

Qworum

Groundbreaking application integration technology.
Aiming to make the Web a full-fledged platform
for applications.

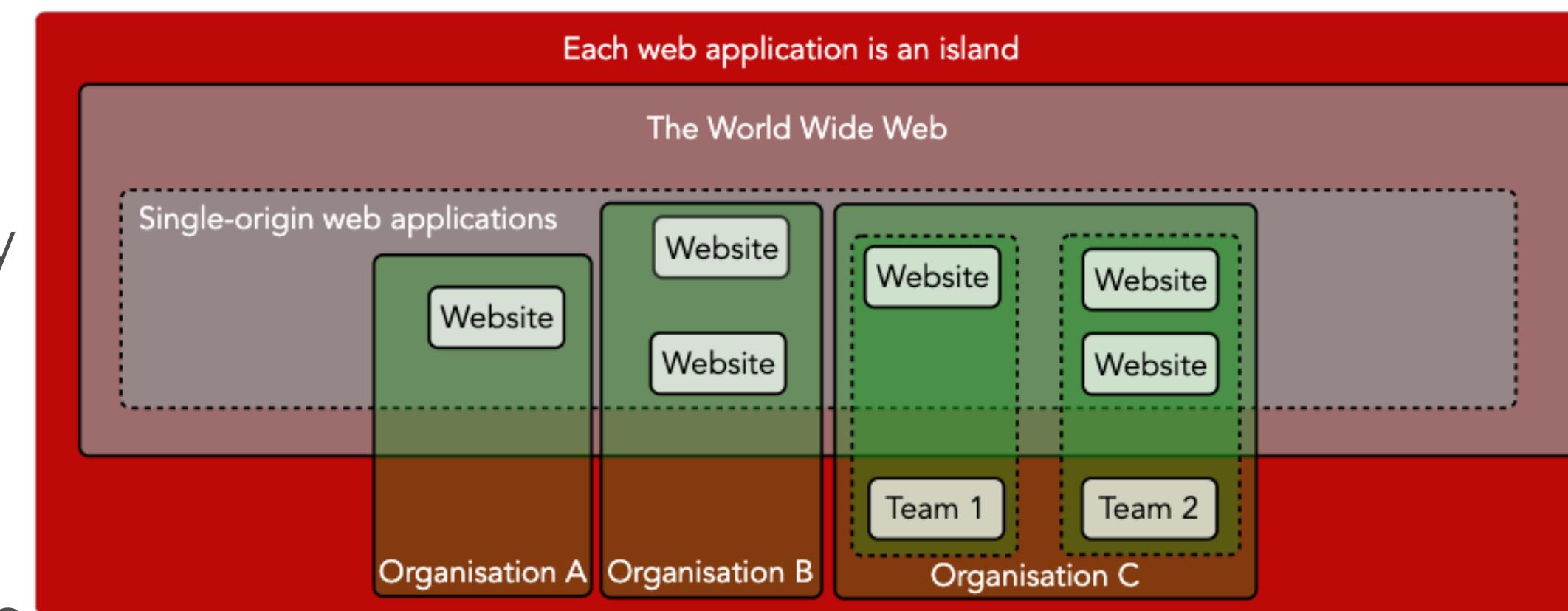
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Problem

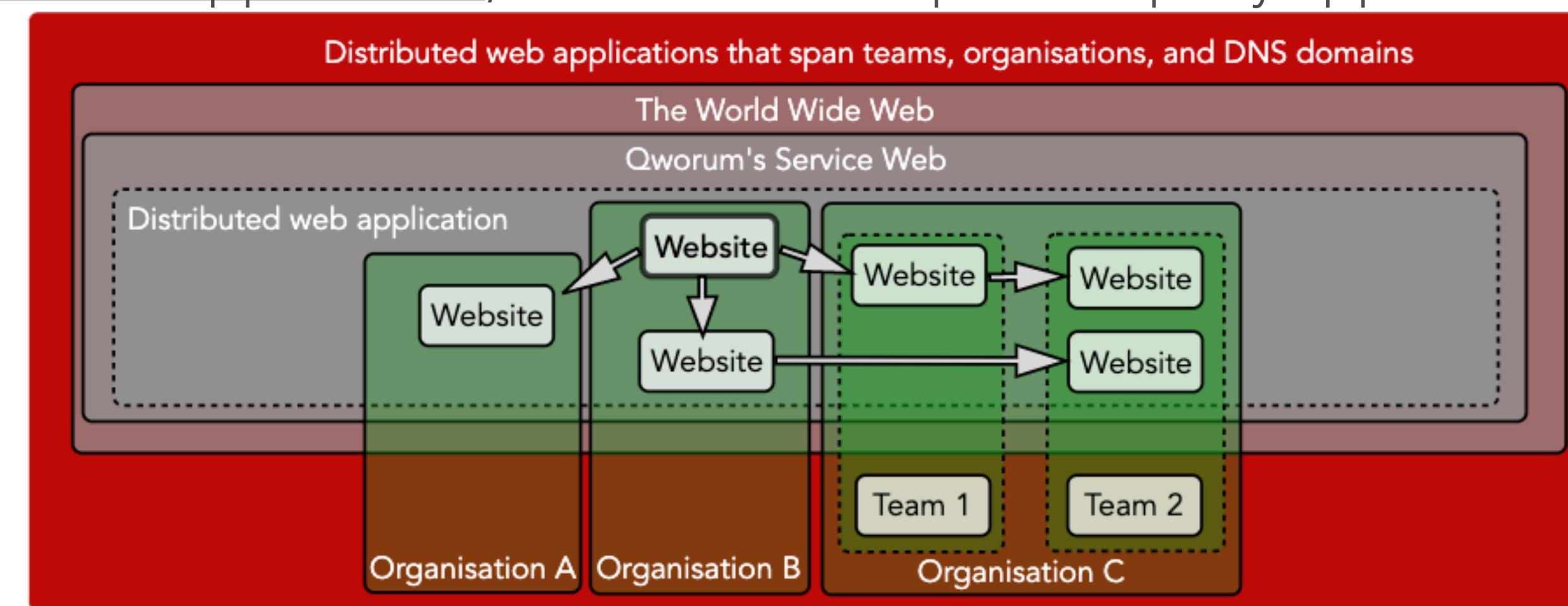
OThe Web is widely being used for providing applications, but the Web was created as a platform for content, not applications.

- Applications are not content. Example: With apps, the browser's "Back" button takes you back in time, not just back one page!
- The Web still isn't a full-fledged application platform** like Windows, iOS...
- But the Web is potentially even better than those. Example: Distributed UIs.
- Some application-specific features missing from the Web:
 - A module system for applications. For increased productivity and specialisation in IT.
 - UI-level application integration.** Currently only data-level integration (more complex).
 - App store for the Web.



Solution

- Advanced web browser capabilities, including new application integration, modularisation and linking mechanisms.
- Based on patented breakthrough in web-based computing theory.
- Support for modular and **distributed web applications**.
- Layered offering:
 1. Platform-as-a-Service for the frontend (FEPaaS). Browser extension.
 2. Service/application marketplace.
 3. Services/applications, some built on top of 3rd-party applications.



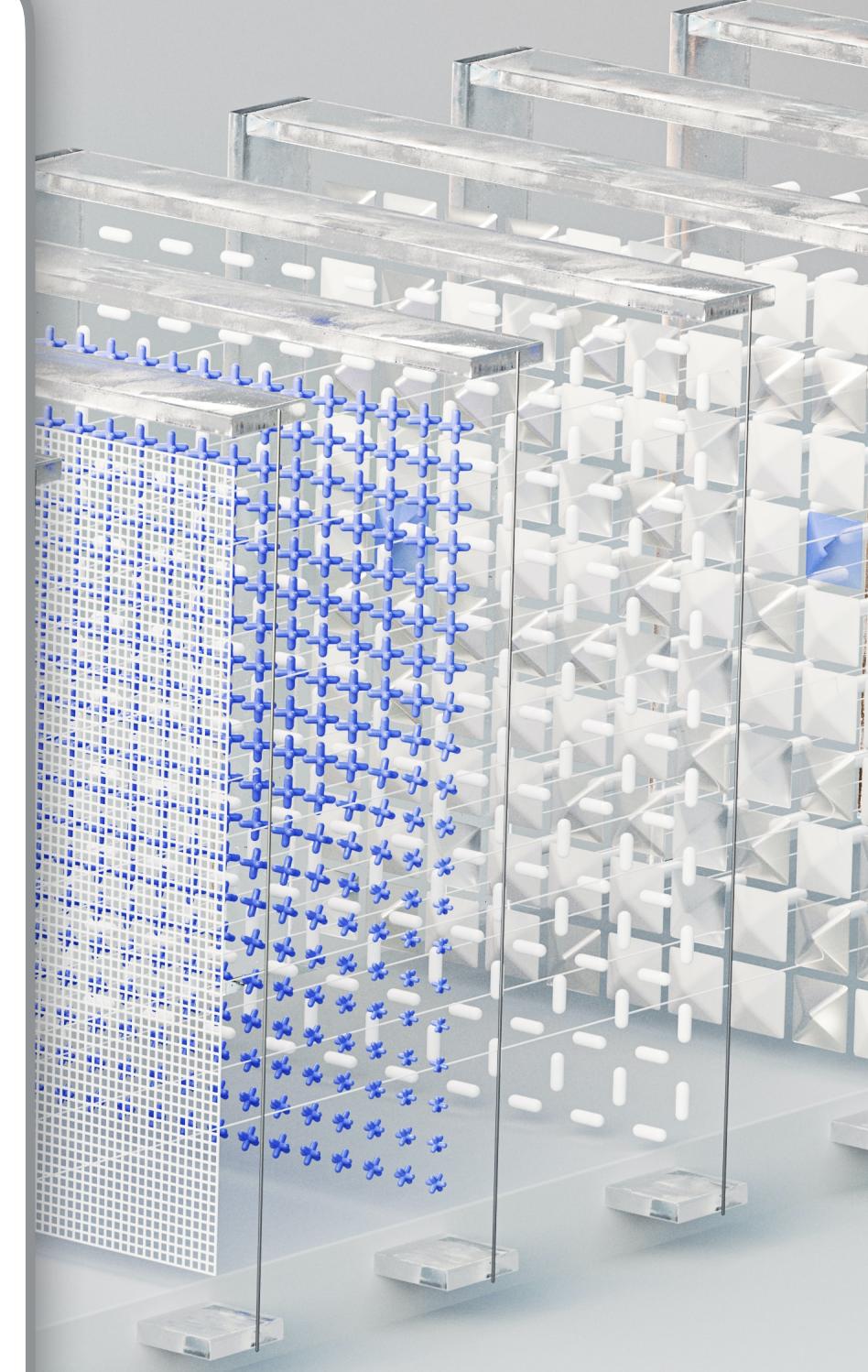
Market

O High-growth markets:

- **Enterprise software platforms** — Low-code sub-segment growing from \$16B in 2021 to \$148B in 2030 (27% CAGR).
- **Enterprise application integration (EAI)** — Growing from \$12 billion in 2022 to \$42B in 2030 (16% CAGR).

O Customers:

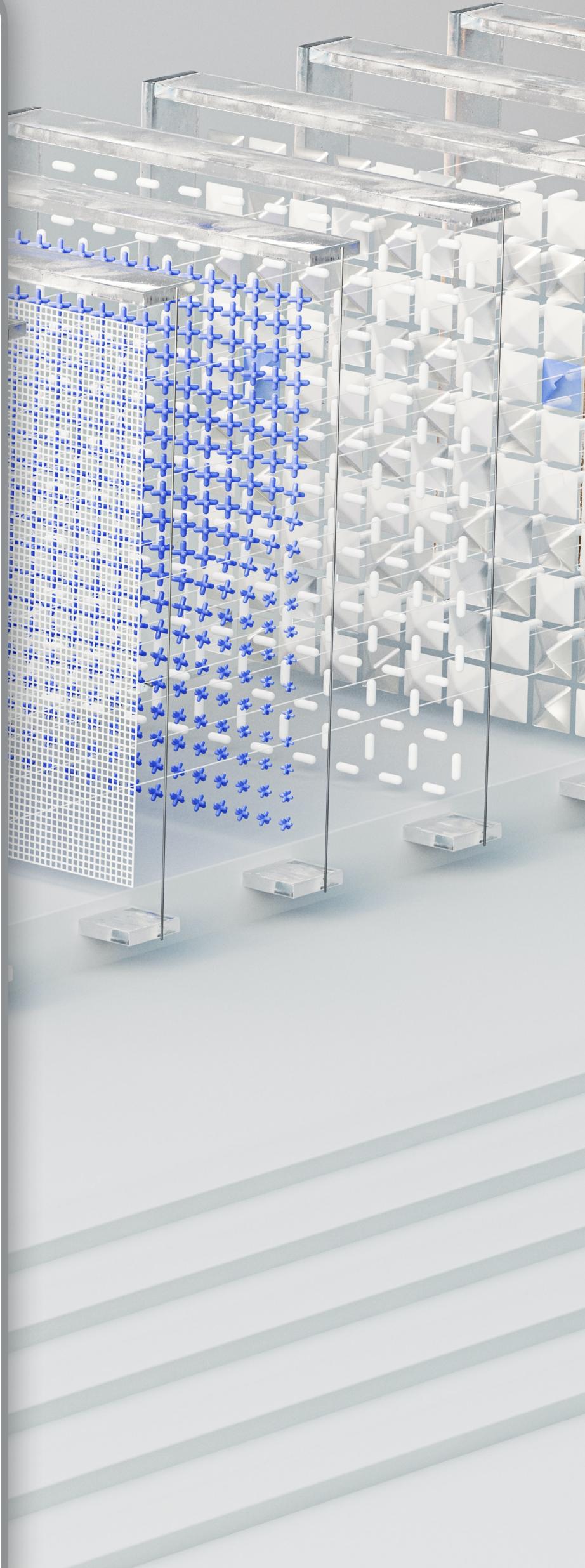
- Software-as-a-Service vendors.
- Enterprises that use bespoke software.



Go-To-Market



- Direct sales to SaaS vendors (USP: new application integration technology)
- Partnerships with IT consultancy firms (for reaching businesses that use bespoke applications)
- IT expos and conferences (SaaStr, API World, Apidays, etc)
- Cloud marketplaces (AWS, Azure, Google Cloud, etc)



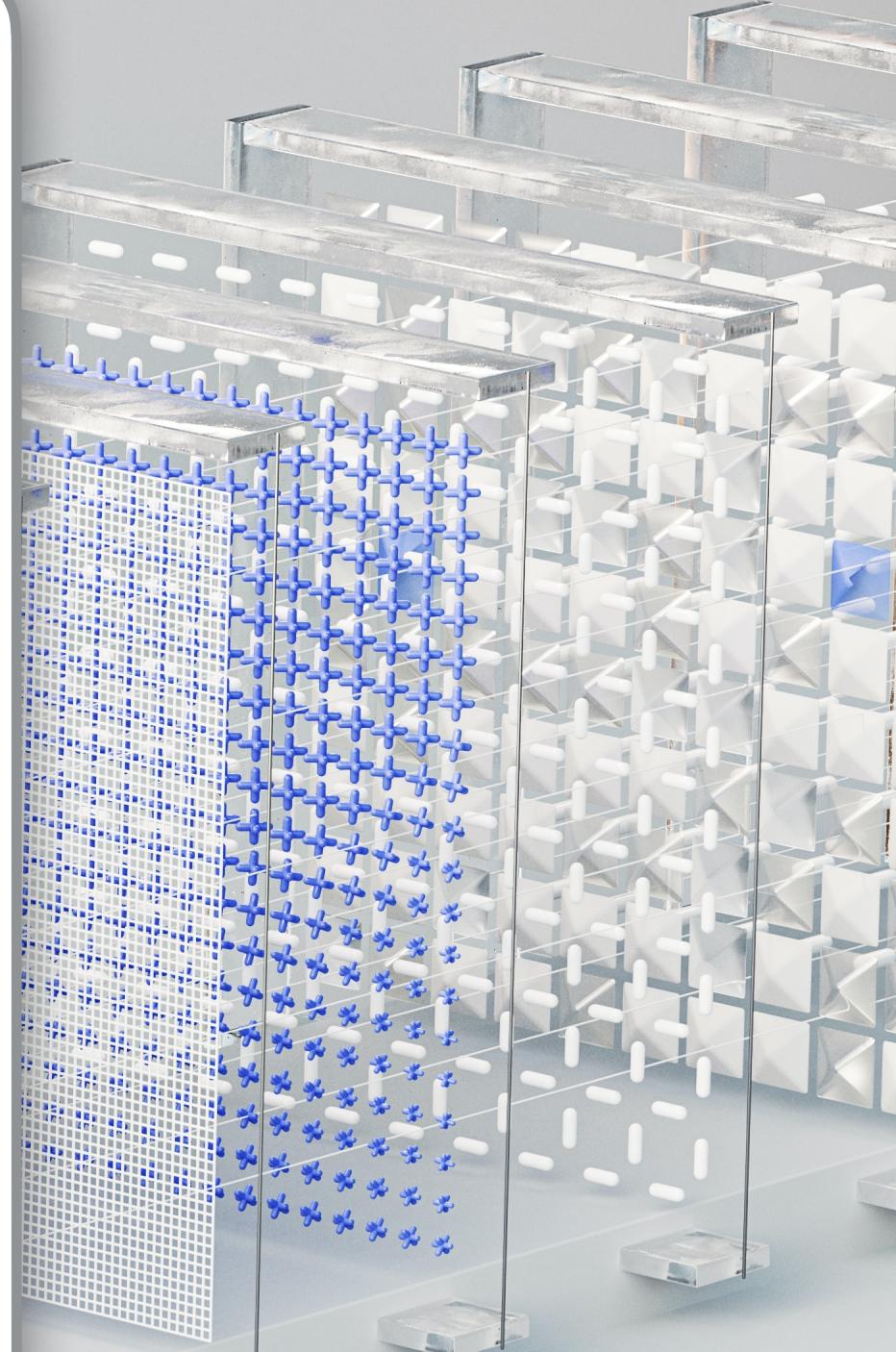
Competition

○ Competitive advantages:

- No direct competition.
- Strong network effects (module system).
- IP defensibility. Expired patent US8266632, others possible.

○ Indirect competitors:

- Enterprise software platforms — Outsystems, Mendix, Unqork, Retool etc.
- EAI solutions — Informatica, Oracle, IBM, Talend, SAP, Denodo, Microsoft, Qlik, TIBCO, Fivetran, SnapLogic etc.
- Open source solutions — Micro-frontends.



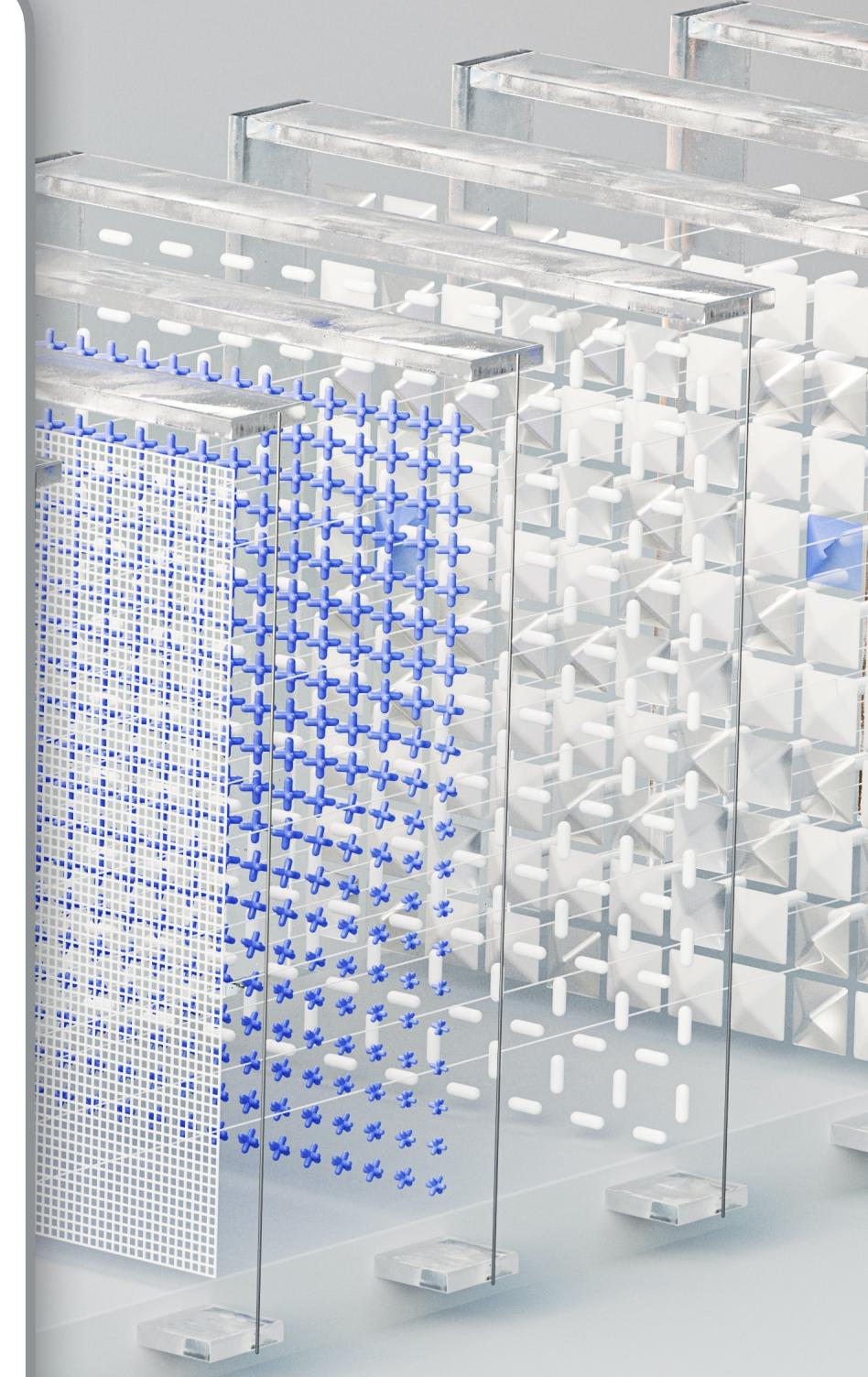
Roadmap

○ Enterprise SaaS:

- Find first customers.
- Support all mainstream web browsers.
- Add value-added subscription plans for observability etc.
- Launch service marketplace.
- Sell own Qworum services.

○ Consumer SaaS (longer-term):

- Enter distribution agreements with browser makers.
- Find first customers.

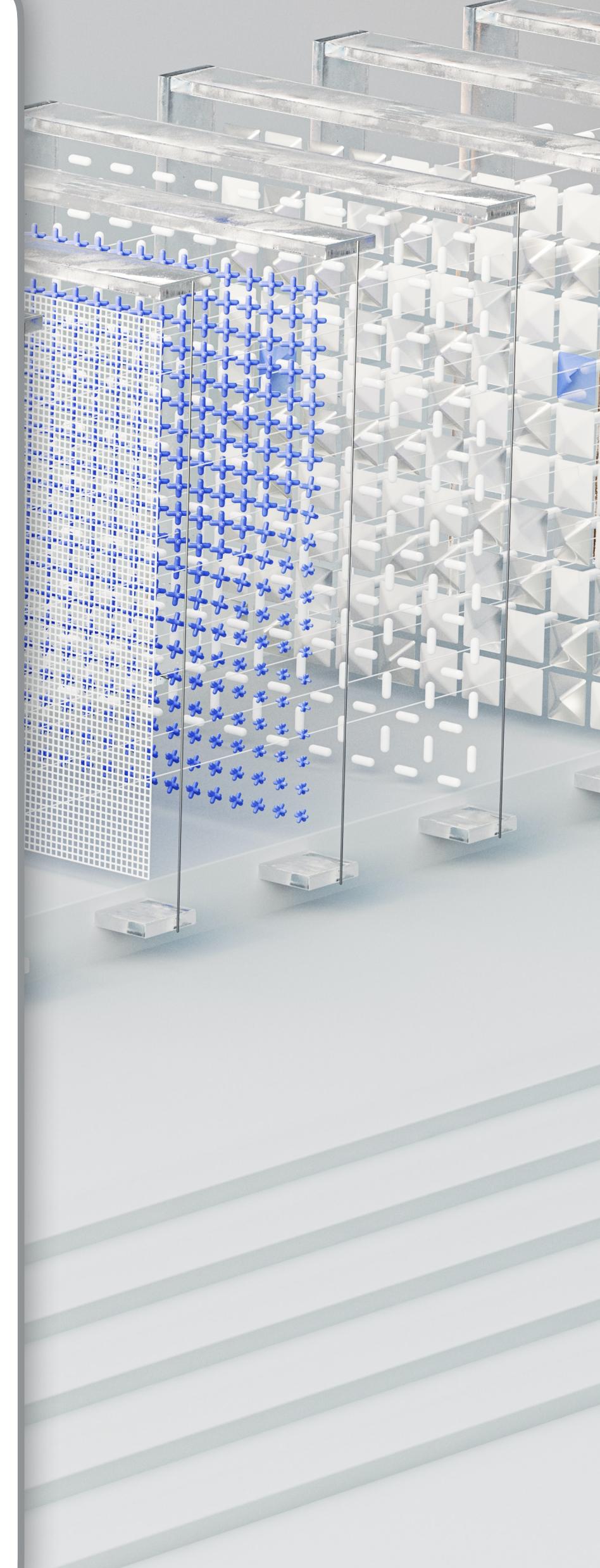


Financial Forecast



- Cumulative subscription revenue.
- Currently **very high-margin**: No cloud hosting costs, no software distribution/update costs.
- Conservative forecast. — *Production & sales capacities assumed constant. In practice those will be ramped up.*

	Year 1	Year 2	Year 3	Year 4	Year 5
Sales [USD]	500K	4.7M	10.5M	16.2M	22M
Expenses [USD]	300K	1.5M	3M	4.7M	6.3M
Yearly earnings [USD]	200K	3.2M	7.5M	11.5M	15.7M
Cumulated earnings [USD]	200K	3.4M	10.9M	22.4M	38.1M
FTE	2	2	2	2	2
Number of customers	50	100	150	200	250



Team

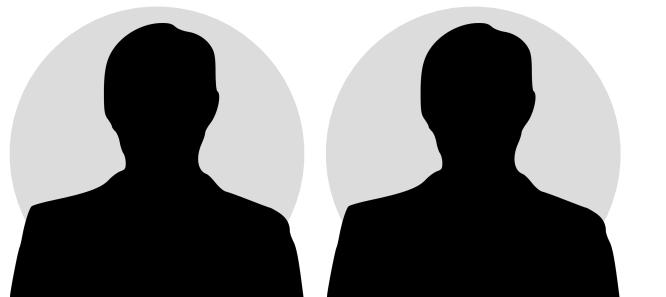


Doğa Armangil
Founder, CEO,
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- ▶ EPFL software engineer.
- ▶ Patent author in the fields of web, microservices and distributed systems.
- ▶ InfoQ contributor.



Sales force



Software engineers

