



# Pcore

Secure the future of your business

# White Paper

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# Disclaimer

The purpose of this Website and Whitepaper is to present Pcore – a peer-to-peer (P2P) cryptocurrency invoice platform– to potential community members who wish to join the Pcore Community. The information set forth below should not be seen as exhaustive and does not imply elements of a contractual relationship.

Its sole purpose is to provide relevant and reasonable information to potential token holders in order for them to determine whether to undertake a thorough analysis of the company with the intent of participating within the Pcore online marketplace.

Certain statements, estimates, and financial information contained within this Whitepaper constitute forward-looking, or proforma statements and information. Such statements or information involve known and unknown risks and uncertainties which may cause actual events or results to differ materially from the estimates or the results implied or expressed in such forward-looking statements.

## Executive Summary

The whitepaper in front of you represents an effort by Pcore team to establish a trustworthy marketplace for companies to buy, sell, and maintain invoice-related investments. The online platform uses blockchain technology to power up all transactions, ensures security, all the while providing necessary privacy for organizations.

Due to the issues that mainstream markets face when invoice factoring is in question, we plan to implement Hive and smart contract systems that build up transparent blockchain ledger records. Through blockchain, we aim to create a safe haven for both invoice sellers and investors. We also provide “cover” services, which will secure funds of both sellers and buyers within our platform.

The Hive, Altman Z-score, smart contracts, and other technological components serve as tools for identity verification, upholding highest security standards in the industry. Thus, we aim to scrutinize all companies involved before transactions even take place within our online platform.

The invoice processing takes up measurements or risk factoring, interest gained for investors, and even pool investment. The main currency of trade within the platform shall be Pcore token, tradable for any other fiat currency in the market. Additionally, we plan to establish partnership deals with major crypto exchanges to smooth out transactions outside the Pcore platform.

In order to build up an online marketplace, we intend to release an ICO that would allow us to build up necessary operations, hire professionals, and set up support office within the UK. The total supply stands at 52 million Pcore tokens, including 20 million designated for the crypto crowdfunding.

## Introduction

The world of business was and shall remain quite complex, what with technological advancement. Operational processes develop at an unprecedented rate, involving even more chess pieces than ever before. Competition is fierce while customers are demanding quality and attractive price programs. These programs rely on invoice financing more than ever before, to attract a larger number of potential customers.

Invoice financing (A/R), as a term, is nothing new in the business world, as it allows steady revenue flow for companies. It is a form of a contract between buyer and seller, where the customer has an option of paying for goods at later date. Usually, 30, 60, or 90-day notice provides the buyer a chance to pick up the chosen goods or services while the company enjoys stabilized income over a period of time. However, once the deal is made, the business in question also suffers in terms of liquidity, as it can only collect the debt at later date.

At the same time, the emergence of blockchain technology came with rising interest from organizations all over the globe. Decentralized networks, globalized cryptocurrencies, and smart contracts all have their own role to play. However, probably the most distinguished feature that blockchain offers is the security of transfers. The system itself, through smart contracts, has the ability to improve the integrity of transactions, guaranteeing that all parties should act on their promises for transfer to take place.

Hence, we at Pcore Ltd. offer a market that can significantly improve the liquidity of our business customers. Through the blockchain network, developed by our team, we offer a marketplace where receivable invoices can be sold securely. The platform enables businesses to connect, upload, and trade invoices, improving the liquidity rate of companies while providing a good investment ground for companies that seek safe funding projects.

Both sides have numerous advantages to speak of when trading invoices at the Pcore platform. Companies selling them would increase their immediate funding capabilities, needed to buy materials, pay for the production of goods, or even to pay their employees' salaries. Buyers (lenders henceforth), on the other hand, can earn profit from the credible commercial business. Through finance of receivables, lenders earn interest as a profit. The most important criteria to meet is thus

trustworthiness of partners, making the factoring the perfect solution.

## Concept

Pcore blockchain (distributed ledger) technology applies smart contracts to assign a unique fingerprint for every transaction. This makes it possible for businesses to automate their invoicing processes and take advantage of factoring services on the platform. Serving as a medium, Pcore ensures the safety of all parties' funds while supplying the market space for business conduction. Each account has a unique record, transparently shown for all participants. Thus, through transparency, creditworthiness can be established through the blockchain platform.

Pcore is an end-to-end platform that will provide SMEs easy access to short-term financing by turning their accounts receivables into tradable assets. With a 24-hour turnaround available, the interest rates allow lenders to earn profits while sellers gain vitally important liquidity for their daily operations.

The Pcore platform supports issuers, owners, and payers. Invoices can, therefore, be made available as a shared source of liquidity for factoring. Uploading the invoice date, lenders would have the option to choose the length of factoring and interest rate involved through smart contracts. Tokens would connect parties from around the globe, disregarding borders in the process.

However, only the firm itself or the recipient of the invoice can grant access to detailed financial data about a specific company or invoice. This enables real-time auditing to be conducted, improves the credit scoring process, and expedites credit approvals. Those companies with a positive credit history will attract lenders with more ease while incentives will be available for use within their operations. The algorithm is based on companies XBRL data and risk scoring results.

## The Problem

We base our business on real-life issues that exist in various industries. Thus, the Pcore model aims to solve obstacles that modern-day companies face when dealing with liquidity and financial uncertainty. The main issues that plague numerous markets for some on regular bases are financial constraints & factoring, invoice verification, as well as non-transparent/outdated financial reports.

### 4.1. Financial Constraints & Factoring

SMEs have limited access to short-term (working capital) financing. Banks demand significant collateral and large amounts of documentation when approving

financing projects, especially after the latest recession in 2009. This represents a large funding gap for small and medium-sized enterprises worldwide, fuelling the global factoring industry's growth by 10% on yearly basis. Current estimates suggest that invoice factoring market holds worth of US \$3 trillion in 2018, making it a quite a large market to delve into.

Since the start of the financial crisis in 2009, factoring in the United States and the rest of the world has been growing between a rate of 11% and 24% per annum, adding over one trillion euros in annual factoring volume in less than a decade. The industry practically doubled its size, even though the modern era of factoring began only a century ago.

SMEs are at a clear disadvantage when dealing with a capital market in terms of credit rationing and finance gaps, due to the lack of financial firepower. Gaps in financing have driven the need for alternative sources of financing, such as invoice factoring.

## **4.2. Invoice Verification**

There are several steps required when verifying the authenticity of the submitted invoice. These include confirmation that invoiced services was actually delivered as claimed, inspection of operations that have direct links with invoiced service, and investigation of materials used to meet specified requirements upon which invoice was built.

With the implementation of the ERP system, Pcore intends to automate all processes involved in validity analysis, creating checkpoints for users to take when verifying genuinity of the potential partners. History of submitted invoices that the company provided to the public enables further automated assessment of validity and associated risk.

In modern-day business, automated checks are virtually impossible without constant physical inspection. Additionally, records can be forged, further limiting investors to uncover a foul play when it is occurring. Since there is no real incentive for companies to reveal their live financials to the public, there is a high probability of untruthful financial results.

## **4.3. Non-Transparent and Outdated Financial Reports**

The issue with non-transparent financial reports is probably as old as business itself. There are several reasons why companies wish to hide their true results, especially when invoicing is in question. Business plans and financial reports, in general, should show financial health the company has at the moment and in the past.

However, by either omitting key data or even manipulating their presentation, the firm in question would seem to be in a good position, whereas its true situation is quite different.

Although governments do enforce basic financial presentation guidelines through IFRS and GAAP policies, many companies find a way to bypass them nevertheless. The IFRS model represented a step forward when it came to bribery and illicit activities investigation. However, it cannot account for all possible venues where nontransparent reporting is in question, especially when SMEs are involved. The need for invoice factoring rose in recent years, with businesses emerging within the SME sector. However, the issues still remain regarding trust and accurate reporting.

## The Solution Part I: Our Financial Data Format

As a presentation format of financial data within the platform, we opted for XBRL (eXtensible Business Reporting Language). The framework represents an open international standard for digital business reporting. It is used around the world, with companies from more than 50 countries implementing it within their operations. Millions of XBRL documents are created every year, replacing older, paper-based reports with useful, effective, and more accurate digital reports.

In other words, XBRL provides a language in which reporting terms can be clearly defined. In turn, terms can then be used to uniquely represent the contents of financial statements or other kinds of compliance, performance, and business reports. XBRL is often called “bar codes for reporting”, as it makes reporting more accurate and efficient. With unique tags, XBRL allows Pcore to develop its platform according to sophisticated market needs, providing:

- usable reporting documents that can automatically be registered, sorted and analyzed by Pcore
- general trust that all reports within the platform follow up sophisticated, pre-defined definitions

Additionally, comprehensive definitions and accurate data tags would assist parties to conduct various reporting tasks, including:

- preparation
- validation
- publication
- exchange
- consumption



- risk and performance analysis of business information.

To enable the exchange of summary business reports, XBRL enforces transaction tags within the platform. These transactional representations allow system-independent exchange and analysis of large quantities of supporting data. Thus, as the key towards financial reporting transformation, Pcore platform uses two core calculations to support investors in the evaluation of investment opportunity. These two calculations include:

1. Opportunity Qualification and Risk Assessment
2. Predictive Behavior Credit Scoring with Artificial Intelligence

## **5.1. Opportunity Qualification & Risk Assessment**

As part of the XBRL system, we developed several functions that would act as triggers for business decisions. These cover up opportunity identification & measurement, risk assessment, and credit-scoring artificial intelligence (AI). It is important to mention that, although separate, such software tools act as a part of a system, connected through a single platform – Pcore.

### **5.1.1. Performance Analysis – Altman Z-score**

In order to provide the lender with risk factoring information, the Altman Z-score calculation formula has been implemented within the Pcore platform. As to properly evaluate corporate credit risk, we implemented Altman Z-score Plus formula within our platform.

The Altman Z-score is the output of a credit-strength test that gauges a publicly traded manufacturing company's likelihood of bankruptcy. The Altman Z-score is based on five financial ratios that can be calculated from data found on a company's annual 10K report. These include profitability, leverage, liquidity, solvency, and activity ratios, to predict whether a company has a high degree of insolvency probability.

New York University Stern Finance Professor, Edward Altman, published the Altman Z-score formula in 1968. Years later, Altman released an updated version called the Altman Z-score Plus in 2012. The newest version aimed to evaluate all types of companies, public and private, manufacturing and nonmanufacturing, within, and outside of the US.

The reason why we opted for Altman Z-score lies in the fact that its real-world application produced results. In 2007, the credit ratings of specific asset-related



securities had been rated unrealistically high. The Altman Z-score indicated that the companies' risks were increasing significantly, potentially heading towards bankruptcy.

Altman calculated that the median Altman Z-score of companies in 2007 was 1.81, which was far below than the A rating credit risk score. The result pointed out that businesses, at the time, were highly distressed and had a significant bankruptcy probability. Soon after, the now widely-known financial crisis occurred.

Generally speaking, the lower the Z-Score, the higher risk of bankruptcy a company has, leading investors to choose those with lower risk scores. However, different models have different overall predictability scoring, depending on the industry in question. Nevertheless, scores of Probabilities of 95% for one year and 70% within two years are sure signs of bankruptcy, no matter the method or business sector.

The Z-score represents a result of the following formula:

$$Z - score = 1.2X!1 + 1.4X!2 + 3.3X!3 + 0.6X!4 + 0.999X!5$$

Where we have:

$X!1$  – Working capital / total assets

$X!2$  – Retained earnings / total assets

$X!3$  – Earnings before interests and taxes / total assets  $X!$  – Market value of equity / total liabilities

$X!4$  – Sales / total assets

## 5.1.2. Covering Invoice

The process of “covering” invoice at Pcore aims to bring forth ease of transactions and use, all the while providing the necessary protection against fraudulent activities. Company/client can upload invoice which they wish to secure, while Pcore covers 90% of the value. The “cover” carries a fee, with the level of cost depending on the invoice’s credit score. Processing invoices are possible only before the service is carried out. When applying, Pcore provides a quote based on the score, listing out fees depending on the score level.

The fee is expressed in Pcore token, as a main currency of the platform, while the transaction itself has an option of customizable claim date, for payments with a delivery period ranging between 60 or 90 days. Those invoices that have surpassed 60-days claim without receiving payment would receive “cover payment” by Pcore team.

The cover occurs within 24 hours of the claim, expressed in exchangeable Pcore token. The digital currency is exchangeable in any other fiat currency through external exchange platforms. Buyers would settle the payment with the Pcore platform through the authorized "cover" invoice. To support the process, the Pcore platform shall dedicate a team responsible for the invoice settlement.

The fee program is listed below:

- Pcore takes 10% of the seller's invoice and charges 20% for the service.
  - Pcore takes 10% of the buyer's (debt) invoice and charges 20% for the service.
- As for the risk management, below is the "cover" score schedule, depending on the "health" of the invoice and company behind it. Level "1" stands for highest score (least risky) and "5" as lowest (very risky):

- 1 - 10%
- 2 - 15%
- 3 - 20%
- 4 - 25%
- 5 - 30%

In practical terms, should system indicate that invoice in question should receive level 1, Pcore insures 90% of the value. Should the transaction fail for any reason, the buyer earns back 90% of the original investment, while Pcore would seek to retrieve the funds back from the seller. However, we also provide an option for uninsured invoices. In this particular case, the buyer takes all of the responsibility for the transaction, including losses from invoice default.

Buyers/investors also have the option to contact Pcore experts for legal help, should sellers default on their agreed-upon payments that do not have status "covered".

Additionally, the Pcore platform also offers the ability to purchase a part of the invoice, if the seller finds such function agreeable. The size can vary while status "covered" is obligatory for such transactions to take place. The interest payments are sized according to the purchased share.

### **5.1.2.1 Securing the Invoice – From Seller's Perspective**

Sellers, after registering an account, should provide documents necessary for the verification process. After the Pcore teams review the application, sellers thus have the ability to upload invoice(s) into the auction marketplace. It is possible to upload both documents and invoice offering at the same time. However, for the offer to be available, verification of the company is necessary.

Once uploaded, sellers have the option of insuring or not insuring their invoices

investors as well. The risk score (1 to 5) is assigned, dedicating the percentage listed in the previous section, notifying the seller of the assigned score once the “cover” process is complete.

The “cover” offers sellers an additional pathway should their operations fail to catch up with financial obligations. It adds considerable time for the selling company to gain necessary resources and pay the amount back to Pcore. Such occurrence shall not be known to the buyer, as to protect the seller’s reputation from the start. However, fees included for the delayed payment are:

- “Cover” score fee (10% to 30%)
- Commission: 2%
- Late Payment Fee: (10% to 30%)

As an example, for an invoice of \$10,000 with cover 90% (risk score 1 – 10%), the seller would have to pay \$1,000 cover fee as invoice score 1 risk, and \$200 as commission fee, totaling for \$1200 that Pcore would collect. Late payment fee will only effect receipt. Receipt.

In the case of diligent payment, the commission fee for seller’s invoice transactions stands at 2%.

### **5.1.2.2 Facilitating Invoice Payments Through Own Software Development**

As part of our future development plans, we intend on developing own invoice processing software. Namely, the system would provide services for clients in terms of customized & professional invoice templates, quick invoice creation, email reminders, bulk transactions, and information sharing centers. Through the blockchain network, we plan to implement the software through our ledger records, as to increase the security of the marketplace.

Additionally, reminders and invoiced processing would facilitate Pcore token while software would act as a monitoring service for companies that manage multiple invoice partnerships. We also plan to implement mobile platforms for iOS and Android users, as to increase accessibility of the platform.

Lastly, the software would provide options regarding billable expenses, whereas sellers and buyers could attach receipts/bills on invoice deals. The software itself would be developed after the launch of the platform, as to facilitate the growth of the market. Thus, Pcore teams would gain access to a large set of data, aiding it in the end design of the software, taking into account real trends within the Pcore platform.

### 5.1.3. Pcore Own Risk Assessment

As a service provider, Pcore has a moral and legal obligation to keep all investments safe, building an environment that promotes profitable partnerships. Thus, we keep 1 million coins to be distributed from our yearly profits/retained earnings.

Thus, the Altman score and our own scrutinization of the platform's market will ensure that only invoices from legitimate businesses are available. In addition to our investigations, we shall keep tabs on existing deals. Thus, if issues occur with defaulting invoice projects, we strive to reach our clients and help them find suitable solutions.

As part of our privacy policy, all business conduction, documents, communication, as well as other sensitive information remains private. We do not intend and will not allow sharing such information with a 3rd party. We take the privacy of our clients very seriously since the inner working of business is a competitive advantage. If exposed, it can lead to significant damages, our reputation included.

We help to identify fake invoices by tracking down documentation. Should a situation occur that said files have been forged or compromised, we intend to help businesses recover their lost funds.

Lastly, to protect sensitive data, the Pcore platform deletes all business documents and private information from the system regarding the specific transaction. Should parties agree to retrieve such data, we are willing to reverse the order and keep documents safe for later use. Invoice owners will only hold login and username detail, as an additional measure of personal data protection.

## 5.2. AI Predictive Behavioral Credit Scoring

As part of our blockchain platform, we saw a need to implement AI predictive scoring protocols, that would allow us to generate a vast amount of data as the client base grows.

The AI scoring constitutes processes that gather information about the user's background (documents submitted, financial health, history of business conduction, and history of invoice offers), current invoice offerings, general score gained by Altman Z-score and, if applicable, "cover" score levels as well.



The tool measures up sources of primary and alternative data, using advanced machine learning in order to predict a borrower's creditworthiness. It also allows the Pcore team to prioritize verified users with high scoring rates and low-risk levels to shine through while pinpointing those accounts that may carry a large amount of risks.

The software stands as a compliment tool for enhanced Hive Risk Assessment program, represented in the separate section of this whitepaper.

## Our Financials

For the purpose of the general financial health check, our income statement relies heavily on the user base. Due to the novelty of the idea, we expect that the number of clients will grow steadily in the future, which is reflected in our financial report. Detailed income statement can be found in Appendix A while user-base growth table on Appendix B.

Our financial model relies on several streams of revenues, upon which we have built our expectations. Namely, we evaluated invoices from sellers at £5,000. We take into account that 20 out of 100 users would opt for "cover" services, out of which 20 users that have taken cover 5 would not meet payments due date. Thus, we have 20% revenues obtained through commissions and fees related to "cover" transactions.

Additionally, as we expect year 1 to be the period of investment, there are important milestones and facts that we need to address. These include:

Technology year 1 includes construction of UK-based site, while year 2 consists of updating the UK platform and construction of Chinese online platform

The Pcore cover payout is for invoices that have been covered by the score. The seller cannot retrieve payment in time reasoning in payout to investors Commission 2% for using invoice selling platform

Pcore cover where seller chooses to use invoice cover. Charge percentage depends on the overall invoice value

Pcore cover payout return is for invoices that have opted for cover and invoice seller returns

Pcore Interested 8% represents interest gained from overdue invoice cover payment

Monthly Fee charge is reserved only for the Chinese platform, with a launch planned on the 4th month of year 2

We expect sharp incline of net income at the end of the second year of operations, with both UK and China markets contributing to growth. The overall income surge we expect stands at 368%, driven by the increased number of clients and P2P transactions. Furthermore, we expect a yearly increase in net income between 500% and 1,000% by the end of year 6, when compared to year 2.

Whereas fixed costs remain stable, due to the increased number of clients, variable costs, Cover Payout expenses especially, will grow proportionately. Thus, it is no wonder that variable costs will overgrow fixed expenses by the end of the second year.

However, we do have cost efficiency plans to contain the cost per user, in order to bring forth income as promised. Thus, we plan to implement heavy scrutinization management systems that would allow us to keep "cover" expenses at the required level, with a minimum amount of defaults and bad debt as possible.

On the side of revenues, the main income drive remains to be "Cover" score revenues, constituting almost 64% of our entire revenue figures for both years. The said income channel is heavily reliant on the user base, which we expect to grow substantially, especially after the penetration of the Chinese market.

ON the side of users, as we increase our marketing expenditure and further penetrate the UK and Chinese markets, we expect sharp incline of newly registered accounts. Thus, the expected growth rate for year 2 stands at 604%, mainly due to the opening of the Chinese market.

We took into consideration that, although China's marketplace would be larger, the overall revenue power of Chinese clients is lower. Thus, our model takes into consideration lower revenues, even though a larger number of users would come from China.

Lastly, funds will be used for 50% buyback of Pcore coin, which will be burned upon the purchase, to keep the market flowing seamlessly. We shall repeat the process until the entire market holds 1M Pcore PCC coin in circulation. Thus, we plan to achieve 1 million token markets by between years 4 and 5.

## Market Analysis & Operation Plans: China

With Brexit heavily in minds of UK citizens and business alike, we strived to conduct an accurate analysis of the situation. As it turns out, for invoice factoring, we see Brexit [HYPERLINK "https://www.theweek.co.uk/brexit-0"](https://www.theweek.co.uk/brexit-0) as a chance and not as an obstacle at this moment. The economic power of the United Kingdom should not be underestimated, while Brexit opens the door of non-EU countries to sign trade deals.

Thus, our second largest market, after the UK, would be China. The Pcore limited expansion team will look to establish a worthy partnership across the Asian country, which is seen as the fastest growing economy in the world. The number of large businesses in various industries speaks that the country is a good source of revenues, especially since overseas invoice factoring might be quite attractive for expanding Chinese investors.

Currently, China has a labor force of more than 800 million, while exports account for \$2.5 trillion, mainly to Europe and the US despite the trading war going on. With Apple leading the example, most of the largest companies in the world are of Chinese background or have large production units in the country. Thus, many of the smaller and medium-sized service companies exist that support enterprises and large population.

The real value that our platform can provide for Chinese companies lies in the fact that the Chinese market is in the expansion. . Companies coming from the Asian market will have the opportunity to reach for invoices outside of their borders,



using domestic currency to obtain Pcore coins. Without investments into marketing, investigation of new markets, and other expenses, both Chinese and European companies stand to gain from the P2P invoice factoring, excluding large investments to do so.

Additionally, China's companies will be able to benefit from the know-how that the Pcore team shall provide, in terms of data validation, profit analysis, and security measures. Pcore we charge a monthly fee for invoice sellers with a 2% commission on platform sold invoices.

Main benefits of including China as our target market expansion plans consist of:

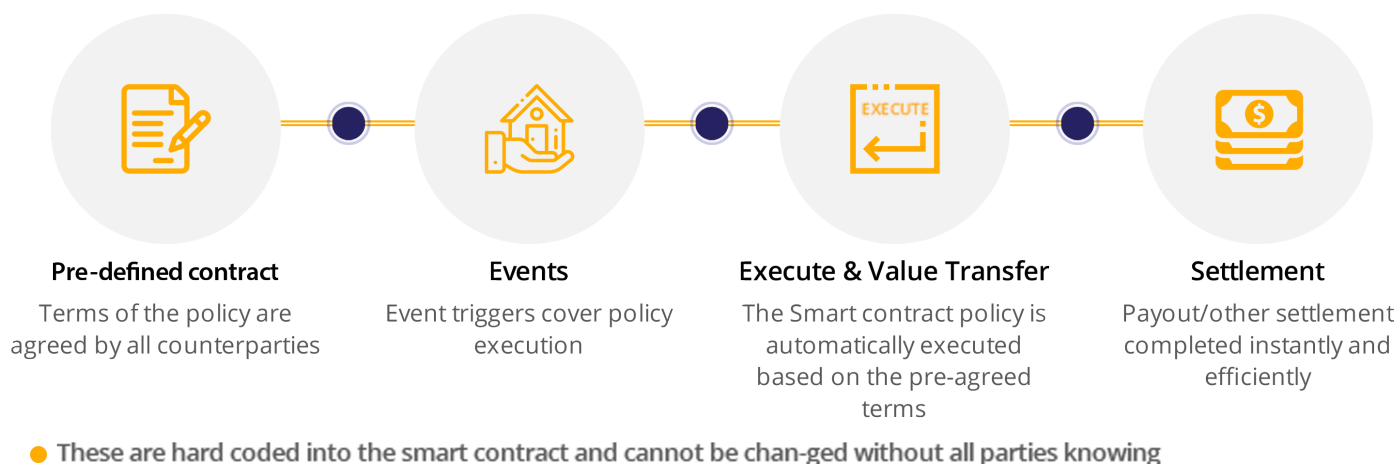
- 1) China firm will be able to send manufactured products after providing details to credible Europe/U.K. clients
- 2) Chinese companies will be able to forward invoices after the delivery of services/goods to Pcore auction platform and free up funds at a discount price
- 3) Help connect China and U.K./Europe trading partners. New trading partners from Europe U.K. will be able to receive good/products without upfront payments. Thus, the platform will help to build trust and enable both parties to flourish

## The Solution part II: Blockchain Technology

Since our platform completely relies on the blockchain technology, it is important to mention its features that we wish to implement within the Pcore invoice platform. These include smart contracts & public ledger, and smart oracles.

### 8.1. Smart Contracts

One of the main weapons that blockchain technology has to offer is smart contracts. These are cryptographic protocols that make up the transactional process. They verify, maintain and release funds between two or more parties, using negotiation as the basis of security. Thus, each smart contract has a list of predetermined requirements that need to be satisfied in order or smart contract to take place.



In the case of Pcore, we implemented the Ethereum's technological tool by imbuing invoice and verification requirements into the contract. Additionally, the system takes into consideration the deal upon which buyers and sellers agreed upon, including invoice's value, date of expiry, interest rate, "cover" features, and other functions. Once all of these prerequisites are satisfied, only then will smart contract release funds.

Each transaction is carried out through smart contracts, including deposits and withdrawals, securing the market place against fraudulent offers but hackers as well.

## 8.2. Smart Oracles

Although smart contracts are really useful in terms of inner-blockchain transactions, for external exchange services and evaluation of cryptocurrencies, smart oracles are needed. The protocol came in as a novelty in the blockchain world, as it allows users to verify real-world events, much like smart contracts with its prerequisites. However, it also takes into account the transitions within the platform, as it supplies smart contrast with necessary data.



At Pcore, we use smart oracles by combining the company's information, financial status and include market trends, such as USD to the GBP exchange rate. We also take into other fiat currencies, as well as banking information if available, to constitute our risk management and score checks.

## Hive Ecosystem & Processes

In order to accommodate the growing number of users and thus, documents, we implemented the Hive ecosystem within our Pcore platform. The block-chain-based solutions atomize the verification of identity and legitimacy of submitted documents, without the interference of the centralized system. Within the Pcore site, Hive system would navigate through documents submitted of the business, the username, passwords, as well as invoice facts and data.

The Hive architecture uses Personally Identifiable Information (PII) protocols that recognize off-ledger data, including terms, numbers, and even images. This will allow the Pcore platform to keep data secured through Hive Vendors, as it also implements preset rules on information sharing.



AS reputation is important, the Hive architecture also takes into consideration "cover" scores, as well as fee programs associated with each individual invoice and user. The Customer Due Diligence process contains a set of requirements that each client, buyer, and seller alike, should contain. Thus, we intend to atomize our verification process through the implementation of Hive ecosystem.

## Roadmap

Taking into account business development, we planned out an Initial coin Offering (ICO) as a channel of funding to build the necessary infrastructure for the Pcore invoice factoring platform. Using blockchain technology, we aim to build complete service and support teams that would carry out the necessary tasks of constructing, maintaining, and supporting the online marketplace.

The funds gained through the ICO would allow us to fund necessary operational activities, such as company offices, develop the trading platform, higher domestic and foreign professionals. At the starting stage, the only available currency shall be Pcore token, used for payments, fees, withdrawals, and deposits.

Should ICO commence successfully, the infrastructure would be developed within 2019, setting off the platform in a timely manner. Additionally, part of the pre-mined Pcore coins will serve as a reserve and bounty, while another portion will be held by the management team to ensure scaling opportunities.

As the market grows, we intend to list the token in external exchanges, to increase possible options for clients from around the globe. Thus, as a final stage, we intend to make core token tradable with any fiat currency in the world and attract top-notch companies to trade invoices within our platform.

Bellow is the planned supply of Pcore tokens:

TOTAL SUPPLY	52,000,000
ICO	20,000,000
RESERVED	20,000,000
BOUNTY	500,000
HELD BY OWNERS	11,500,000

	Year 1	Year 2	
	UK Market	UK Market	China Market
<b>Forecast income</b>	<b>7,471,840</b>	<b>16,509,200</b>	<b>15,015,200</b>
● Commision 2%	658,200	1,461,000	1,216,000
● Pcore Cover 10% - 30%	4,936,500	10,957,500	9,120,000
● Pcore Cover Payout return	1,645,500	3,602,500	3,040,000
● Pcore cover interests 8%	131,640	288,200	243,200
● Monthly fee charge	0	0	1,216,000
● After sales - Claim back	100,000	200,000	180,000
<b>Fixed Costs/Overhead</b>	<b>(467,000)</b>	<b>(662,300)</b>	
● Rent	(50,000)	(50,000)	
● Utility bills	(5,000)	(6,000)	
● Phone bills/communication costs	(700)	(800)	
● Accounting/bookkeeping	(2,200)	(2,200)	
● Legal/insurance/licensing fees	(2,000)	(3,000)	
● Postage	(100)	(300)	
● Technology	(50,000)	(100,000)	
● Advertising & marketing	(57,000)	(150,000)	
● Salaries	(300,000)	(350,000)	
<b>Variable Costs</b>	<b>(1,871,550)</b>	<b>(7,354,750)</b>	
● Pcore Cover payout	(1,645,500)	(6,642,500)	
● Pcore cover open case/pending			
1% (164,550)	(164,550)	(664,250)	
● Exchange listing	(50,000)	0	
● Direct Labor Costs	(11,500)	(48,000)	
○ Customer service	(500)	(20,000)	
○ Direct sales .File			
search (1,000)	(1,000)	(8,000)	
○ Direct marketing	(10,000)	(20,000)	
<b>Gross Profit (taxable Income/Loss)</b>	<b>5,133,290</b>	<b>23,507,350</b>	
<b>Taxes</b>	<b>(1,026,658)</b>	<b>(4,271,470)</b>	
<b>Net Income after taxes</b>	<b>4,106,632</b>	<b>19,235,880</b>	

## Appendix B – New User Registration

	Year 1	Year 2	
Month	UK Market	UK Market	China Market
1	50	1,200	0
2	100	1,230	0
3	200	1,250	0
4	300	1,290	400
5	500	1,300	1,000
6	550	1,380	2,000
7	650	1,400	2,800
8	700	1,300	3,400
9	790	1,340	4,000
10	840	1,390	4,800
11	900	1,430	5,500
12	1,002	1,400	6,500
<b>TOTAL</b>	<b>6,582</b>	<b>15,910</b>	<b>30,400</b>