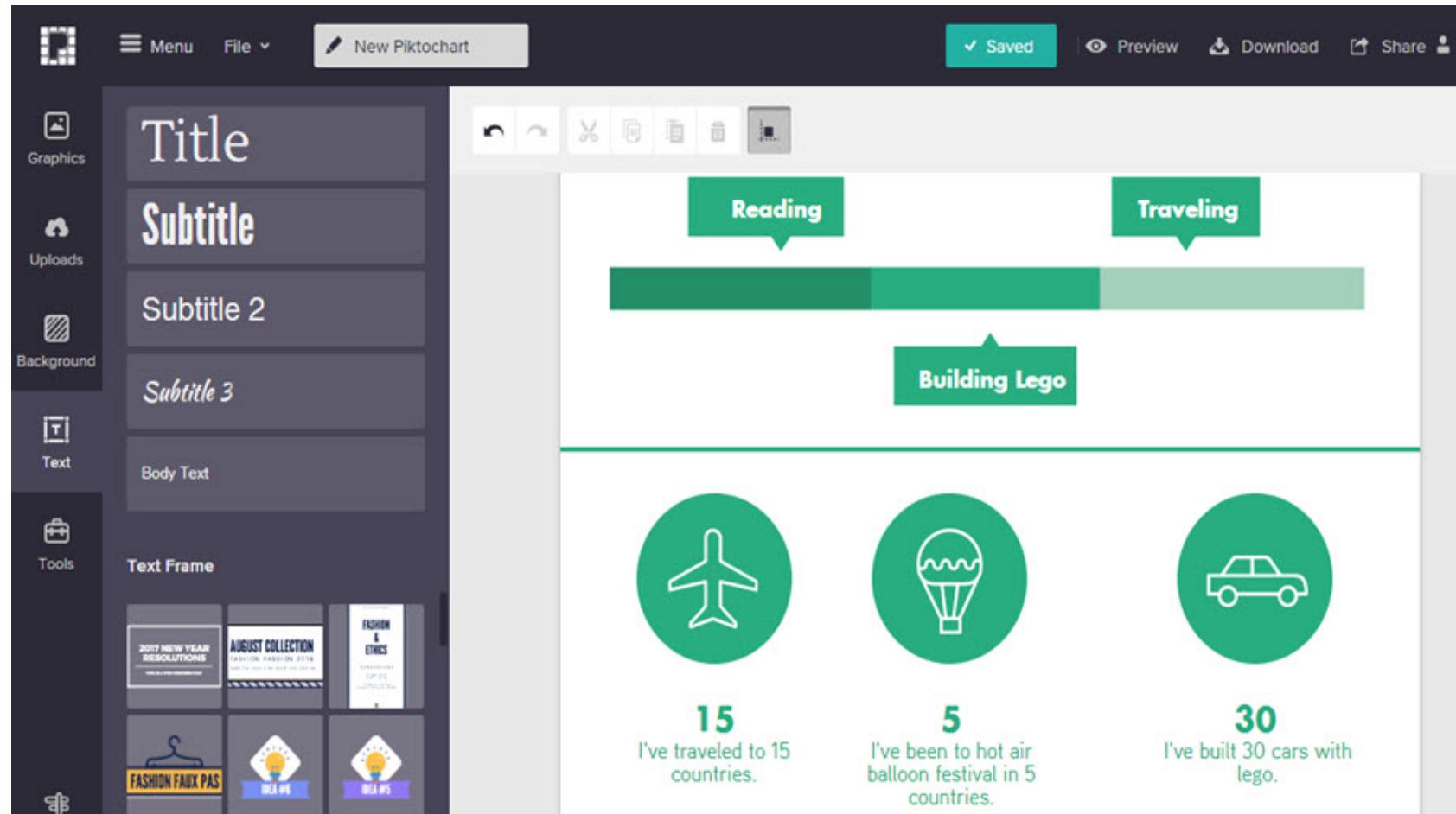
Data as of 7:41 pm EDT | Exports | Settings

BlueKai Segment	Impressions Analyzed	In-View %	In-View Time (s)	Total Exposure Time (hr)	Universal Interaction %	Universal Interaction Time (s)	Total Ad Dwell Time (hr)	Hover %	Time Until Hover (s)	Attention Quality	Scroll %	Time Until Scroll (s)	Active Page Dwell Time (s)	Click %	Moat Index	Moat Score
<b>MOAT</b>	<b>120,147</b>	<b>68.52%</b>	<b>52.03</b>	<b>1,189</b>	<b>5.97%</b>	<b>12.26</b>	<b>22</b>	<b>17.55%</b>	<b>87.33</b>	<b>33.99%</b>	<b>73.28%</b>	<b>40.87</b>	<b>75.58</b>	<b>1.64%</b>	<b>100</b>	<b>776</b>
In-Market > Retail   19	12,412	64.87%	57.15	128	7.41%	22.9	6	19.51%	87.62	37.97%	71.29%	45.46	75.57	3.04%	107	808
In-Market > Retail > Clothing > Shoes & Accessories   3177	4,611	69.81%	52.76	47	5.52%	25.79	2	19.31%	104.72	28.57%	75.80%	30.88	82.02	1.26%	99	773
In-Market > Retail > Clothing > Shoes & Accessories > Clothing   108930	4,263	71.43%	50.94	43	5.26%	5.21										
In-Market > Retail > Electronics   151	4,205	72.41%	47.21	40	5.34%	1.63										
In-Market > Retail > Entertainment   11336	4,002	71.01%	52.27	41	3.17%	2.23										
In-Market > Retail > Entertainment > Tickets   6058	3,857	71.43%	51.96	40	3.31%	2.23										
In-Market > Retail > Clothing > Shoes & Accessories > Clothing > Women   145	3,857	75.94%	49.86	41	5.04%	1.18										
A/B Test Groups > Group 07   38845	3,712	64.84%	74.86	50	6.03%	47.3										
A/B Test Groups > Group 10   38842	3,712	60.16%	46.16	29	3.42%	77.24										



- 광고의 가시성(viewability)을  
프로세스하고 웹사이트 트래픽과  
광고의 주의 지속 시간을 분석하는  
서비스를 제공한다. 자체적으로  
영상 광고를 분석 판단.

**Moat** (Categories: SaaS Software) B2B



# Piktochart

(Categories: SaaS Software)

B2B, B2C

인포그래픽 어플리케이션으로, 디자이너가 아닌 사람도 쉽게 비주얼 그래픽을 이용한  
콘텐츠 제작이 가능한 툴

Monthly      Annually      **SAVE UP TO 25%**

**PRO**

**USD  
29**  
per month

- Create unlimited visuals
- 1GB image uploads
- HD image exports
- PDF exports
- Watermark removal
- Password protection for published visuals
- Custom color schemes & personal colors
- Custom fonts upload
- Folders

**PRO Team**

**USD  
99**  
per month

— for 5 Users +

More than 25 users?

**Access to all PRO features**

- More image upload space
- Team template customization
- Sharing of projects
- Design collaboration
- Annotated commenting
- Roles and permissions

**More features to come!**

Monthly      Annually      **SAVE UP TO 25%**

**PRO**

**USD  
24 .17**  
per month  
Charging \$290 a year

- Create unlimited visuals
- 1GB image uploads
- HD image exports
- PDF exports
- Watermark removal
- Password protection for published visuals
- Custom color schemes & personal colors
- Custom fonts upload
- Folders

**PRO Team**

**USD  
82 .50**  
per month  
Charging \$990 a year

— for 5 Users +

More than 25 users?

**Access to all PRO features**

- More image upload space
- Team template customization
- Sharing of projects
- Design collaboration
- Annotated commenting
- Roles and permissions

**More features to come!**

# Piktochart

Monthly / annually 구독 (할인)

The screenshot shows the Xola software interface. At the top, there are navigation links: Help, Xola University, XOLA logo, and Acme Experiences. Below the header is a dark navigation bar with icons for Dashboard, Purchases, CRM, Products, Resources, Reports, Marketing, Settings, and App Store. The main area is titled "PURCHASES" and displays a list of recent purchases. A search bar at the top of the purchase list allows filtering by name, email, phone, tag, or ID. The purchase list includes items for Timmy Smith, Bill Turner, and Sally Smith, with details like date, number of adults, and total amount. To the right of the purchase list is a detailed view for a reservation made by Bill Turner on May 10 for 5 adults at \$235.94. This view includes "Reservation Details" (Bill Turner, 5 Adults, May 10, 2019, 4:00pm, jessica+bill@xola.com, 0 Waivers signed) and a "Payment Summary" table:

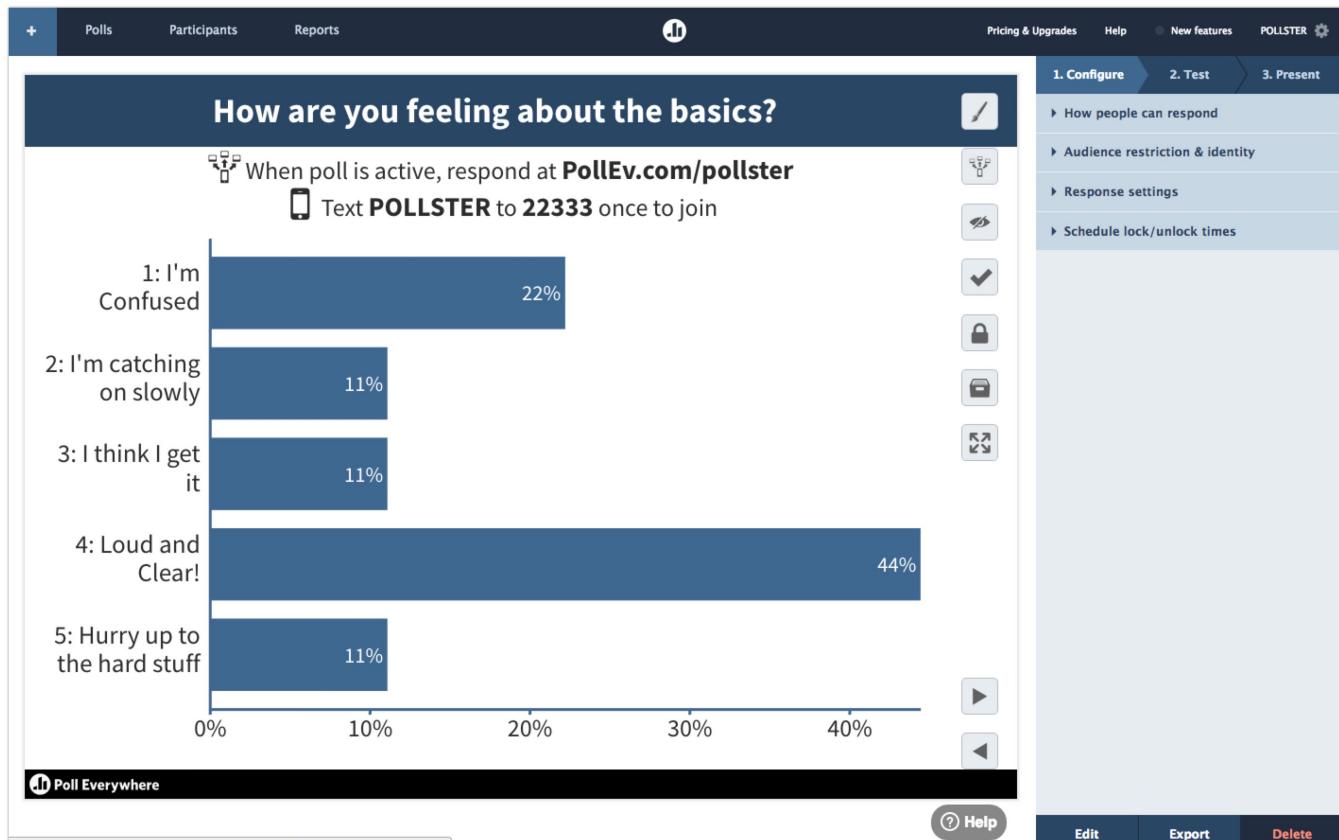
		Total
Adults (\$35.00 x 5)	\$175.00	
Damage Deposit	\$50.00	
State Tax (6.25%)	\$10.94	
TOTAL	\$235.94	
Payment (05/10/2019)	\$185.94	
PAID	\$185.94	
BALANCE	\$50.00	

Below the payment summary are buttons for "Resend Confirmation Email", "Rebook customer", "Add code", and "Cancel". There is also a "Collect Balance" button with a dropdown menu. The background of the main area features a blurred image of an axe throwing target.

# Xola (Categories: SaaS Software) B2B

여행사가 다양한 맞춤형 설정을 기반으로 투어를 기획하고 예약을 관리하는 소프트웨어.

투어 제공자들이 비용을 절감하고 수익을 증대시킴.



- 웹, SMS, 트위터에 설문조사 서비스를 제공.
- 사용자가 투표에 참여하면 결과를 ppt로 다운받거나 여러 사람과 공유하고 실시간 차트를 확인 가능.

Poll Everywhere (Categories: SaaS Software) B2B, B2C

MOST POPULAR					
	Intro	Present	Engage	Teams	Enterprise
Show annual prices	<b>Free</b>	\$120 per year	\$79 per month	\$199 per month	\$9,999+
	<a href="#">Sign up</a>	<a href="#">Sign up</a>	<a href="#">Sign up</a>	<a href="#">Sign up</a>	<a href="#">Contact us</a>
Unlimited questions <small>i</small>	✓	✓	✓	✓	✓
Audience Size <small>i</small>	25	700	700	700	Custom
Support <small>i</small>	FAQ (?)	Email (?)	Email (?)	Phone (?)	Dedicated (?)
Reporting and analytics <small>i</small>	-	-	✓	✓	✓
Custom branding <small>i</small>	-	-	-	✓	✓
Enterprise access control & security <small>i</small>	-	-	-	-	✓
Presenters <small>i</small>	1	1+	2+	2+	Custom

MOST POPULAR					
	Intro	Present	Engage	Teams	Enterprise
Show monthly prices	<b>Free</b>	\$120 per year	\$42 per month (billed annually)	\$84 per month (billed annually)	\$9,999+
	<a href="#">Sign up</a>	<a href="#">Sign up</a>	<a href="#">Sign up</a>	<a href="#">Sign up</a>	<a href="#">Contact us</a>
Unlimited questions <small>i</small>	✓	✓	✓	✓	✓
Audience Size <small>i</small>	25	700	700	700	Custom
Support <small>i</small>	FAQ (?)	Email (?)	Email (?)	Phone (?)	Dedicated (?)
Reporting and analytics <small>i</small>	-	-	✓	✓	✓
Custom branding <small>i</small>	-	-	-	✓	✓
Enterprise access control & security <small>i</small>	-	-	-	-	✓
Presenters <small>i</small>	1	1+	2+	2+	Custom

# Poll Everywhere

Monthly 구독형 / annually 구독형 (할인). Audience 사이즈 별 구성. Engage 버전 인기.

[https://signupnow.hootsuite.com/br-apac/?utm\\_source=google&utm\\_medium=cpc&utm\\_campaign=selfserve-bau-apac-en-asia-row-pua-search\\_branded\\_alpha&utm\\_term=hootsuite&gclid=EAIaIQobChMI5c6s2uau4wIVUnZgCh0gMgVYEAAYASAAEgKcO\\_D\\_BwE](https://signupnow.hootsuite.com/br-apac/?utm_source=google&utm_medium=cpc&utm_campaign=selfserve-bau-apac-en-asia-row-pua-search_branded_alpha&utm_term=hootsuite&gclid=EAIaIQobChMI5c6s2uau4wIVUnZgCh0gMgVYEAAYASAAEgKcO_D_BwE)

The screenshot shows the Hootsuite dashboard with four main tabs open:

- Home Feed**: Shows tweets from users like KevinMinott, KyleEditor, adamostrow, toryjohnson, MeghanMBiro, and EricaDiamond.
- Mentions**: Shows mentions from users like magypsyrisa, CarmSteliotes, LifeWithoutLim2, magantapirat9, abenzer, AdamChapnick, JasonOkuma, bigdoor, willhsu, and magypsyrisa.
- Direct Message (Inbox)**: Shows direct messages from users like rmward, LoloSiderman, and LoloSiderman.
- Sent Tweets**: Shows tweets sent by LoloSiderman, including one to rmward and another to LoloSiderman.

- 기업의 모든 소셜 미디어 계정을 한 곳에 모아 놓은 다음 API를 통해서 이 소셜 미디어 뮤음에 대한 액세스
- 사용자의 소셜 미디어 응답을 살펴보고 교차 게시할 수 있게 해주며 사용자의 응답과 새로운 게시물을 체계화.
- 훃스위트 API는 차례차례 모든 소셜 미디어 API에 연결시켜주는 하나의 액세스 포인트를 제공하는 메타 API의 일종.

Hootsuite  
(categories: Social Media Marketing) B2B

PROFESSIONAL	TEAM	ENTERPRISE
\$ 19 /mo*	\$ 99 /mo*	Contact for pricing
10 social profiles 1 user	20 social profiles 3 users	Custom Solutions
<a href="#">Free 30-Day Trial</a>	<a href="#">Free 30-Day Trial</a>	<a href="#">Request a Demo</a>

**Base** features:

- Bulk scheduling
- Real-time analytics
- Social sweepstakes
- Unlimited RSS integrations

**Professional** features, plus:

- Custom analytics reports
- Team assignments
- 6 contest templates
- 1 Custom Branded URL
- 1 social media certification

**Customizable** features:

Accelerate the results of your social media strategy by giving teams the platform, advice, personalized training, and advanced analytics they need to be effective.

# Hootsuite

Monthly 구독형. 소셜 미디어 계정, 사용자별 구성.

**View Staff Details**

Enter Staff ID:  Get Details

Staff ID	CS125	Date of Birth	06-06-1994
Staff Name	C Smitha	Joining Date	16-05-2016
User ID	smitha@jsoft.in	Total Experience	1 month
Designation	Head of Department	Mobile No	987654321
Department	Electronics and Communication	Email ID	smitha@gmail.com

**Performance** **Attendance** **Time Table** **Modules Handled**

**PERFORMANCE RADAR**

- Goal Alignment
- Relationship
- Teaching
- Research
- Initiative and Organization
- Innovation
- Punctuality
- Performance

**MODULE WISE STUDENT ACADEMIC SUCCESS RATIO**

Year	Module 1	Module 2	Module 3
2011	60	55	30
2012	65	60	45
2013	90	65	40
2014	80	50	20
2015	70	65	95
2016	55	70	30
2017	40	80	100

**Exam Result Dashboard**

**OVER ALL PERCENTAGE**

**KEY TREND: SEMESTER WISE**

**Recent Exam Results**

**EFFECTS: BOARD EXAM VS MODEL EXAMS**

Year	Board Exam	Model Exam
CS2002	65	55
CS2003	70	65
CS2004	55	60
CS2005	45	75
CS2006	50	60

**INTERNAL ASSESSMENT TREND**

Month	Total Marks	Obtained Marks
Jan	65	55
Feb	70	60
Mar	75	65
Apr	80	70
May	85	75
June	90	80
July	95	85

**EXAM RESULTS - MODULE WISE**

Module	Operating System	Computer Graphics	Computer Networks	Software Testing	Software Testing
CS2002	20	30	10	20	20
CS2003	30	20	10	30	20
CS2004	40	30	10	40	30
CS2005	50	40	10	50	40
CS2006	60	50	10	60	50

**Internal Assessment Details**

Module Code	Module Name	Attended/Total Period	Assessment Mark (Out Of 100)
CS2002	Computer Networks	10/10	85
CS2003	Software Testing	10/10	88
CS2004	Computer Graphics	10/10	85
CS2005	Operating System	10/10	88
CS2006	Software Testing	10/10	85

**Previous Exam Results**

Semester One	Module Code	Module Name	Grade	Exam Results
CS2002	Computer Networks	Pass	85	
CS2003	Software Testing	Pass	88	
CS2004	Computer Graphics	Pass	85	
CS2005	Operating System	Pass	88	
CS2006	Software Testing	Pass	85	

Semester Two	Module Code	Module Name	Grade	Exam Results
CS2002	Computer Networks	Pass	85	
CS2003	Software Testing	Pass	88	
CS2004	Computer Graphics	Pass	85	
CS2005	Operating System	Pass	88	
CS2006	Software Testing	Pass	85	

# EDUMAAT

(Categories: Education Management software) B2B

학생들의 학업을 관리하는 LMS(learning management system) 소프트웨어 제공. 학생, 부모, 교육자 등  
교육과 관련된 모든 사람을 관리하는 모듈.

The screenshot shows a LinkedIn search results page for 'AeroLeads Activation Co.' with 22 results. The sidebar on the right contains a 'Filter people' section with various options like 'Connections', 'Keywords', 'Locations', and 'Current comp:'. A dropdown menu is open over the 'Current comp:' field, showing 'AeroLeads' with a checked checkbox and other options like 'IBM', 'Accenture', 'Amazon', 'Google', and '+ Add'. A green arrow points to the 'Saved' button next to 'Hari Poola's profile.

Showing 22 results

**Kei R** • You  
Freelance Marketer  
New Delhi Area, India  
Current: Online Marketer at AeroLeads

**Hari Poola** • 1st  
Associate at AeroLeads  
India  
Message

**Abhilash Dasari** • 2nd  
Head of Sales, Marketing and Operations @AeroLeads- Prospect & Lead Generation So...  
Bengaluru Area, India  
Current: Head of Sales and Marketing at AeroLeads  
Connect

**Naveen Kumar** • 2nd  
Online marketing at Aeroleads  
Bengaluru Area, India  
Connect

**AeroLeads** Select List

Hari Poola Saved

Abhilash Dasari Add

Naveen Kumar Add

Amanda Schneider Add

Prospects - Company could not be recognized  
Open following in Profiles in new tab

Kei R ADD ALL

Create New List CREATE LIST

Not seeing any prospects in sales navigator? Refresh the page or

Type here to search ENG 7:11 PM US 11/29/2017

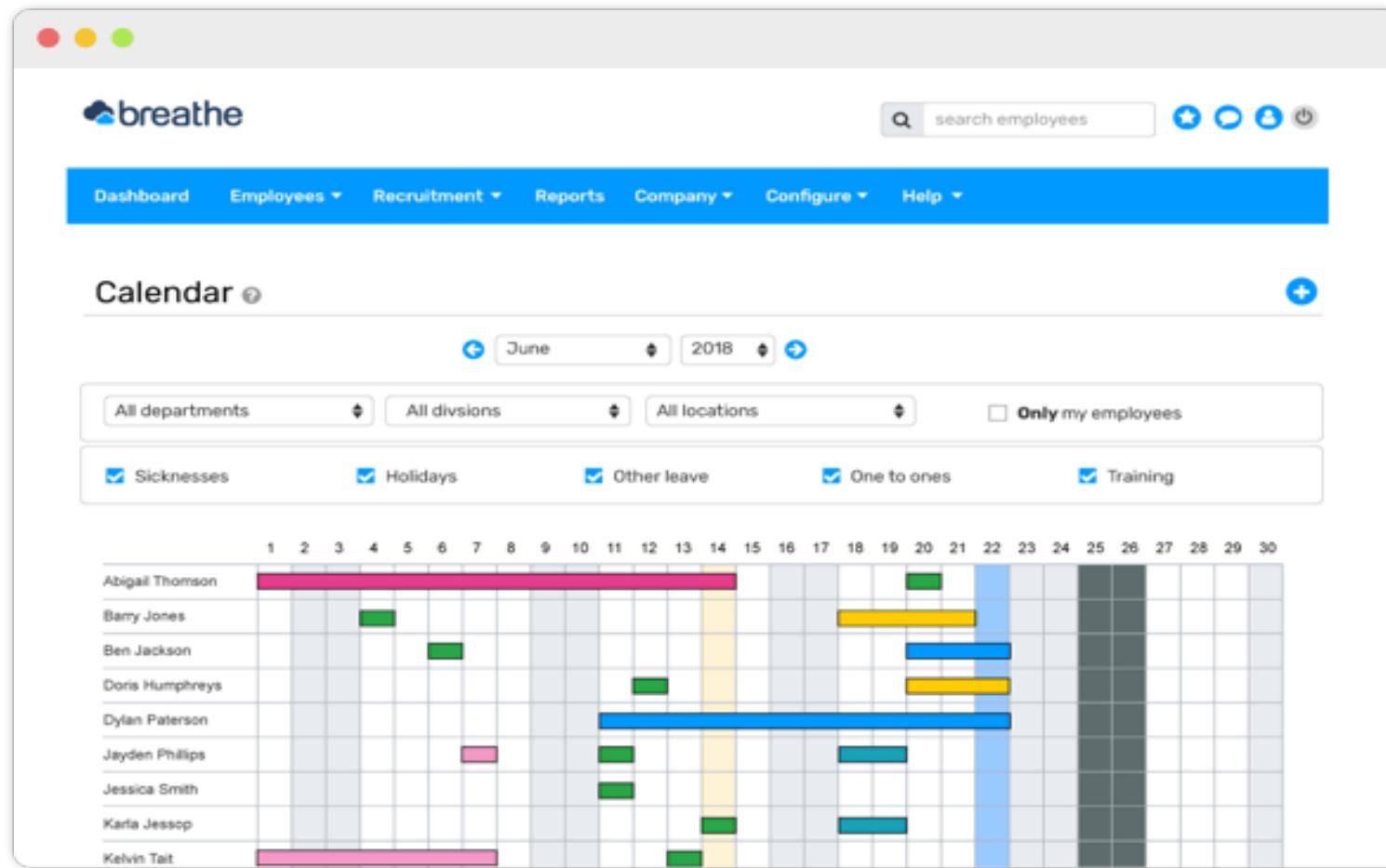
# Aeroleads (Category: Sales Automation) B2B

Lead를 발굴하는 플랫폼으로 구글, 야후, 트위터, 링크린 등에서 비즈니스 리드를 얻는데 유용함.  
메일을 보낼 수 있고 세일즈 포스 등으로 데이터를 이동 가능.

TAKE OFF	CLIMB <span>Most Popular</span>	CRUISE	ENTERPRISE
\$ 49 PER MONTH	\$ 149 PER MONTH	\$ 499 PER MONTH	You Quote your needs We Quote you a price.
<a href="#">BUY NOW</a>	<a href="#">BUY NOW</a>	<a href="#">BUY NOW</a>	<a href="#">EMAIL US</a>
<b>Add up to 400 Records</b> <ul style="list-style-type: none"><li>✓ Find Email, Full Name, Company Name, Phone Number, URL and Title of Prospect</li><li>✓ Find prospects from LinkedIn, Crunchbase, Angellist, Inbound.org, Google and any other site</li><li>✓ Transfer to Salesforce, Zapier, Mailchimp and HubSpot</li><li>✓ Import data from CSV and Export to CSV</li><li>✓ 1 User</li><li>✓ Basic email support</li></ul>	<b>Add up to 1350 Records</b> <ul style="list-style-type: none"><li>✓ Find Email, Full Name, Company Name, Phone Number, URL and Title of Prospect</li><li>✓ Find prospects from LinkedIn, Crunchbase, Angellist, Inbound.org, Google and any other site</li><li>✓ Transfer to Salesforce, Zapier, Mailchimp and HubSpot</li><li>✓ Import data from CSV and Export to CSV</li><li>✓ 5 Users</li><li>✓ Chat and email support</li></ul>	<b>Add up to 5000 Records</b> <ul style="list-style-type: none"><li>✓ Find Email, Full Name, Company Name, Phone Number, URL and Title of Prospect</li><li>✓ Find prospects from LinkedIn, Crunchbase, Angellist, Inbound.org, Google and any other site</li><li>✓ Transfer to Salesforce, Zapier, Mailchimp and HubSpot</li><li>✓ Import data from CSV and Export to CSV</li><li>✓ Unlimited Users</li><li>✓ Phone, chat and email support</li></ul>	<b>As per your Requirements.</b> <ul style="list-style-type: none"><li>✓ Find Email, Full Name, Company Name, Phone Number, URL and Title of Prospect</li><li>✓ Find prospects from LinkedIn, Crunchbase, Angellist, Inbound.org, Google and any other site</li><li>✓ Transfer to Salesforce, Zapier, Mailchimp and HubSpot</li><li>✓ Import data from CSV and Export to CSV</li><li>✓ Unlimited User</li><li>✓ Phone, chat and email support</li></ul>

# Aeroleads

Monthly 구독형. Climb ver. 인기.



# BreatheHR

(Categories: Human Resources)

B2B  
인사 관리 소프트웨어로 정보를 통합하고 출결을 관리하며 퍼포먼스를 향상시키고 문서를 통합.

10% Annual Discount. Price per Account.

<https://www.breathehr.com/hr-software-prices>

MONTHLY  ANNUALLY

Micro
1 - 10 employees
£10 per month*

[Start Trial](#)

Starter
11 - 20 employees
£21 per month*

[Start Trial](#)

Regular
21 - 50 employees
£54 per month*

[Start Trial](#)

Pro
51 - 100 employees
£108 per month*

[Start Trial](#)

Premium
101 - 250 employees
£219 per month*

[Start Trial](#)

10% Annual Discount. Price per Account.

MONTHLY  ANNUALLY

Micro
1 - 10 employees
£108 per annum*

[Start Trial](#)

Starter
11 - 20 employees
£227 per annum*

[Start Trial](#)

Regular
21 - 50 employees
£583 per annum*

[Start Trial](#)

Pro
51 - 100 employees
£1166 per annum*

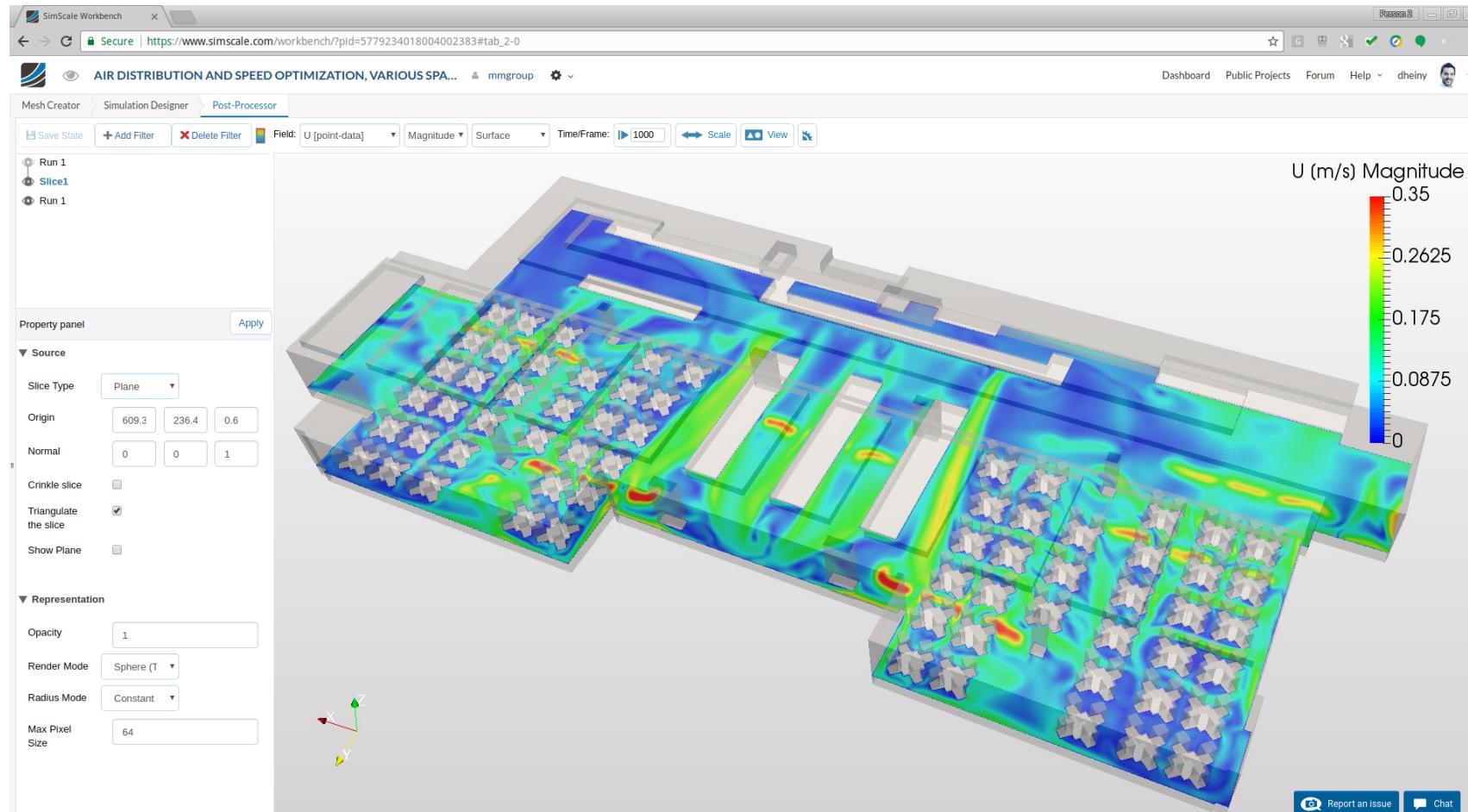
[Start Trial](#)

Premium
101 - 250 employees
£2365 per annum*

[Start Trial](#)

# BreatheHR

Monthly 구독형 / annually 구독형 (할인). 기업 규모에 따른 구성



# Simscale

(Categories: Cloud Computing) B2B, B2C

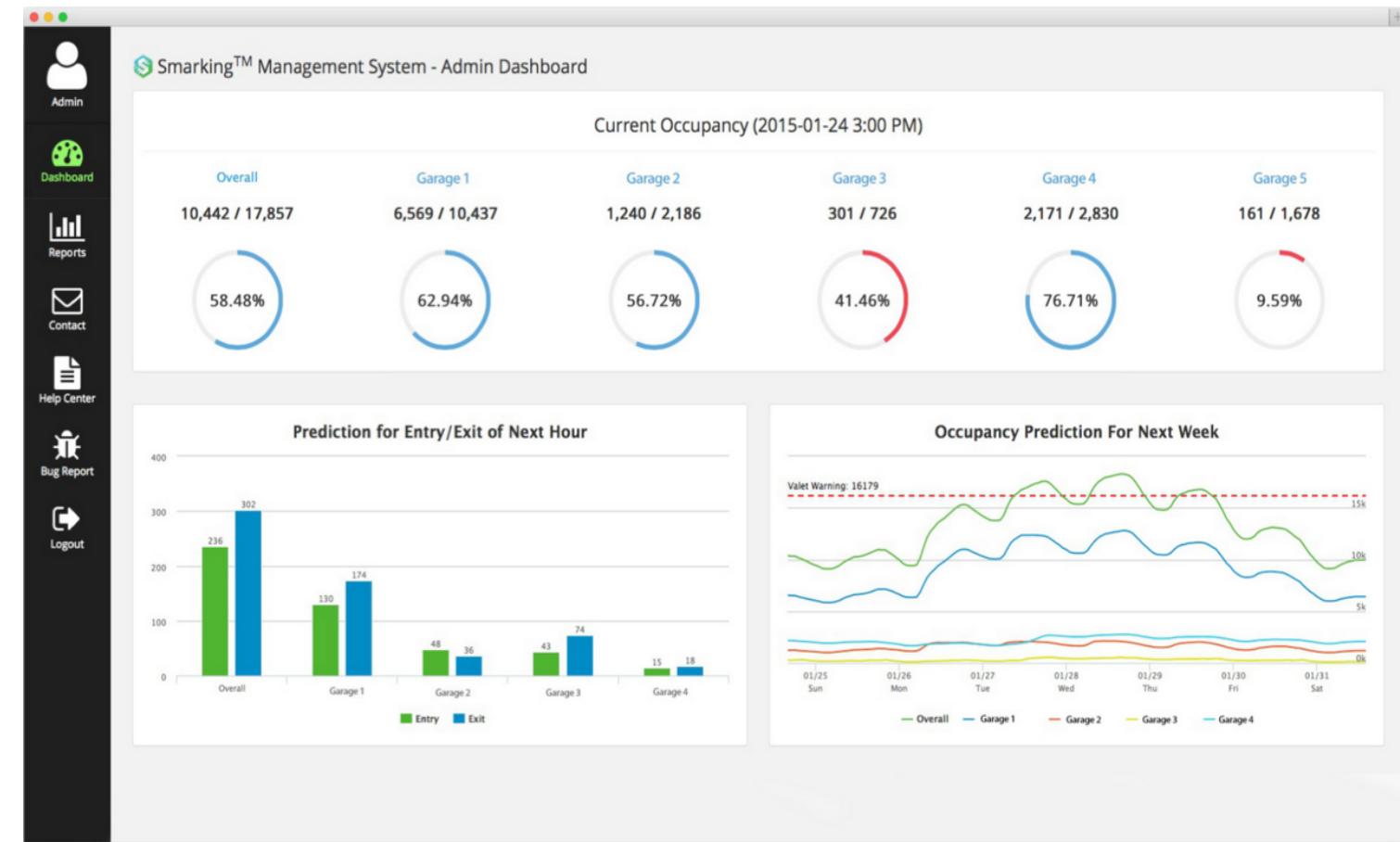
제품 디자인의 선구자로 웹 베이스 3D 시뮬레이션 플랫폼. CAD모델 시뮬레이션을 지원하고 40,000개가 넘는 공학 프로젝트에 대한 무료 엑세스 허용.

The screenshot shows the Simscale pricing page with three main plans:

- Community Free**: For open source and hobby projects. Includes All simulation features (with a plus icon), Unlimited public projects, 3000 core hours/year, and Up to 16 cloud computing cores. A "Sign Up Free" button is available.
- Professional**: For professional use in proprietary projects. Includes Unlimited private projects, Real-time support, All simulation features (with a plus icon), Up to 96 cloud computing cores, Unlimited parallel runs, Custom number of core hours/year, Unlimited data storage, Project data encryption, and Onboarding project. A "Start Free Trial" and "Request Pricing" button are available.
- Enterprise**: For computationally demanding projects with multiple users. Includes Unlimited private projects, Real-time support, Dedicated technical account manager, Custom number of user accounts, All simulation features (with a plus icon), Up to 96 cloud computing cores, Unlimited parallel runs, Custom number of core hours/year, Unlimited data storage, Project data encryption, and Onboarding project included. A "Request Pricing" button is available.

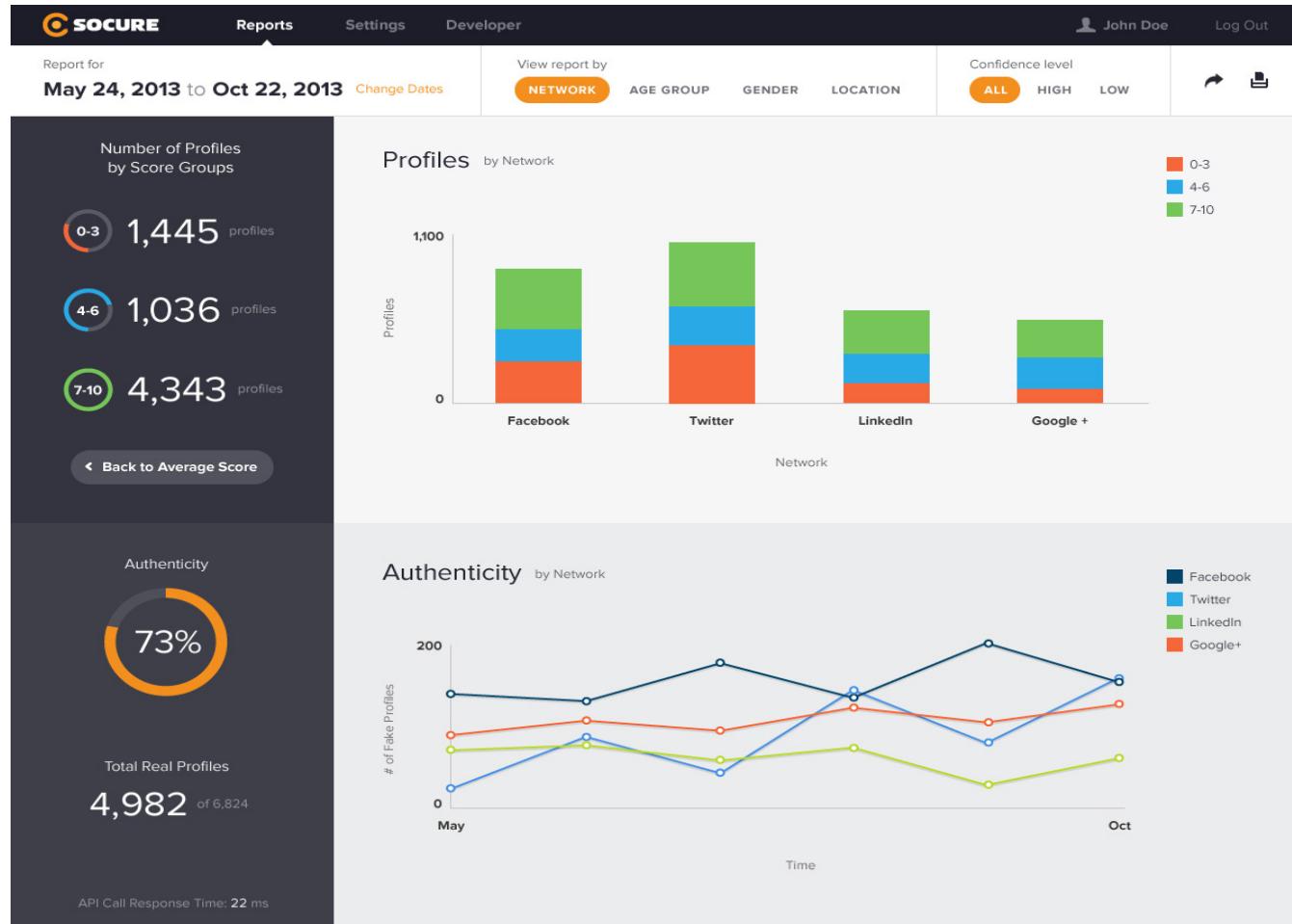
# Simscale

개인 무료. 유료버전 금액 미기재. 개인, 프로, 기업 구성.

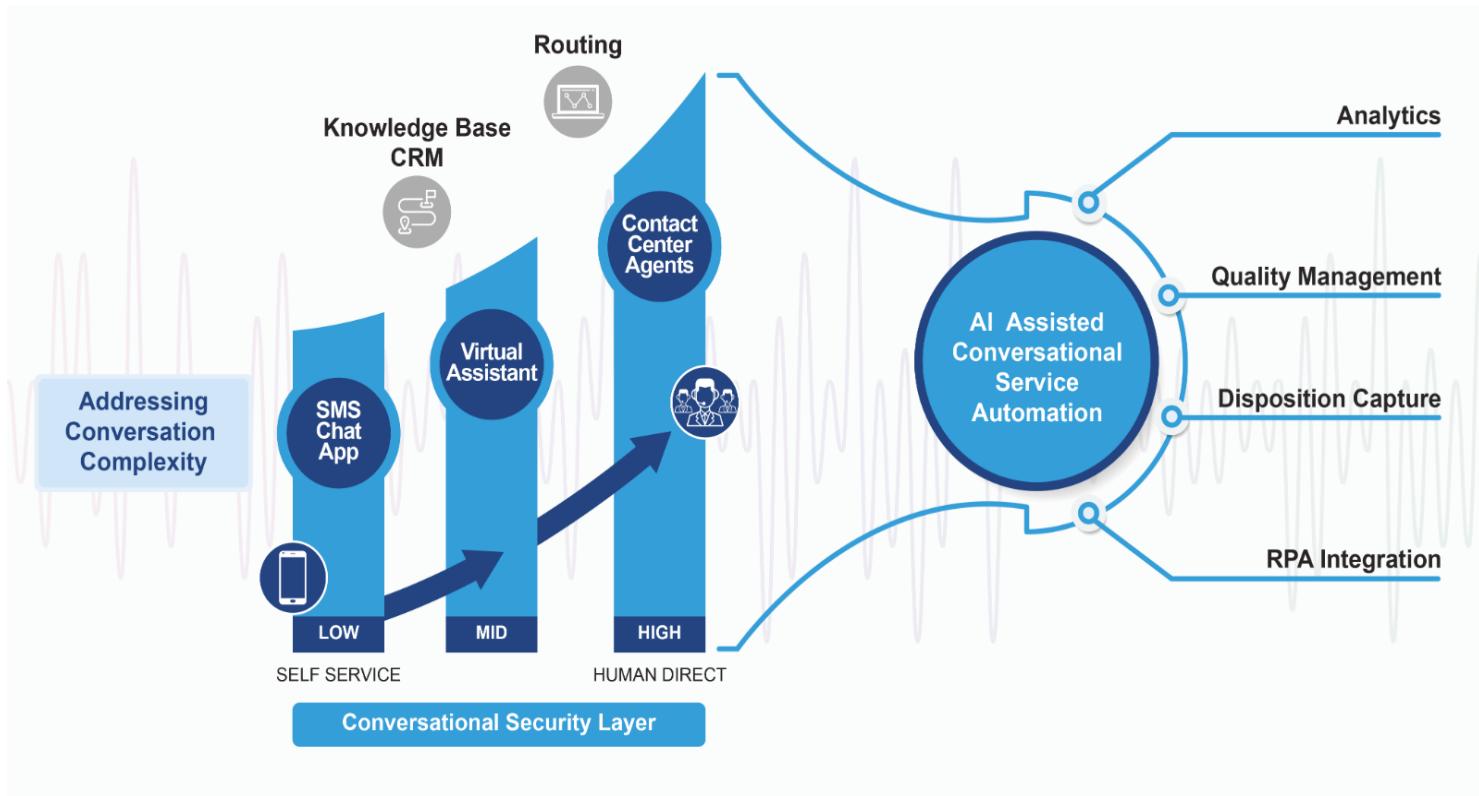


- 스마트 파킹 관리 시스템을 제공. 주차장 이용에 영향을 끼칠 수 있는 요소들을 실시간으로 분석하여 빅데이터 구축.
- 이러한 정보를 이용해 비용을 절감하고 프로모션을 제공할 수 있게 함
- 주차장 사업자를 위한 B2B 솔루션으로 추후 사업자와 이용자를 위한 B2C로 확대 예상.

**Smarking** (Categories: Parking Management System) B2B



- 신원확인 기술을 가진 기업으로 개개인의 생체정보를 채취해서 기업들의 사기 위험을 줄일 수 있게 해주는 서비스 제공.
- 생체인식같은 더 향상된 머신러닝 기술을 적용해서 다원적인 인증을 가능하게 함.



- 음성인식 소프트웨어를 제공.
- 대화형 인공지능을 기반으로 향상된 스피치 프로세스를 통해 사람이 기계와 올바르게 소통할 수 있게 자동화해 고객관리에 적용.
- 인도에서 스마트 음성인식 어플의 선두주자.

## Set up your new home

Why call around for hours when you can just use Updater?  
Hang up the phone and let us help you shop, compare,  
purchase, and install.



Internet & TV



Insurance



Home security



Electricity



Water



Gas

## Prepare for moving day

Whether you're hiring a full service moving company or renting a truck with your pals, we make it easy to compare your options and book everything you need.

Reserve a mover online

Request moving estimates

Rent a truck

Hire moving labor

Ship your car

Throw out your junk

### 6 Updater Certified Move

From To

29312 ► 29310

Include packing (?)



**\$575** Value Score: 96

Fast and Furious Movers, Inc.  
6,000+ verified moves | ★★★★★

[Select](#)



**\$615** Value Score: 89

MoveHome Moving & Storage  
9,500+ verified moves | ★★★★★

[Select](#)

13 packages found in your area:

Include  
 Internet  TV  Phone

Sort by: Value Score ▾

**verizon** Value Score: 98

**\$79.99/mo**

Fios Gigabit with TV Test Drive  
1,000 Mbps  
425+ Channels

[Select](#)

**AT&T** Value Score: 78

**\$75.99/mo**

Internet 1000  
1,000 Mbps

[Select](#)

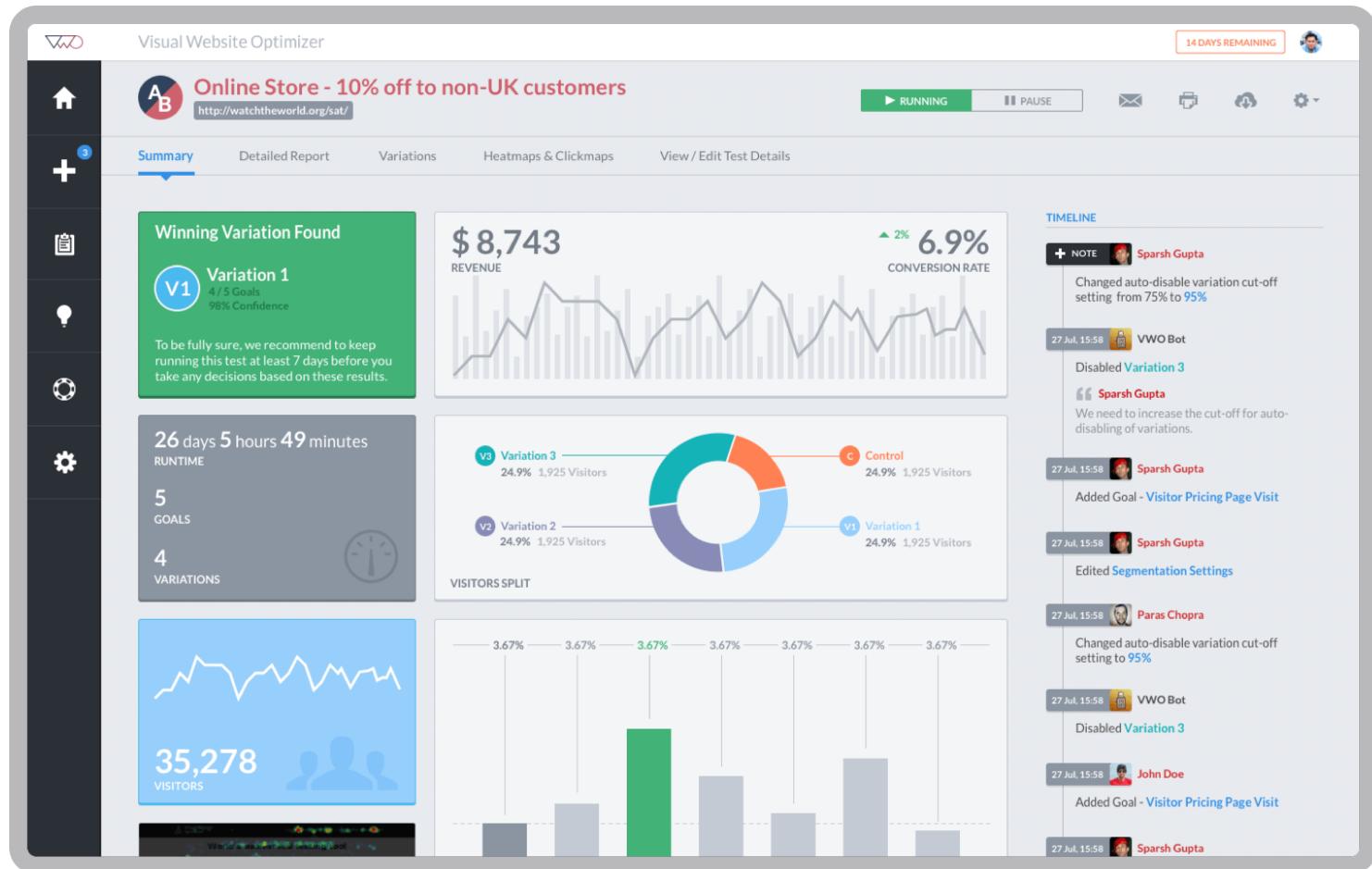
# Updater (Categories: Software) B2B, B2C

이사를 대행하는 종합 서비스업을 제공. 각종 유ти리티를 옮기고 우편의 주소를 바꾸는 등의 서비스를 포함.

- 부동산 중개업자 1년에 \$149.
- 기업 1달에 \$50부터 시작.

# Updater

Monthly 구독형 (중개업자) / annually 구독형 (기업)



# Wingify (Categories: Information Technology) B2B

웹사이트를 최적화할 수 있도록 A/B test 툴을 제공. 웹사이트의 세일즈, 회원가입이나 구독 등의 website conversion을 향상시키고 광고예산을 절감.

**GROWTH**

Get started with research driven testing

**\$ 349 / month**

Monthly Traffic  
10,000

**PURCHASE NOW**

or [Contact Us](#)

**WHAT'S INCLUDED**

- A/B, MVT, Split Tests powered by SmartStats
- Track Goals and funnels
- Visualize visitor clicks with Heatmaps and Clickmaps
- Analyze session playback with page level filters
- On-page surveys with basic layouts
- Drop off analysis for form fields
- Record observations and build Hypothesis
- Personalize experiences for segments
- Website reviews by real people

**PRO**

Leverage a connected platform to generate optimization insights

Contact Sales  
**+1 415-349-0105**  
[sales@vwo.com](mailto:sales@vwo.com)

**CONTACT US**

**WHAT'S INCLUDED**

**Everything in GROWTH, and**

- Analyze funnel leaks with heatmaps and recordings
- Compare heatmaps for multiple segments
- Visualize clicks on dynamic and hidden elements
- In-page funnel with Scrollmaps
- Tag session recordings for better analysis
- View session recordings of A/B Test
- Log observations with snapshots of data from reports
- Trigger surveys on exit intent or any custom event

**ENTERPRISE**

Secure, scalable and customizable platform built for teams

Contact Sales  
**+1 415-349-0105**  
[sales@vwo.com](mailto:sales@vwo.com)

**CONTACT US**

**WHAT'S INCLUDED**

**Everything in PRO, and**

- Custom integrations with your enterprise systems
- Send custom data for visitors
- Programmatically access data through APIs
- Advanced security features
- Higher sampling and data retention
- Geo Target experiences to visitors
- Survey logic
- Whitelabel surveys
- Unlimited accounts and users
- Support for single sign-on
- Onboarding and Training
- Dedicated Account Manager
- 24x7 Email and Phone Support

# Wingify

Monthly 구독형. Pro, 기업형 가격 미기재

KashFlow Demonstration UK Ltd Display Options

Search...

**Overview**

**Reports**

**Customers**

**Quotes**

**Invoices**

**Suppliers**

**Purchases**

**Bank**

**Projects**

**Journal**

**Settings**

**Help**

Demonstration U...

Switch Account

Payroll

Log Out

### Financial Overview ▲

	<b>Current Account</b>	£29,708.03				
	World pay Merchant	£6,435.00				
+	Money owed to you	£324,318.58				
-	Money you owe	£325,616.00				
=		£34,845.61				

Overdue Invoices: £331,850.58  
Overdue Purchases: £325,616.00  
VAT liability (Apr '14 to Jun '14): £3,512.18

Current Account

Month	Current Account Balance
Dec	8,000
Jan	32,000
Feb	32,000
Mar	32,000
Apr	32,000
May	32,000

Sales Growth

Month	Sales Growth
May	100
Jun	4,500
Jul	2,500
Aug	4,500
Sep	1,000
Oct	4,800
Nov	100
Dec	100
Jan	100
Feb	100
Mar	100
Apr	1,000
May	100

### Quick Links ▲

<a href="#">New Customer</a>	<a href="#">New Supplier</a>	<a href="#">Reconcile Bank Statement</a>
<a href="#">New Invoice</a>	<a href="#">New Purchase</a>	<a href="#">Standing Order Mandate</a>
<a href="#">New Quote</a>		

# KashFlow (Categories: Accounting, Billing, Developer APIs) B2B, B2C

기업의 회계 솔루션을 제공. 재무와 회계, 고객을 관리하는 모듈이 효율성을 증대시킴.

	Monthly	Annual
 Starter		
<b>£8</b> /month + VAT		
Ideal for sole traders, contractors and small businesses		
Send unlimited quotes & 10 invoices		
Reconcile up to 25 bank transactions		
Single User		
Manage and submit VAT online		
Bank Feeds		
Get paid faster with KashFlow Payments		
Free Mobile App		
Access to over 50 reports		
Customisable dashboard		
Manage purchases & expenses		
Track Mileage		
Multi-currency		
Repeat invoices & purchases		
Payroll up to 5 employees		
<small>Automatic Enrolment module available as an add on</small>		

	Monthly	Annual
 Starter		
<b>RRP: £85</b>		
<b>£56*</b> /year + VAT		
Ideal for sole traders, contractors and small businesses		
Send unlimited quotes & 10 invoices		
Reconcile up to 25 bank transactions		
Single User		
Manage and submit VAT online		
Bank Feeds		
Get paid faster with KashFlow Payments		
Free Mobile App		
Access to over 50 reports		
Customisable dashboard		
Manage purchases & expenses		
Track Mileage		
Multi-currency		
Repeat invoices & purchases		
Payroll up to 5 employees		
<small>Automatic Enrolment module available as an add on</small>		
 Business		
<b>RRP: £170</b>		
<b>£111*</b> /year + VAT		
Ideal for growing businesses and limited companies		
Send unlimited quotes & invoices		
Reconcile unlimited bank transactions		
Multi-User		
Manage and submit VAT online		
Bank Feeds		
Get paid faster with KashFlow Payments		
Free Mobile App		
Access to over 50 reports		
Customisable dashboard		
Manage purchases & expenses		
Track Mileage		
Multi-currency		
Repeat invoices & purchases		
Payroll up to 5 employees		
<small>Automatic Enrolment module available as an add on</small>		
 Business + Payroll		
<b>RRP: £230</b>		
<b>£150*</b> /year + VAT		
Same great business package features with added payroll		
Send unlimited quotes & invoices		
Reconcile unlimited bank transactions		
Multi-user		
Manage and submit VAT online		
Bank Feeds		
Get paid faster with KashFlow Payments		
Free Mobile App		
Access to over 50 reports		
Customisable dashboard		
Manage purchases & expenses		
Track Mileage		
Multi-currency		
Repeat invoices & purchases		
Payroll up to 5 employees		
<small>Automatic Enrolment module available as an add on</small>		

# KashFlow

Monthly 구독형 / annually 구독형 (할인). 스타터, 비니지스, 비지니스+페이롤 구성.

The screenshot displays the CallHippo dashboard. On the left sidebar, there are links for Dashboard, Numbers, Team, Activity Feed, Apps, Integrations, and Billing, with a credit balance of \$133.09. The main area shows two summary cards: '06 Total Users' with a green icon and '01 Total Numbers' with an orange icon. Below these are two buttons: 'Add User' (green) and 'Add Number' (orange). A line chart titled 'Last 30 Days' tracks call activity from July 11 to August 9, showing Outgoing Calls (green), Incoming Calls (blue), Missed Call (red), and Voicemail (orange). To the right, a detailed dialer interface shows a numeric keypad, a recent call log entry for '+12252548960', and a green call button.

# CallHippo (Categories: Virtual Phone number system) B2B, B2C

모든 종류의 사업을 위한 가상 전화 솔루션. 웹 고객센터를 구축해 전화 기록을 분석하고, 녹음하고, 실시간으로 현황 보고서를 받아볼 수 있음.

				MONTHLY <input type="radio"/> ANNUALLY <span>Save 3 Months Cost</span>
Basic	Bronze	Silver <small>Popular</small>	Platinum	
<b>\$0</b> 2 user/month	<b>\$10</b> Per user/Month	<b>\$18</b> Per user/Month	<b>\$40</b> Per user/Month	
<b>SIGNUP NOW</b>	<b>SIGNUP NOW</b>	<b>SIGNUP NOW</b>	<b>SIGNUP NOW</b>	
Apt for an entrepreneur, single user	Made with love for outbound calling teams	Perfect for sales, marketing and small teams	For power users	
<ul style="list-style-type: none"><li>✓ Free Soft Phone</li><li>✓ Forward-to-device <small>1</small></li><li>✓ Welcome Message</li><li>✓ Voicemail In Email</li><li>✓ Free Integration</li><li>✓ Global Connect <small>Exclusive</small></li></ul>	<ul style="list-style-type: none"><li><i>Everything in Basic +</i></li><li>✓ Call Recording</li><li>✓ Call-Hold Music</li><li>✓ Country Blocking</li><li>✓ Create Teams</li><li>✓ Multi-lingual IVR</li></ul>	<ul style="list-style-type: none"><li><i>Everything in Bronze +</i></li><li>✓ Free Number <small>1</small></li><li>✓ Free Incoming <small>1</small></li><li>✓ Free \$2 Credit</li><li>✓ Call Transfer</li><li>✓ Call Queuing</li></ul>	<ul style="list-style-type: none"><li><i>Everything in Silver +</i></li><li>✓ Additional \$3 Credit</li><li>✓ Premium Support</li><li>✓ Custom Integration</li><li>✓ Add. Free Incoming <small>1</small></li></ul>	

				MONTHLY <input type="radio"/> ANNUALLY <span>Save 3 Months Cost</span>
Basic	Bronze	Silver <small>Popular</small>	Platinum	
<b>\$0</b> 2 user/month	<b>\$8</b> Per user/Month	<b>\$15</b> Per user/Month	<b>\$35</b> Per user/Month	
<b>SIGNUP NOW</b>	<b>SIGNUP NOW</b>	<b>SIGNUP NOW</b>	<b>SIGNUP NOW</b>	
Apt for an entrepreneur, single user	Made with love for outbound calling teams	Perfect for sales, marketing and small teams	For power users	
<ul style="list-style-type: none"><li>✓ Free Soft Phone</li><li>✓ Forward-to-device <small>1</small></li><li>✓ Welcome Message</li><li>✓ Voicemail In Email</li><li>✓ Free Integration</li><li>✓ Global Connect <small>Exclusive</small></li></ul>	<ul style="list-style-type: none"><li><i>Everything in Basic +</i></li><li>✓ Call Recording</li><li>✓ Call-Hold Music</li><li>✓ Country Blocking</li><li>✓ Create Teams</li><li>✓ Multi-lingual IVR</li></ul>	<ul style="list-style-type: none"><li><i>Everything in Bronze +</i></li><li>✓ Free Number <small>1</small></li><li>✓ Free Incoming <small>1</small></li><li>✓ Free \$2 Credit</li><li>✓ Call Transfer</li><li>✓ Call Queuing</li></ul>	<ul style="list-style-type: none"><li><i>Everything in Silver +</i></li><li>✓ Additional \$3 Credit</li><li>✓ Premium Support</li><li>✓ Custom Integration</li><li>✓ Add. Free Incoming <small>1</small></li></ul>	<ul style="list-style-type: none"><li><i>Everything in Silver +</i></li><li>✓ Additional \$3 Credit</li><li>✓ Premium Support</li><li>✓ Custom Integration</li><li>✓ Add. Free Incoming <small>1</small></li></ul>

# CallHippo

Monthly 구독형 / annually 구독형 (할인). Silver 버전 인기.

The screenshot shows the Clearbit enrichment tool interface. At the top, there are navigation links: EXIT, DASHBOARD, INSTRUCTIONS, LOGS, SETTINGS, and ADVANCED. A 'SAVED' button is also present. On the left, a sidebar titled 'SEARCH FOR NEW LEADS' contains fields for 'Domains (required)' (with examples: clearbit.com, salesforce.com, hubspot.com), 'Title (required)' (with examples: sales, marketing), 'Role' (empty), 'Seniority' (empty), 'Limit (per domain)' (set to 17), and a large blue 'Prospect' button. The main area displays a table titled '37 PROSPECTED USERS' with columns: Name, Email, Role, Seniority, and Title. The data includes:

Name	Email	Role	Seniority	Title
Mike Heller	heller@clearbit.com	sales	null	Sales
Cliff Marg	cliff@clearbit.com	sales	null	Sales
Richard MacCaw	richard@clearbit.com	marketing	null	Marketing Intern
Brian Lederman	blederman@salesforce.com	sales	executive	VP, Commercial Sales
William Moxley	wmoxley@salesforce.com	sales	executive	SVP, Sales Cloud Product Management
Mike Wolff	mwolff@salesforce.com	sales	executive	SVP, Commercial Sales, SMB
Robert Acker	racker@salesforce.com	sales	executive	SVP Sales
Erick Faul	efaul@salesforce.com	sales	executive	Regional VP Sales, Marketing Cloud, Enterprise Accounts
Carrie Bosworth	cbosworth@salesforce.com	sales	executive	VP Commercial Sales
Aaron Blumenkranz	ablumenkranz@salesforce.com	sales	executive	VP, Commercial Sales
Adam Alfano	aalfano@salesforce.com	sales	executive	Area VP, Commercial

# Clearbit (Categories: Business Intelligence) B2B

빅데이터를 다루는 기업들을 위한 비즈니스 인텔리전스 소프트웨어. 데이터를 세일즈, 마케팅, 작업운영의 한 파트로 관리.

SOLUTIONS



Salesforce

Automatically enrich Salesforce with person & company data

STARTING AT

\$12,000/year

SOLUTIONS



Marketo

Automatically enrich Marketo with person & company data

STARTING AT

\$12,000/year

# Clearbit

Annually 구독형. 12,000\$부터 시작.

**The Village Voice Building**  
36 Cooper Square  
New York, NY 10003

[EXCEL](#) [PDF](#) [SHARE](#)

**2** CompStak users have verified this data

**The Village Voice Building**  
36 Cooper Square  
New York, NY 10003

[EXCEL](#) [PDF](#)

Transactional Details	
Transaction Size (SF)	104,306
Cap Rate (%)	3.40%
Data Source	CompStak
Deed Doc #	00010813458
Interest (%)	—
Interest Type	—
Occupancy Rate	100.00%
Sale Date	Mar 3, 2016
Sale Price	\$32,400,000
Sale Price (PSF)	\$310.62
NOI	\$3,205,564
Portfolio	No

Notes	
Sale of state of the art Class B Building. The property is owned by the Nessie Group which acquired the building in 2014. Fully occupied building is well maintained and fully rented as of August 2016.	
Buyer / Seller	
Buyer	SQKR Properties
Recorded Buyer	SQKR 50 ERS LLP
Seller	LNMK HOLDINGS LLC
Recorded Seller	The Nessie Group

Property	
Building Class	B
Property Type	Office
Building Size (SF)	104,306
Building Floors	7
Year Built	1930
Year Renovated	—

Lease	
Tenant Name	CompStak
Transaction Quarter	2017 - Q1
Transaction Size (SF)	8,062
Transaction Type	Renewal
Starting Rent (PSF)	\$53.58
Lease Type	—
Free Rent	2m
Starting Rent (Gross Annual)	\$432,000.00
Rent Schedule	2.50% per year
Net Effective Rent (PSF)	\$54.54
Work Type	—
Work Value (PSF)	—
Sublease	No
Current Rent (PSF)	\$0.00
Concessions Notes	LL shall make minor repairs including touch up paint and 1-2 light fixtures
Annual Taxes	Tenant to pay RE tax increases over 2017/2018 base year

Dates	
Commencement Date	July 1, 2017
Lease Term	5y
Execution Date	March 7, 2017
Expiration Date	June 30, 2022

Space	
Space Type	Office
Floor(s) Occupied	Entire 6
Suite	—

Building	
Building Class	B
Building Name	The Village Voice Building
Property Type	Office
Submarket	NoHo Greenwich Village
Building Size (SF)	104,306
Building Floors	7
Year Built	1930
Country	United States of America
Occupancy Rate (%)	—

Landlord	
Current Landlord	Hartz Mountain Industries
Landlord Brokerage Firms	—
Landlord Brokers	—

Tenant	
Tenant Industry	Software & Information
Tenant Brokerage Firms	Direct Deal
Tenant Brokers	—

Notes	
Lease modification from original lease dated 4/8/14 that was set to expire 6/30/17	

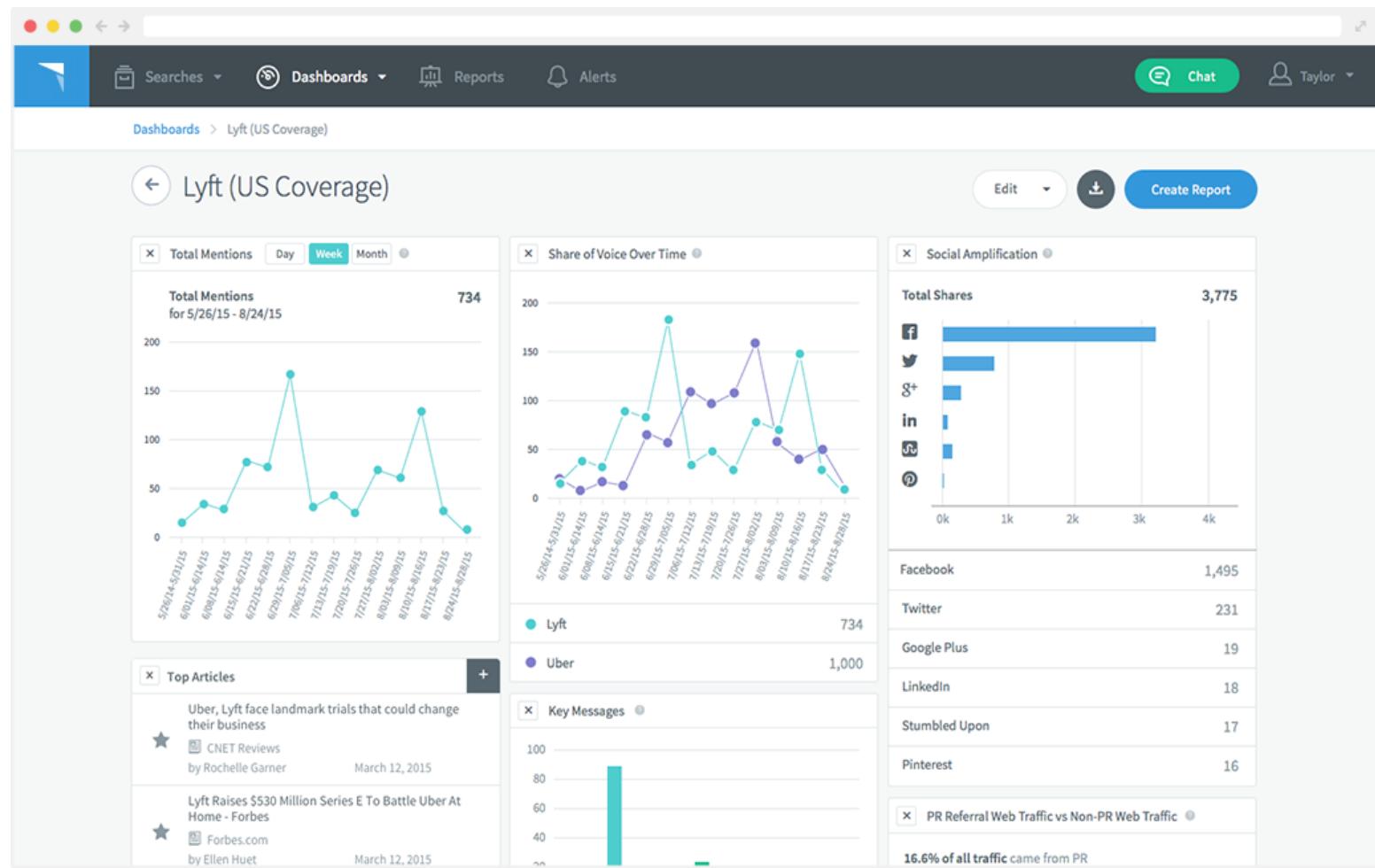
# CompStak (Categories: Real Estate Software) B2B, B2C

포괄적인 부동산 정보를 수집하여 부동산 투자자, 브로커, 자산 관리사 및 건물 감정사에게 제공.

- \$34.95 ~ \$41.67 per month.
- 사용자수, 기간, 특징에 따라 비용이 달라짐.

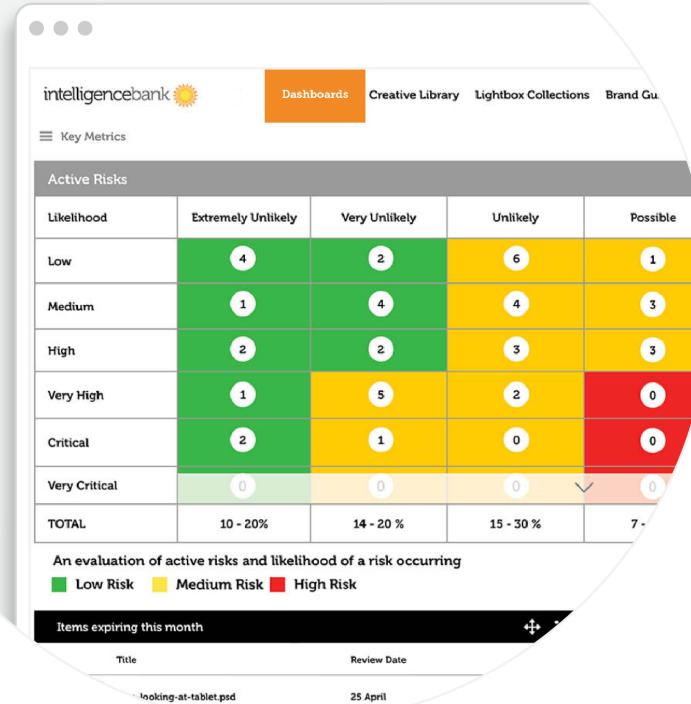
# CompStak

Monthly 구독형



# Trendkite B2B

기업이 소통을 확대할 수 있도록 자동화해주는 소프트웨어. 잠재고객, 인플루엔서, 고객을 찾아내고 사로잡는데 도움을 주고, 사회적 핵심성과지표와 최종 수익을 증대시킴.



The dashboard features several widgets for managing documents and approvals:

- Recently Uploaded Files:** Displays recently uploaded files with their titles and creation dates.
- Files with Review Dates:** Displays files with review dates, showing the title, review date, and user.
- Pending Approvals on Documents:** Displays pending approvals on documents, showing the title, waiting on, and user.
- Files with Links to Other Files:** Displays files with links to other files.
- Pending Approvals on Records:** Displays pending approvals on records, showing the title, waiting on, and user.
- Files Uploaded (Last 10 Days):** Displays files uploaded in the last 10 days.

# IntelligenceBank (Categories: Enterprise Software, Risk Management) B2B

기업이 데이터를 통합해 운영하고 관리할 수 있음. 기업의 운영 위험부담을 줄이는 툴

Team	Professional	Enterprise
Risk & Compliance For Small Teams	Risk & Compliance for Large Teams	Information Management For The Enterprises
Features Include:	Team Features & Services +	Professional Features & Services +
Starts at 500GB data	Starts at 500GB data	Unlimited Users & Custom Data Packages
Up To 3 Risk & Compliance Registers	Up To 10 Risk & Compliance Registers	Unlimited Risk & Compliance Registers
Dashboard Reporting	Surveys	Dedicated Account Manager
File Management - Up To 10GB/File	Premium Support, Set Up and Data Migration	Private Cloud Hosting Options
Usage Analytics	Custom Pages	White Label
Custom Alerts		
Basic Set Up and Branding		
Main Admin		
<a href="#">Request Pricing</a>	<a href="#">Request Pricing</a>	<a href="#">Request Pricing</a>

# IntelligenceBank

상세 가격 미기재. 팀, 전문가, 기업으로 구성.