

# **WAIÛ– A Celebration Of Sharing Happiness**





Truevibez was established in 2020 with aim to focus on modernization of hospitality industry, by introducing innovative products & features driven by technology evolution.

To create a global service provider of hospitality industry, realizing pioneering advancements in established services and accomplish mutual growth for both our partners & customers

Truevibez have designed pioneering programs under **WAIU & CLIQUE** umbrella, which will drive inventive & original business solutions for both our restaurant partners & consumers for mutual benefit & success.



## Founder : Alok Sambuddha

Alok Sambuddha is Engineering Director in American Express, United Kingdom & Director of Truevibez Pvt. Ltd.

Alok is a Mechanical Engineer from Pune University with broad experience in IT industry, working with prominent MNCs as Cisco, Infosys, Atos and now American Express.

Alok's specializes in merchant acquisition domain and developing technical platforms to support end to end merchant lifecycle services such as affiliation, enablement, submissions, payments, reconciliation, compliance, MIS, AML, Risk, Finance & Accounting.

He also leads solution development framework across technologies like Mainframes, Java, Dot Net, supported via both Agile & Waterfall delivery models. He provides corporate and architectural consultation to business & technology teams to develop flexible solution frameworks & heads the implementation committee.

Alok's primary geography of operation is Europe (EMEA) and has spent most of his career in Brighton, UK, at the European technology head office of American Express.

Alok has critical presence in merchant management landscape and aims to extend his experience through technical evolution of traditional hospitality business and modernize the F&B service offering for digital citizens in partnership with Rajesh Karandikar.



## Founder : Rajesh Karandikar

Rajesh Karandikar is owner of Hotel 24K chain of restaurants in Maharashtra (MH) & Director of Truevibez Pvt. Ltd.

Rajesh is a government media partner as an empanelled member of DGIPR & has executed a range of promotional and awareness campaigns such as:

- Edutainment program for Primary & Secondary school in collaboration up with Discovery channel
- Cloud seeding program across MH in 2018 under Ministry of Earth Sciences
- Executed disaster management week with NDRF for government offices & schools, in 463 tehsils

Rajesh holds MBA in Marketing stream & after spending time at several corporate positions in Delhi, Mumbai & Pune, he applied his entrepreneurial skills in hospitality industry and started the Hotel 24K chain of restaurants, originating in Kolhapur, Maharashtra.

The implementation was an instant success, something which he has now replicated in Pune at premium locations as Balewadi High Street & Viman Nagar IT City. With 3 active restaurants now, Rajesh is also enrolled as an honorary member of Craft Brewers Association of India, successfully running a Craft Brewery in Pune.

To extend his expertise further in hospitality business, Rajesh has founded company Truevibez Pvt. Ltd., with Alok Sambuddha, that aims to explore and introduce innovative technology solutions in hospitality industry to take customer experience to completely new & unexplored levels.



# WAIÜ : Vision & Key Features

## ❖ Vision:

To create a global service provider of hospitality industry, realizing pioneering advancements in established services and accomplish mutual growth for both our partners & customers

## ❖ Next Level Hospitality Service Offerings

WAIU aims to introduce industry first features in hospitality, keeping the best interest of Restaurant owners and their underserved staff in mind, not just the customers. Key services offered by WAIU are:

### Phase One:

- **Clique : Eat Now-Pay Later for restaurant customers**
- **Clique : Restaurant staff financial lending for their vital obligations**

### Phase Two:

- Broadcast & Live Streaming of finest artist performances
- Logistics & Governance to fix some of restaurant's major pain areas
- Guaranteed discounts on F&B services
- Gift F&B services to Friends & Family
- Socializing & Gaming in premises of restaurant
- Pre-paid Point Based Services (PBS)



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# Our Team

## Promoters

Rajesh Karandikar



Alok Sambuddha

## Board Of Advisors



**Suhas Gokhale** : Managing Director, COSMOS Bank, Pune



**Rahul Renavikar** :Managing Director, Acuris Advisors (GST & Government Policies) – Ex. Big 4 & Tata Motors



**Chetan Oswal** : Accounts & Legal Counsel



**Shrikant Chatur** : Governance Consultant (ex. VP Commercial - Cummins)



**Sanjay Phadke** : Fintech Specialist, Ex. EVP Edelweiss & Vayana Network, JP Morgan, HSBC



**Rakesh Malhotra** : Media Curator, Ex. Media Head - Sakal



**Yogesh Katre** : Sales Head, Loantap



**Harun Rashid Khan** : Regulatory Advisor, Ex. Deputy Governor RBI



**Vinay Baijal** : Regulatory Advisor, Ex. CGM Banking, RBI

**PAYO is an Australian company who have launched the world's first Eat Now, Pay Later service in July 2021.**

**The are backed by an existing lender with substantial customer base in the operational regions.**

**Being the World's first ENPL app, they have favorably placed themselves as market disrupters, driving investor's interest & confidence.**



All payments are divided across **4 interest free EMIs, with only a quarter of payment to be made upfront.**



Top performing 50 restaurants have received thousands of transactions with recorded **order value increase of 60%**



Diners can discover restaurants, filter by preferences, call restaurant, book table and receive range of offers & deals.



Both restaurants & customers are incentivized for referring more paying users to the platform



All payments are via PAYO app via QR codes with options for customer to recommend for PAYO business



**Instant approval & discreet process** has given PAYO an edge over other modes of payments, eliminating need to carry wallets



## Question & Answers



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