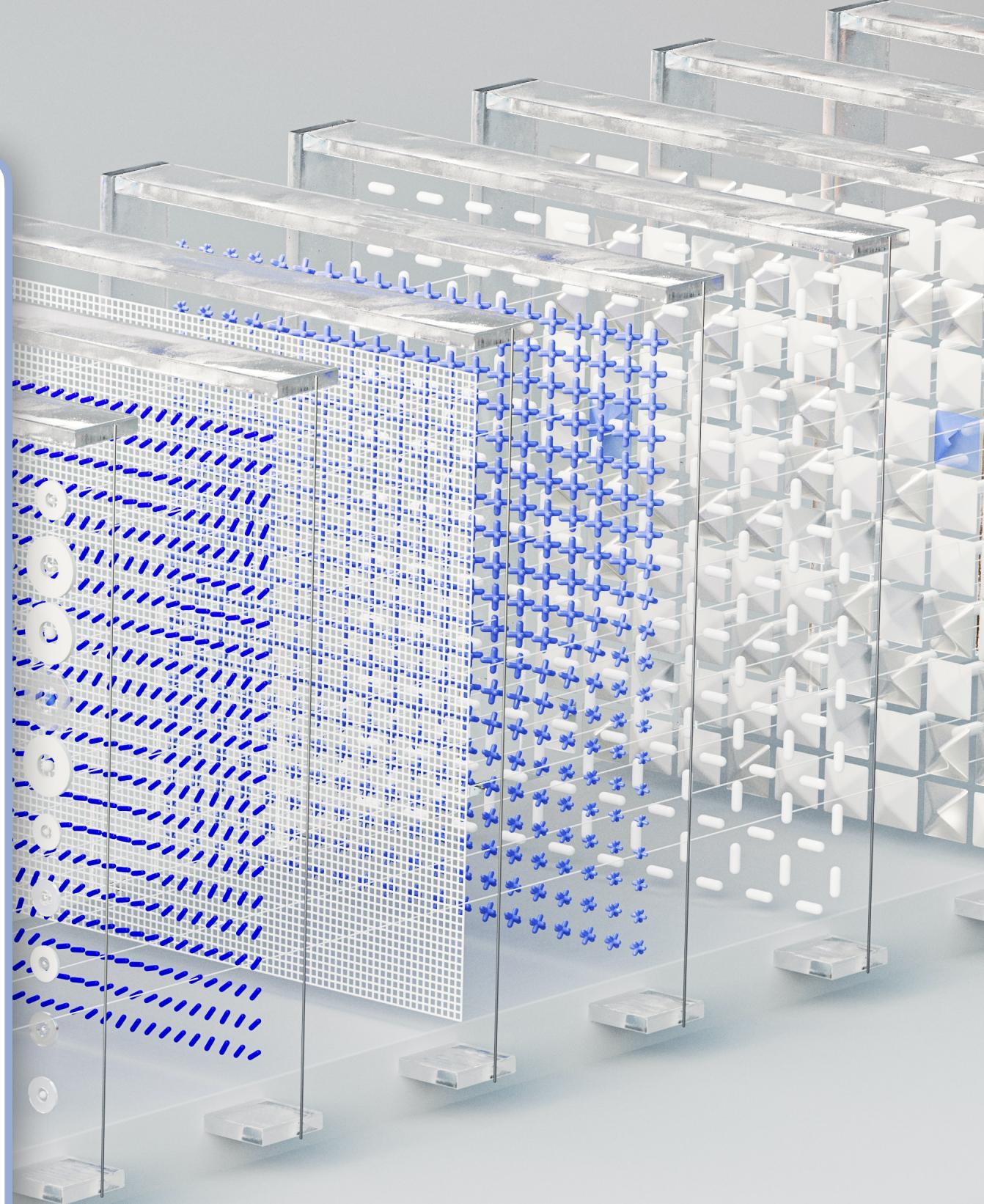


# Qworum

The groundbreaking Platform-as-a-Service  
that upgrades the Web for applications

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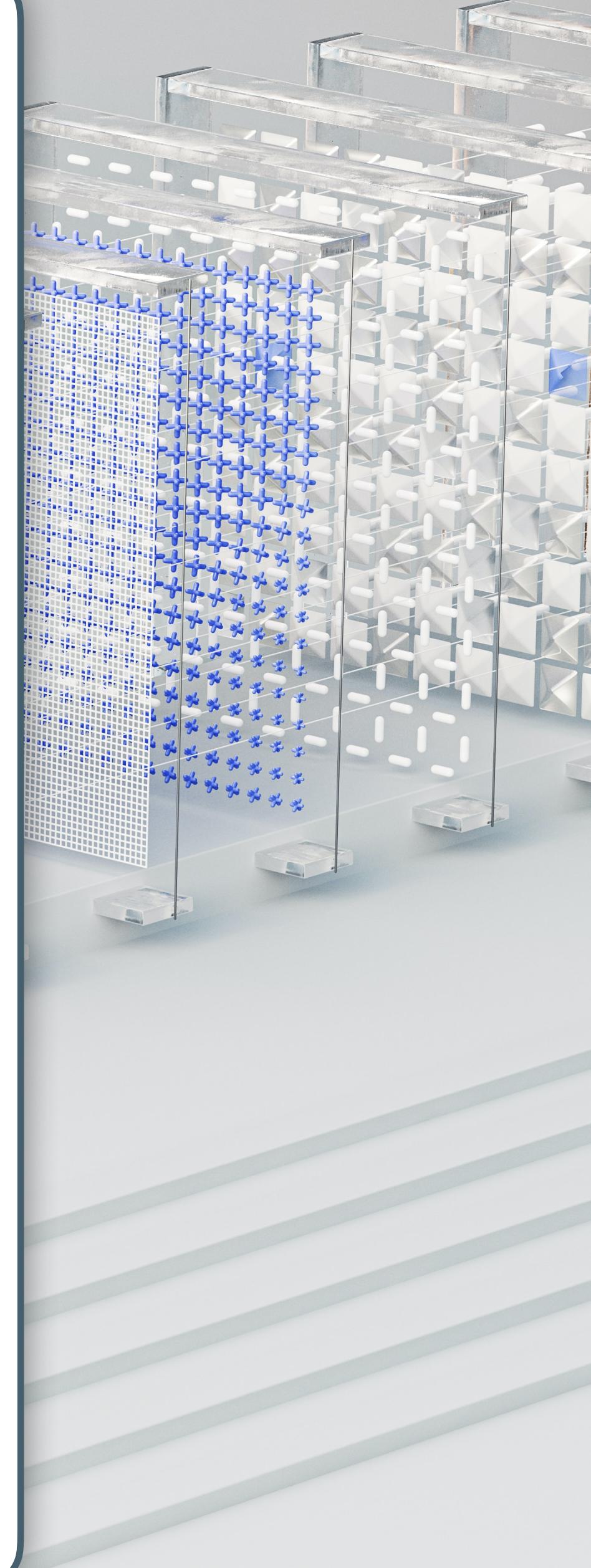
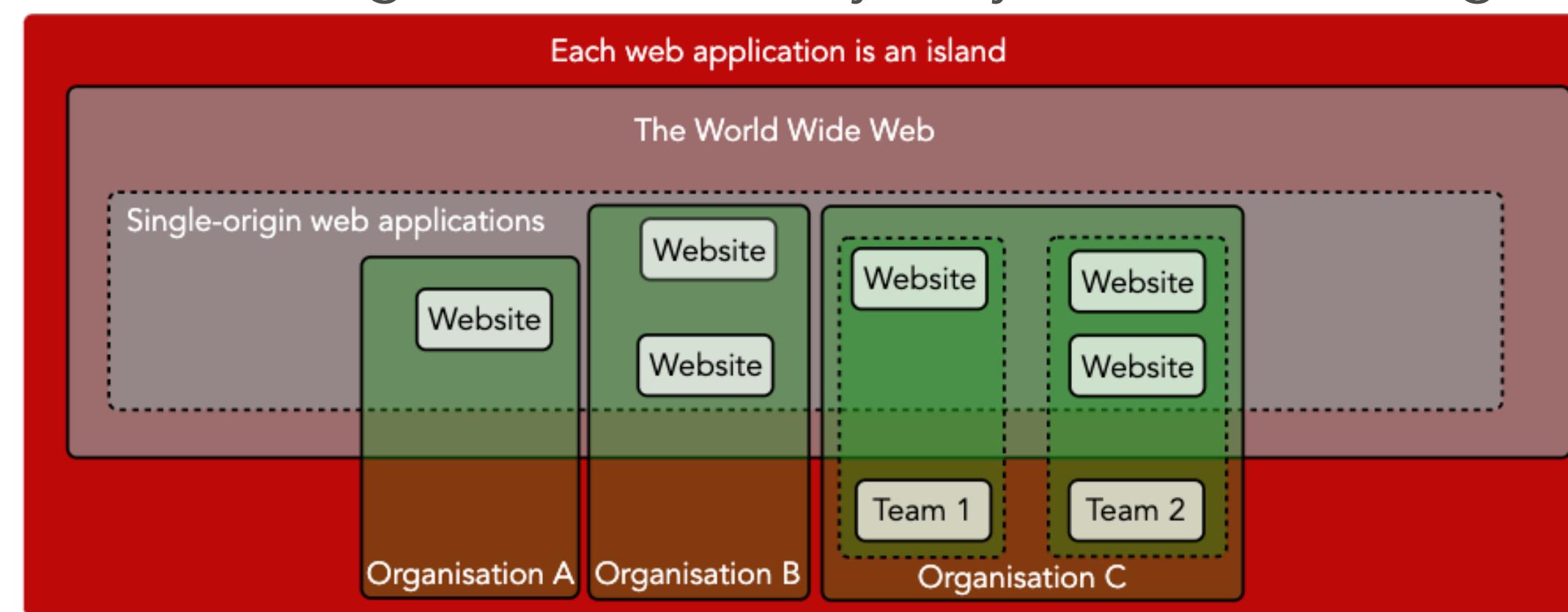
Web: [Qworum.net](http://Qworum.net)  
Twitter: @QworumNet



# Problem

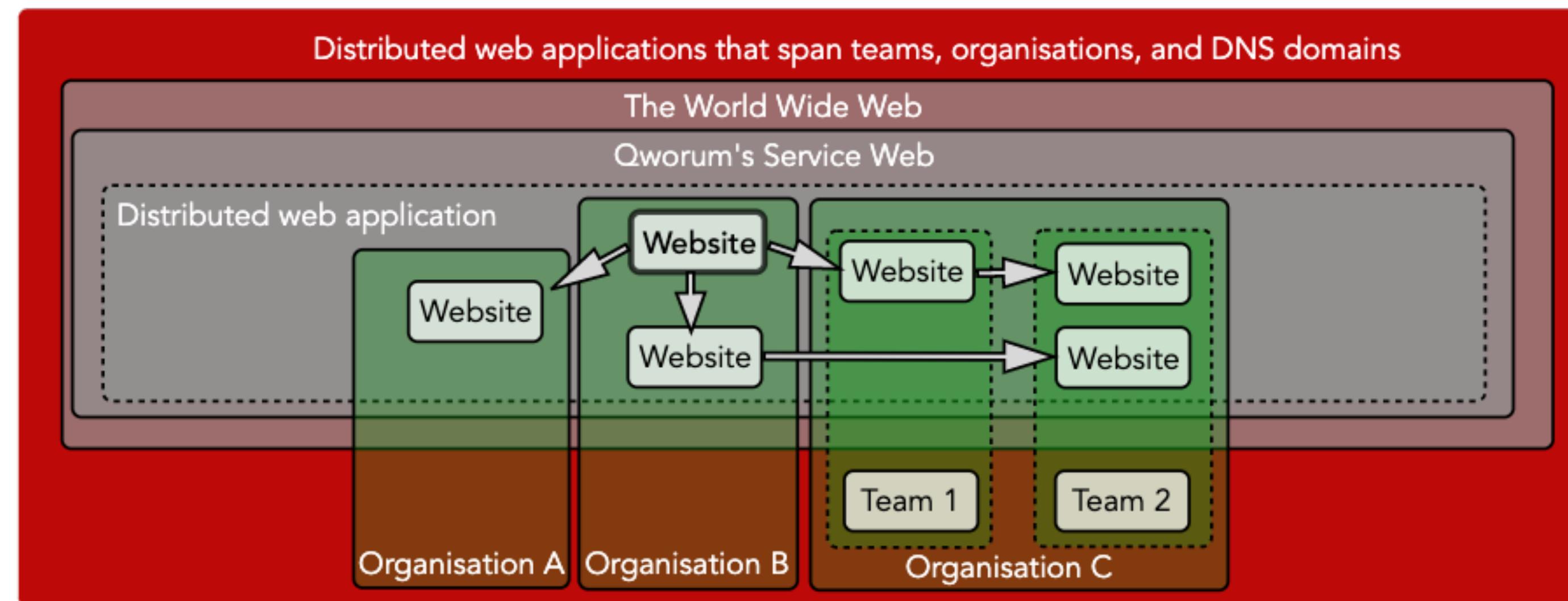
## O The Web was created as a platform for content, not applications.

- But 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 an app platform comparable to Windows, macOS, iOS etc. 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. Would enable productivity and specialisation.
  - UI-level application integration. Currently only data-level integration (more complex).



# Solution

- Advanced web browser capabilities, based on patented breakthrough in distributed 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 built on top of 3rd-party applications, or new.



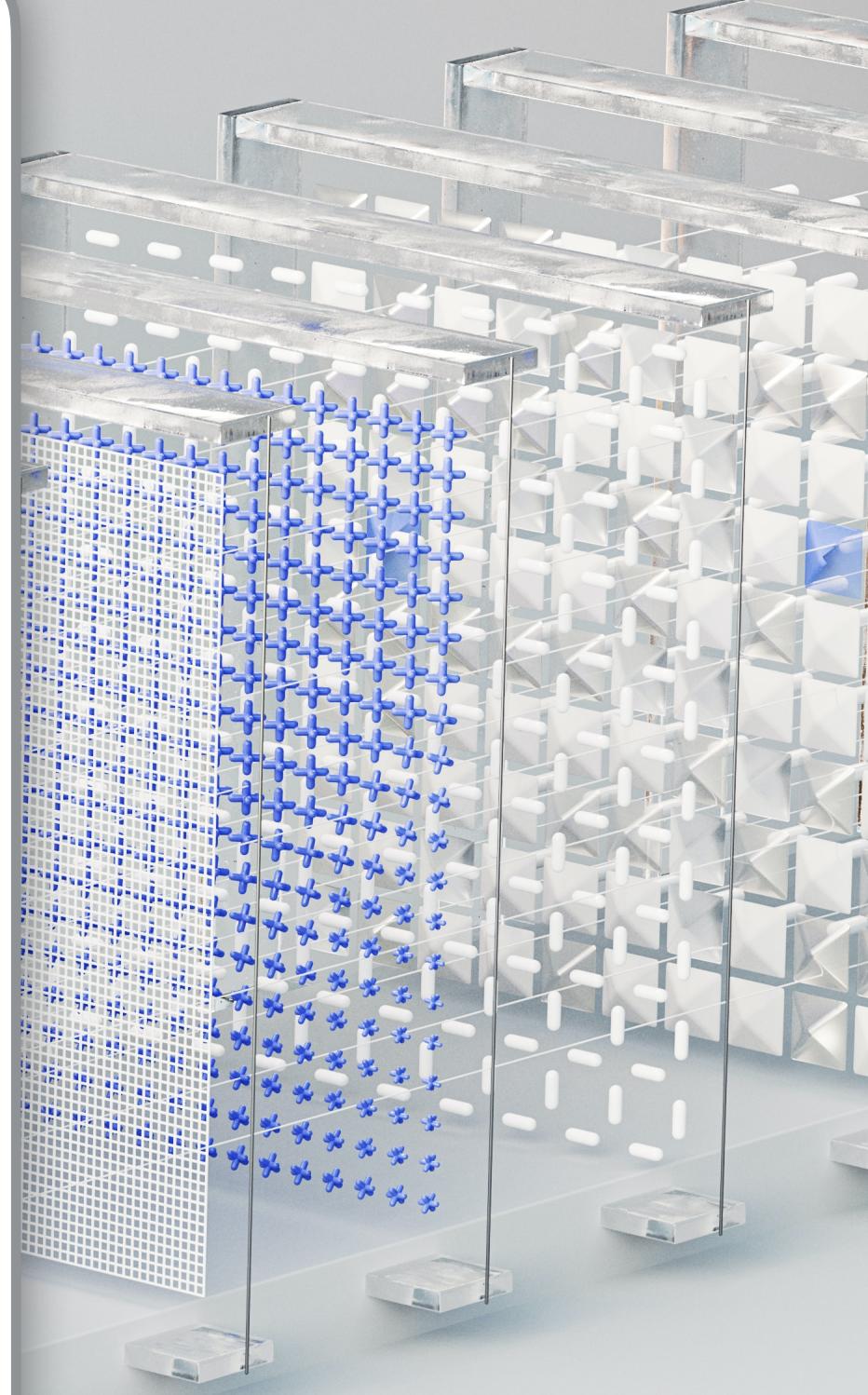
# Market

## 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:

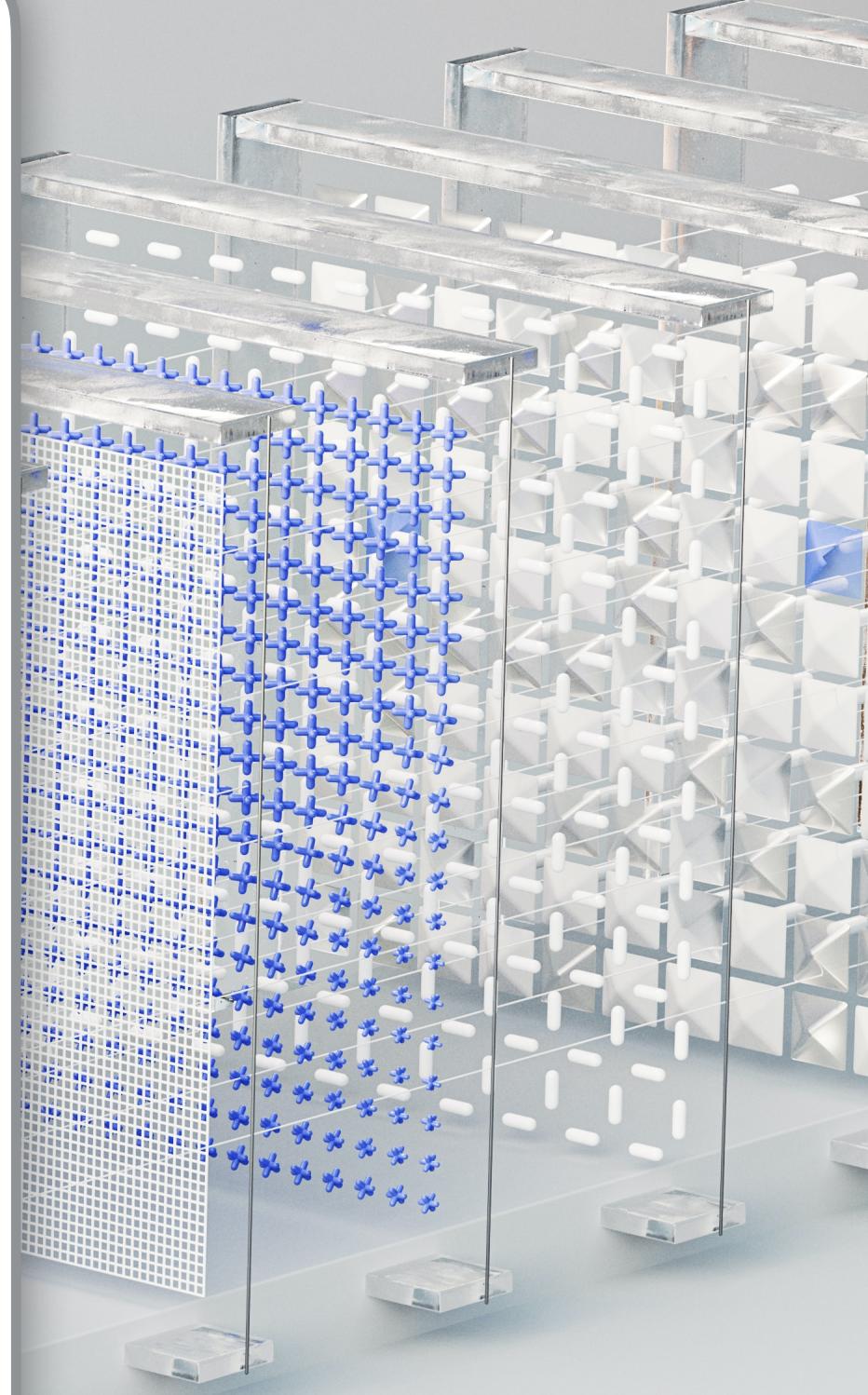
- Software-as-a-Service vendors.
- Enterprises that use bespoke software.



# Go-To-Market



- Partnerships with IT consultancy firms — Swisscom B2B IT Solutions, etc.
- IT expos and conferences — SaaStr, API World, Apidays, etc.
- Cloud marketplaces — AWS, Azure, Google Cloud, etc.
- Direct sales to SaaS vendors and enterprises.



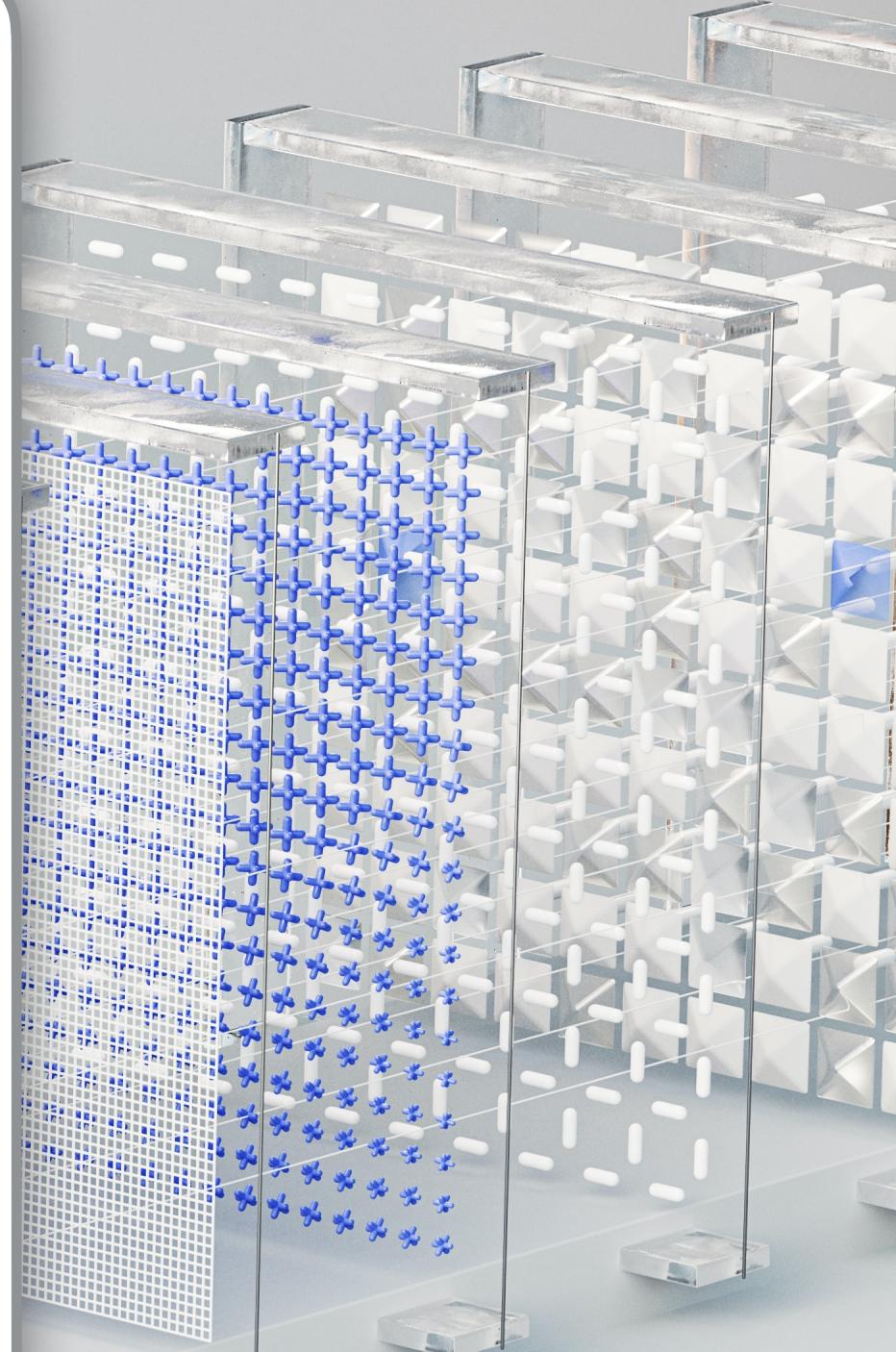
# Competition

## O 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.



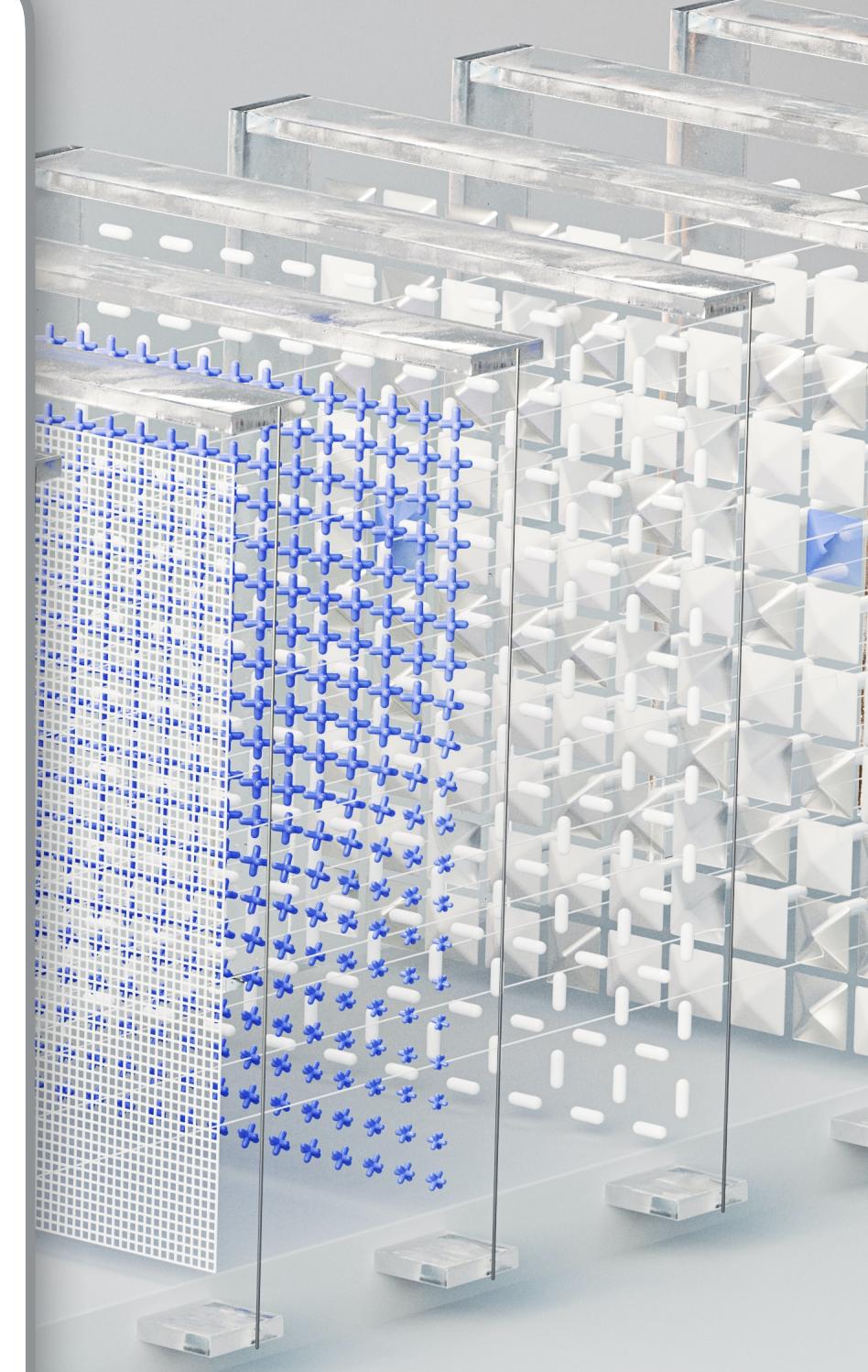
# Roadmap

## ○ 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.

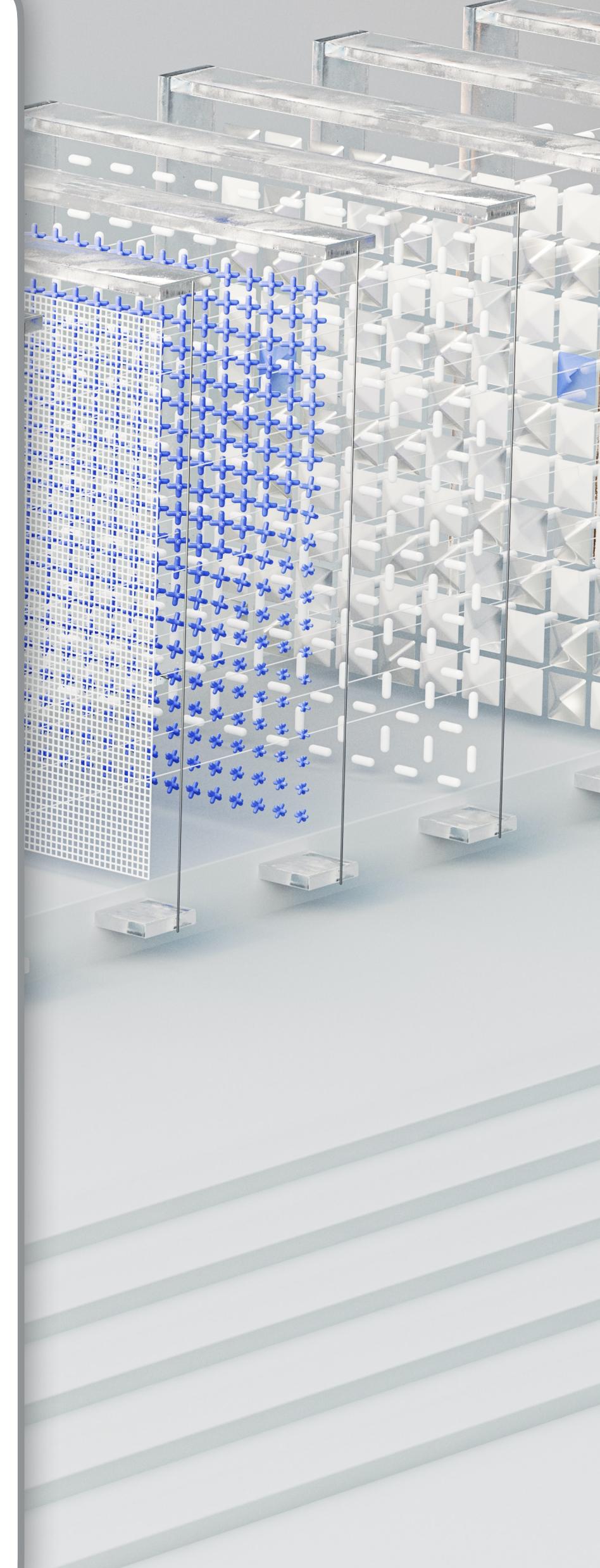


# Financial Forecast



- 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

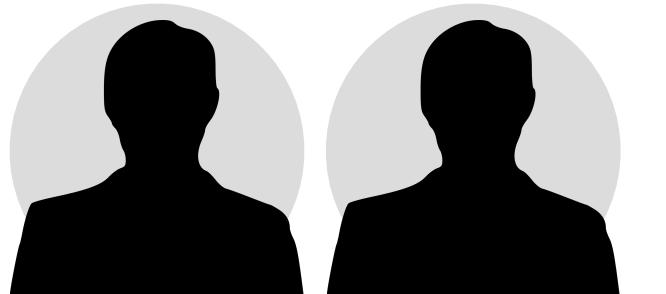


Doğa Armangil  
Founder, CEO,  
CTO

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



Sales force



Software engineers

