



findmy
resource

www.findmyresource.com

(B2B curated marketplace for business services)



WHAT WE ARE TRYING TO DO ??

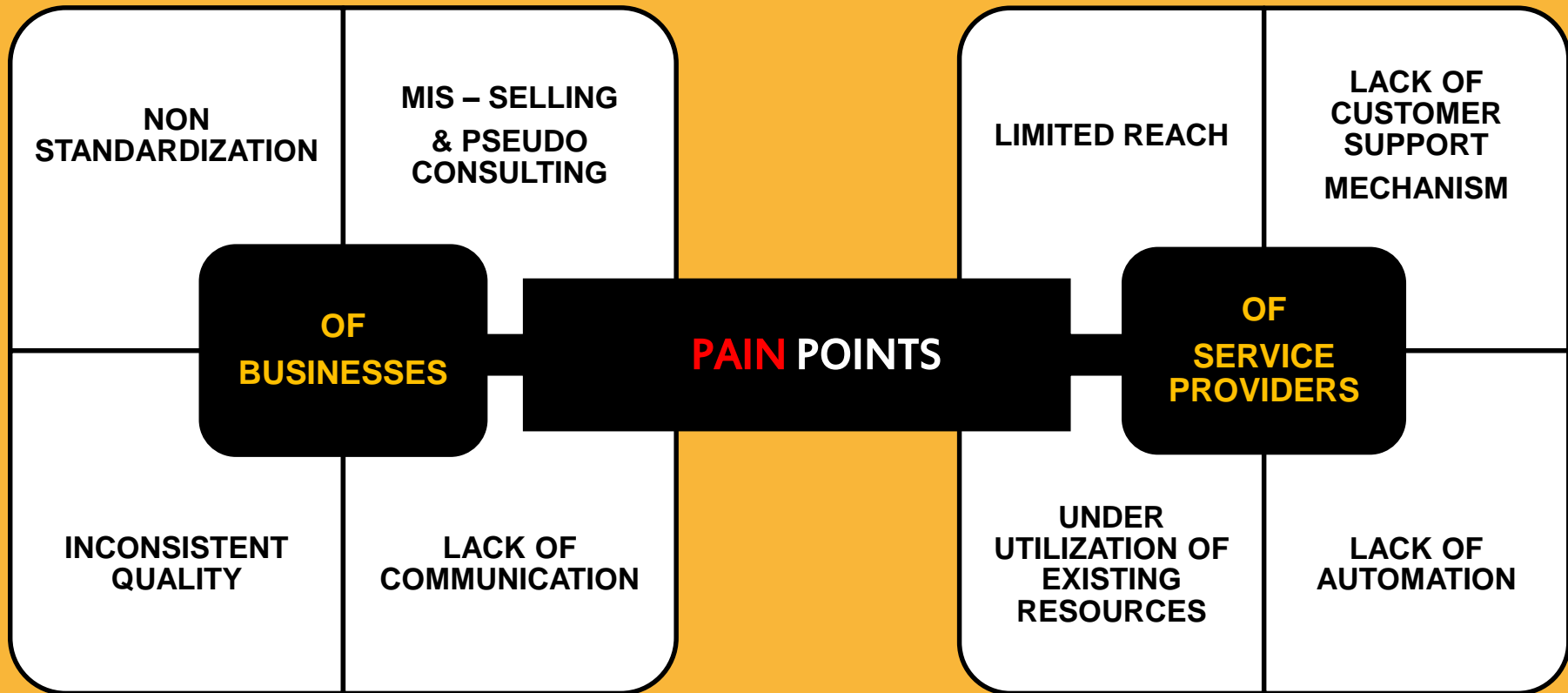
Our Vision:

To be the most trusted partner for businesses in providing the best possible **businesscare**

Our Mission:

To provide businesscare by building a curated marketplace of business services providers with core focus on **competencies & specialisation**

WHY US ?



HOW DO WE SOLVE THE PROBLEM ?

		Process	Process Flow
RIGHT EXPERT		Resource mapping of Domain Experts	by personal interaction, reference checks, tests & grading
		Requirement gathering by trained Resource Managers	through chat, video calls & scoping of work
	RIGHT PRICING	Right pricing of Resource	by per hour, per package, % age method
		Right allocation of work	by algorithm and feedback mechanism

With our **smart** solution



Specialisation wise
experts / Packages



Maximum value for
money



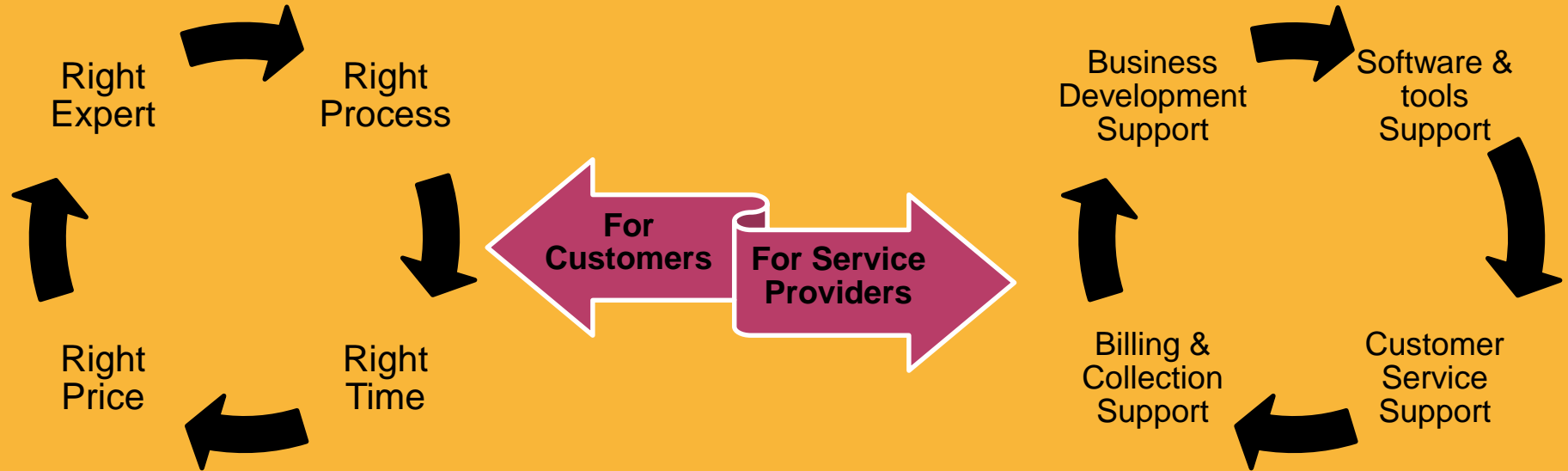
Analytical tools, data,
research



Reliable assured
delivery



Timelines (TAT)

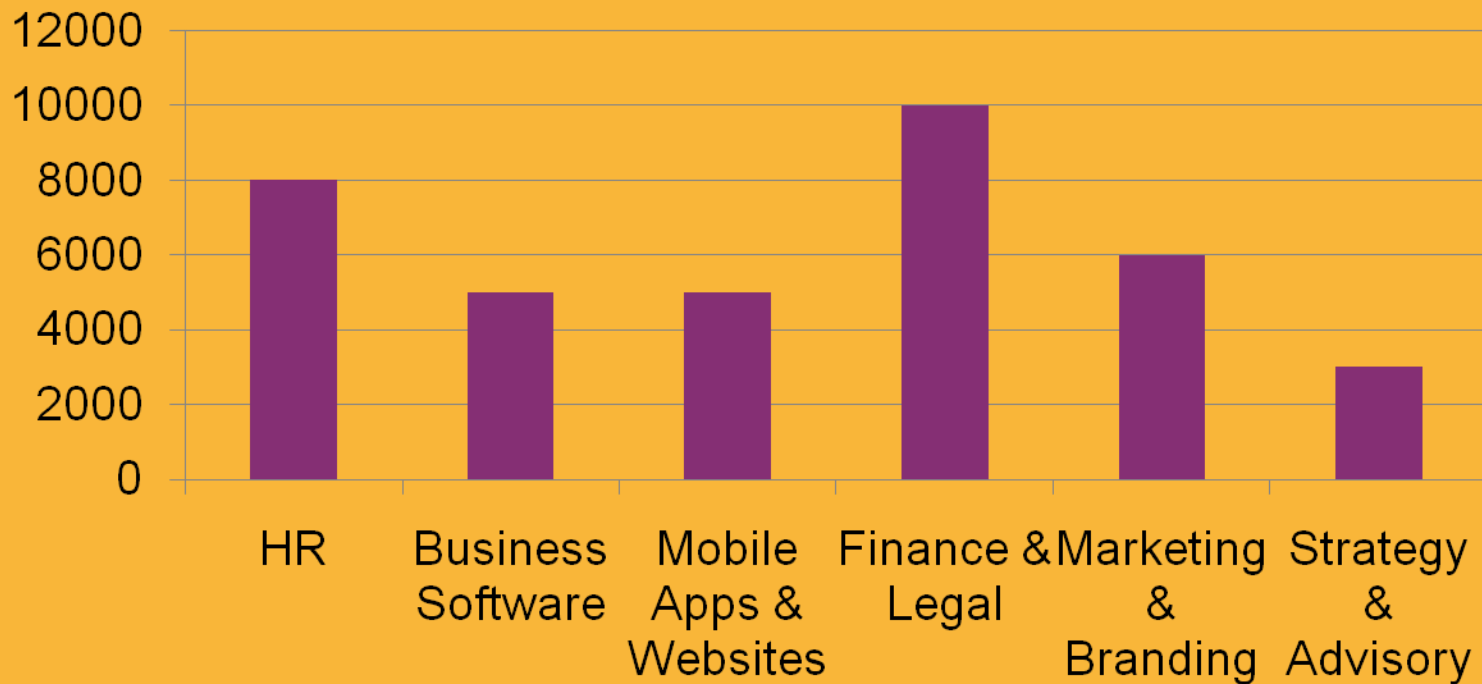


BUSINESS MODEL

- We would be charging a revenue share/margin from our vendor partners (service providers). Depending upon the categories and the level of competition, the rate would vary between **10/15/20/25%**
- In the first year, we expect an average blended margin of around **15%** on our revenue which would increase going forward

INDIAN MARKET SIZE

Figures in INR ' Crores



Source : CII & Gartner

INR
40,000
CRORES



TOTAL
ESTIMATED
MARKET
SIZE &
GROWING...

COMPETITIVE LANDSCAPE

INDIA



INTERNATIONAL



“ the era of lead generation game is over ”

Prashanth
Prakash
-ACCEL PARTNERS


SOURCE : VC Circle
(19.02.2016)

Non fulfilment & Directory Approach

Only B2C focused

Bidding approach with sole focus on cost and not quality

End to end fulfilment with focus on price and quality



OUR USP !!!

- ❑ First mover advantage with our unique **S.M.A.R.T.** business model
- ❑ Our Technology led engine to capture **digital footprints** of our prospective service partners
- ❑ Our **cross-vertical expertise** would help clients in getting better and more meaningful solutions
- ❑ **Deeper engagement** with our Service Partners by having Loyalty programs
- ❑ Would be providing many tools and software to our service partners as well as our clients to increase their **productivity**

GO-TO-MARKET STRATEGY

- ❑ Through **Cross-referrals** with our on-ground service partners and consultants network
- ❑ **Digital marketing** which would include publishing blogs on different categories and content creation
- ❑ Organising events, workshops, corporate quiz and **“CXO Awards”** in association with the Chambers of Commerce
- ❑ Creating Resource Index **“Resourcex”** for different categories in association with a media house

TRACTION SINCE MAY ' 2016

Illustrative

Accomplishment so far:

- ☐ Gross Billing : INR XXX Lacs
- ☐ Gross Margin : INR XXX Lacs

Our notable Service Providers:

- ☐ Mr. ABC, XYZ Ltd.
- ☐ Mr. PQR, XXX Partners
- ☐ Mr. CCC, YYY

Current Orders-in-hand :

- ☐ Worth gross billing : INR XXX Lacs
- ☐ Expected margin : INR XXX Lacs

Our initial believers & esteemed customers:

- ☐ ABC Industries Ltd.
- ☐ XYZ Healthcare
- ☐ PQR Realty

FINANCIAL PROJECTIONS (Figures in INR Crores)

Illustrative

Revenue Account

Particulars	Year 1	Year 2	Year 3
Gross Billing	100	200	300
Gross Margin	2.5	10.5	40.5
Operating Expenses	3	10	20
PBT	(0.5)	(0.5)	20.5

Capital Account

- **Capex / Office infrastructure cost for :**

Year 1 = 1

Year 2 = 2

Year 3 = 3

- **Net Investments Required in the first Year :** $(\text{Loss Y1} = 0.5) + (\text{Capex Y1} = 1) = \text{Rs. 1.5 Crores}$
- **Looking to Raise INR 1.20 Crores for a 12% stake at a valuation of Rs. 10 Crores**

Team FMR

Strong team with over 60 years of cumulative experience in serving mid sized businesses



Ameet S. Kishorpuria (CA)
CEO - Team Building, Strategy & Marketing



Santosh H. Raut (B.Tech.)
Consulting CTO - Software & Web applications Development



Bikram Saraf (CA)
CFO - Finance & Administration



Sonal Jindal (MBA)
PRO & Business Development



Deepak Agarwal (CA)
CMO - Marketing and Sales



Subhobrato Chakroborti, MBA (IIM-C)
Consulting Digital Strategist



Anup Kishorpuria, (B.Com.)
COO – Operations & Channel Development



Nayan Balwani (B.Tech.)
Manager Operations – Tech. & Support

THANK YOU

Resoucekart Technologies Pvt. Ltd.

303, Cello Triumph, I B Patel Marg, Goregaon (E), Mumbai – 400 063

{ T } : + 91 22 3969 8400 / 01

{ C } : + 91 91678 24432

{ E } : ameet@findmyresource.com