



Pioneer Web Services

Intuitive Tech, Best Future
Business Plan

Ashokchakravarthi Nagarajan

CEO - Pioneer Web Services.

Appendix

Business Overview

Milestones

Services

Location and Facilities

Our Works

Costing Quote

Work Hours

About Us

Advisors Capability

Marketing Strategy

Vision, Mission and Values- A way to Success

Competitors - Where we Stand

Business Card

Business Overview

Pioneer Web Services is a leading tech firm building Reliable web applications using edge cutting technologies. Founded by strong management key people, who were into the domain and market for decades. We have strong and knowledgeable resources billable to the products with high availability. Pioneer Web Services has been delivering cloud based web applications to the top Tier 1 companies all over the world. We have been known as a Global Brand in the Market.

Milestones

- We have earned many prestigious partners in Top Tier Companies, like Google, Uber, DoorDash and Apple.
- Success on premise delivery with a deadline in consecutive 5 years and still running.
- Adopted to Vertical Scalability in all our Fintech applications to handle and manage millions of transactions to each client.
- Received Best Innovative app award by Salesforce 2021.
- Won Global Brand Award by Intuit Mega Conference NY'2020
- Established on premise security team to our clients.
- Commitment towards Carbon Neutrality to 0% CO2 emission by 2025.
- Formula 1 Race Sponsors 2021 Saudi Arabia Edition.
- Established a dedicated Data Center in the US and EU region.
- Our Sales and Marketing applications are Compliant to GDPR and Fintech applications are compliant to PCI DSS
- Received One million 4 star ratings in Google.
- Our mobile apps have crossed 10 million+ downloads in Google Play Store.

Services:

Delivering Responsive Web pages and Applications primarily into three major Streams.

1. Fintech Applications
2. Sales and Marketing Applications.
3. Entertainment

1000s of talented handpicked techies to provide top quality products and support every minute using intuitive Tech Stack.

Web Development Tech Stack:

1. React Js (Front End)
2. MongoDB
3. PostgreSql
4. Express
5. Node (To run Backend Server)
6. Java 11

Web Design Stack:

1. Adobe Xd (For Wireframes and User Experience Design)
2. Adobe Illustrator (For logo and Landing Page Design)

Deployment:

1. AWS & Microsoft Azure
2. Jenkins
3. CI/ CD
4. CloudFront CDN

Version Control System:

1. GitLab

Customer Success Team:

1. Zoho Desk
2. Zoho Help Forum
3. Microsoft 360

Our staff's exposure towards the Technologies are not limited to the above listed, they are capable of learning new top end tech and shipping the great product.

Location and Facilities:

We have development centers in two major Cities. **Toronto** and a small village near Amsterdam called **Zaandam**. We have all basic and cool facilities for all our employees in both the places. We choose Zaandam because we believe **you don't need to be in Silicon Valley** to build great tech products.

Our products reach customers all over the world, that lets us open small hubs for our partners and Sales officers to be hired in almost all the major countries. As of today, we have hubs in 96 countries.

Our Works

1. Expense Manager app:

Url: <https://expense-manager-ashok.herokuapp.com/home>

Product Overview:

Helps Millions of people to track their day today expenses incurred in simple steps.

Product Target Audience:

B2C and B2B (Only Small and Medium Business - SMB)

Features:

- Create, Daily Expense
- Upload Expense Receipt
- Overview of Cashflows.

Number of users: 2 Million and 1 Million active users.

2. Mp3 Player App:

Url: <https://ashokcs.github.io/mp3-player/>

Product Overview:

Handy Mp3 Player app.

Product Target Audience:

Common People who loves to listen song on the go!.

Features:

- Play Song
- Pause Song
- Shuffle Playlist
- Change the songs queue in Playlist.

Number of users: 10 Million and 8 Million active users.

Work hours

Development Stream:

9 to 7 Monday to Friday, Ad Hoc on weekends and delivery deadlines. Our developers are committed to work more than what they earn. If it requires we are more than happy to commit our time towards successful delivery of the product.

Customer Success Team:

24 x 7 x 365 except Christmas Evening.

Costing Quote

Development services Cost:

\$56/hour per Employee to develop Fintech Web Apps

\$49/hour per Employee to develop Sales & Marketing Web Apps.

\$60/hour per Employee to develop Entertainment Web Apps.

Designing services Cost:

Flat \$70/hour per Employee to work in UI/UX in any Web applications.

Supporting services Cost:

\$42/hour per Employee Both voice and non-voice support inclusive.

Marketing Services Cost:

\$80/hour per Employee Including Growth Hacking services.

About Us

We are a passionate tech firm, pioneered in developing jaw dropping web pages and intuitive Web Applications. We provide affordable and consistent services in terms of developing critical applications and support 24x7 to our premium customers.

Born out of a mission and vision of supplying world-class web services that are affordable, and competitive in the market. We add our strengths and industry knowledge as a dominant product centric player, and use these attitudes to build products and services that are the best in the market.

We have been serving SMB customers since 2015. For enterprises and SMB customers, we offer dedicated support resources all time a year and development resources effectively as per the client requirement.

Advisors Capability:

Pioneer Web Services has great talented advisors working all over the world to move the firm to the next level. We have Advisors in all Streams from Legal, to HR, Infrastructure Architecturing to Operations Admin.

Just like all Advisors roller coaster rides, many of us here woke up one day with a do-or-die decision. Our peoples' brainstorming strategy, and sleepless nights or barely a 2-3 hours' sleep, and overcoming attitude proved remarkably relevant in this new playground. The ability to cope up that extra push became our greatest strength on his journey.

Vision, Mission and Values- A way to Success

We committed (dedicated) our life to make the life of Small and Medium Business owners Hassle Free when dealing with digitalization over the Internet. We don't heavily focus on growing vertical rather we invest more on R & D and on our Employees.



Pioneer Web Services has always been a Employee and Customer Centric company. We take care of our Employees and Customers, **value** them and they are celebrating us. And we truly believe this is the way to go and reach Success.

Marketing Strategy

The one who doesn't spend on marketing is the one who stops the clock to save time. Although we spend relatively less like **\$2 Million** per year on Marketing. We do have further plans to increase our budget to another **\$2.5 million from next fiscal year.**

We have opened 5 more marketing and sales hubs in the EU region. Started spending heavily on Growth Hacking, and almost all global conferences will have our hub to represent our products.

Competitors - Where we Stand

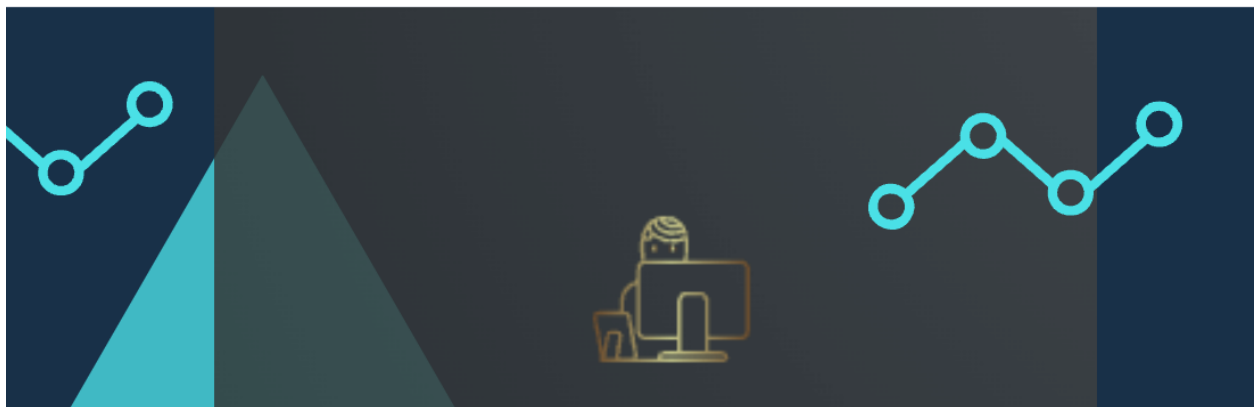
Some of our competitors in segments like FinTech apps and Marketing apps are

1. **Zoho** and
2. **Salesforce.**

Still we do make a lot of difference than them in terms of pricing and approachability. We are affordable and easily approachable to each and every customer that makes to keep moving in the business, nonetheless we are still profitable.

Another major fact about Pioneer Web Services committed to its customers is the value of **Privacy**. We never show advertisements or sell customer data to any third party even if they are on a free plan.

Business Card



PIONEER WEB SERVICES

INTUITIVE TECH, BEST FUTURE

+1 (413)- 444-1493
TORONTO, CA