The marketplace for your extended workforce

ryalto

INVESTOR
INFORMATION
DECK

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1

Ryalto is a cloud based marketplace which enables you to manage your extended workforce by technology cluster

Ryalto facilitates job identification for your approved freelancer network

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Ryalto can be populated with both your existing talent bench *as well as* with external consultants and our transparent pricing structure gives your Managers control of their budget

Ryalto is a communication platform, allowing you to manage relations with your project teams as well as maintain contact with past and future team members
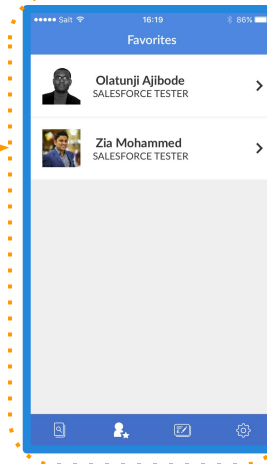
Ryalto allows you to review consultant skills, monitor availability, verify internal references, make offers and hire the *rockstars* in your industry
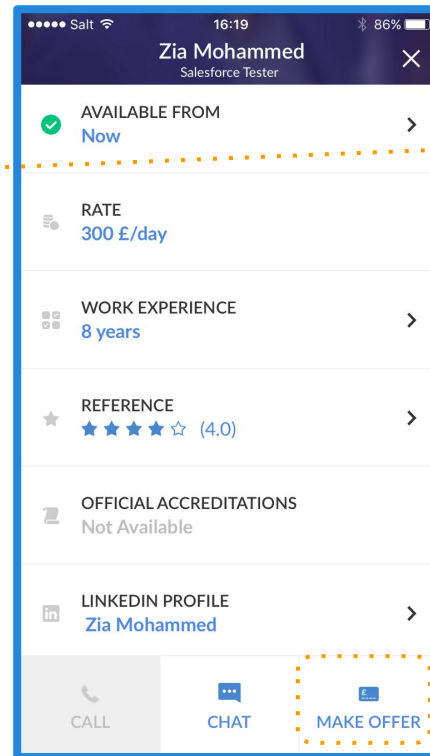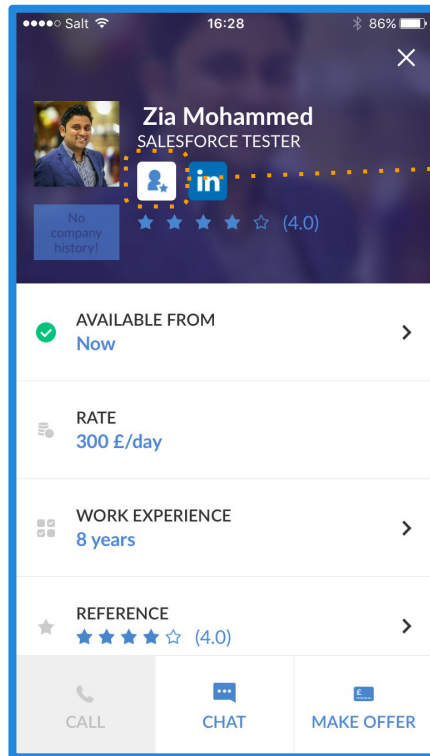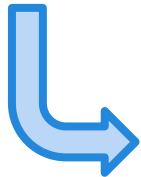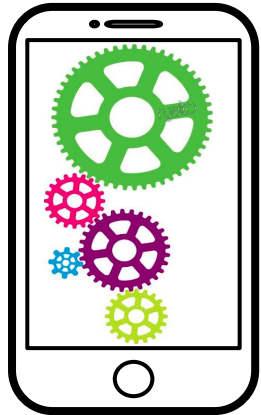
Ryalto is a mobile first solution for the time strapped hiring manager. It's intuitive navigation and beautiful UI allows for simple, seamless team curation
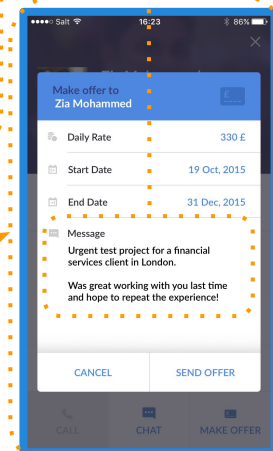
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Search

Review

Select

Search screen

● ● ● ● ○ Salt 🛜   16:28   🔋 86% 🔋

✕

Zia Mohammed
SALESFORCE TESTER

👤 in

No company history!

⭐⭐⭐⭐☆ (4.0)

✅ **AVAILABLE FROM**
Now ›

RATE
300 £/day ›

WORK EXPERIENCE
8 years ›

⭐ **REFERENCE**
⭐⭐⭐⭐☆ (4.0) ›

📞 CALL   💬 CHAT   💷 MAKE OFFER

Review screen

● ● ● ● ○ Salt 🛜   16:19   🔋 86% 🔋

Zia Mohammed
Salesforce Tester

✕

✅ **AVAILABLE FROM**
Now ›

RATE
300 £/day ›

WORK EXPERIENCE
8 years ›

⭐ **REFERENCE**
⭐⭐⭐⭐☆ (4.0) ›

OFFICIAL ACCREDITATIONS
Not Available

in **LINKEDIN PROFILE**
Zia Mohammed ›

📞 CALL   💬 CHAT   💷 MAKE OFFER

Favorites screen

● ● ● ● ○ Salt 🛜   16:19   🔋 86% 🔋

Favorites

👤 Olatunji Ajibode
SALESFORCE TESTER ›

👤 Zia Mohammed
SALESFORCE TESTER ›

Make offer screen

Include Project details and personal messages

● ● ● ● ○ Salt 🛜   16:23   🔋 86% 🔋

✕

Make offer to
Zia Mohammed

💷 Daily Rate   330 £

📅 Start Date   19 Oct, 2015

📅 End Date   31 Dec, 2015

💬 Message
Urgent test project for a financial services client in London.

Was great working with you last time and hope to repeat the experience!

CANCEL   SEND OFFER

📞 CALL   💬 CHAT   💷 MAKE OFFER

and much more...

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Centralised extended workforce

Highly discounted pricing model

Communication with your ecosystem

Rapid search functionality

Trackable internal references

Rate transparency across projects

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pwc

- PwC has 4,500 people in Technology across 4 technology verticals (Oracle, SAP, Microsoft & Salesforce.com)
- 6% utilisation of freelancers at any given time (approximately 270 freelancers)
- Avg project duration is 3 months (This means over the course of a year, PwC Europe will "employ" approx 1,000 freelancers across its extended workforce)
- PwC project managers do not rank, grade or communicate the performance of this extended workforce community to anyone within PWC. This knowledge stays with the hiring / project manager; it becomes his IP. If the consultant was a Rockstar, a high performer or a liability, the next hiring / project manager would not have access to that information. If the hiring / project manager leaves PwC and joins Deloitte (for example) that IP would be transferred to Deloitte.
- PwC does not retain a relationship with this community once the project is finished,
- PwC does not necessarily re-hire or retain the best people in this community.
- PwC may well be re-hiring some of the worst performers in the community.

accenture

- Accenture has a policy of keeping freelancers in the range of 7% to 12% of its workforce.
- Accenture has 60,000 employees across its consulting business.
- At 7%, Accenture would have an Extended Workforce of 4,200 people at any given point.
- Accenture does not rank, grade, measure or communicate with that Extended Workforce community.

EY

- $6 billion business employees 60,000+ people
- EY wants to almost triple its revenue to $15bn by 2020, while only doubling its headcount to approx 120,000
- "The Extended Workforce" will be one critical component of how EY will achieve revenue growth without having to drive unsustainable headcount growth.
- EY has no tool to rank, grade, measure or communicate with that Extended Workforce community

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salesforce

- Salesforce selected as the first specialty Freelance market
- A red-hot talent market with fast growing freelancer use
- High turnover and high demand for "known freelancers"

Future iterations will see us pivot to Nurses/locums in Healthcare, Riggers/Engineers in Oil & Gas and Technicians in Pharma

accenture
tquila

- Accenture and Tquila ANZ have demo'd and loved the product
- Both have signed up to BETA test the platform

Advanced stage, +tive discussions with Deloitte, Salesforce, PWC, Cognizant, EY and CSC, with many many more to approach

LinkedIn
k2 partnering solutions

- LinkedIn Data Pool has been augmented with K2's 'trusted partner' consultants
- K2 is a LinkedIn Strategic customer & dev partner

Further LinkedIn collaboration and enhanced agency partner relations to increase approved talent pool

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Chief Revenue Officer

Jim Common is an experienced enterprise level sales manager with extensive client relationship management skills and a passion for start-up culture and tech businesses.

Jim has a background in recruitment and headhunting and has lead numerous major talent acquisition programmes for some of the world's largest companies.

Creative Director

James McHugh is the founder and investor behind Yes Tquila, Tquila & K2.

James has committed the seed funding to develop the BETA version of Ryalto. James is well connected within the GSI community, and will be critical in bringing Ryalto a client / case study.

Chief Product Officer

Phil Lidstone is a product guy, developer and Project and Product manager. He has a deep understanding of the technology landscape but with an eye always on the business.

As head of product management at CARFAX he increased mobile purchases of CARFAXs core product offerings by 900% YoY 2 years in a row.

A selection of successful cloud recruitment platforms but which differ greatly from Ryalto's value proposition and addressable market

The majority of workforce marketplaces that exist should not be considered as like-for-like competitors with Ryalto. The most popular and successful of them focus on a 'Joe Public' consumer-to-small-business or consumer-to-contractor platform approach which requires high transaction volumes on low value charge rates. The crucial component they are missing is Enterprise-to-business/contractor revenue streams.

Ryalto has taken the opposite approach; focussing first on building a robust enterprise-centric business across markets, starting with Technology Consulting, with Healthcare professionals and Oil and Gas Engineers to come amongst others. Our platform enables some of the largest organisations to take control of their extended workforce through closer communication, greater transparency on rates and work quality and by centralising all of this on one mobile application; this is a highly skilled and selective ecosystem of the best consultants on the market and with a strong focus on quality rather than quantity.

Recruitment has been threatened with disruption for sometime; what started with Monster and JobServe has moved on to LinkedIn. As yet, none of these have proven to be truly "disruptive" however; they have rather enhanced or been accretive to the recruitment process / sector. It is our view that Ryalto should break this mould, providing an innovative solution alongside (at least initially) the standard recruitment process. Ryalto is a communication platform and community first and a recruitment tool second. We believe one leads to the other.

Initially the focus is on build, engagement and scale. We will offer the app for free in order to achieve this. Future monetisation will come from a marginal markup (considerably less than standard agency rates) on each recruitment transaction, premium licence fees for data analytics reports and in the further future from web/mob advertising.

1

Establish the platform under the guidance of early adopters who have agreed to BETA test it to ensure robustness. Architect the solution to be rolled into additional high value markets such as Healthcare and O&G

2

Today's team of 8 technical people and 1 Sales will grow along with further addition of senior leadership in order to add functionality and break into these new markets

3

Having leveraged possibly one for the largest databases of technology consulting talent globally, we intended to partner with leading specialist recruiters in these other markets

4

Once embedded in our early adopters we will raise an enterprise and/or VC lead Round A in early 2016 in order to truly scale the business at pace

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Post-money Value of US$5m with 20% of Ryalto being offered for a $1M stake, minimum stake of $50,000

Investment in the form of share issuance from Ryalto Ltd., a UK based company

- High risk threshold

- Domain knowledge, specifically user experience in working with freelancers, being a freelancer or understanding of relevant parallel industries that Ryalto could be rolled out to, ability to make introductions and open doors in Healthcare, Oil and Gas etc. Experience in scaling tech-start ups and fund raising also welcome

- Mid to long term hold, this is probably a minimum 3-5 year investment

- Desire to influence build, design and functionality
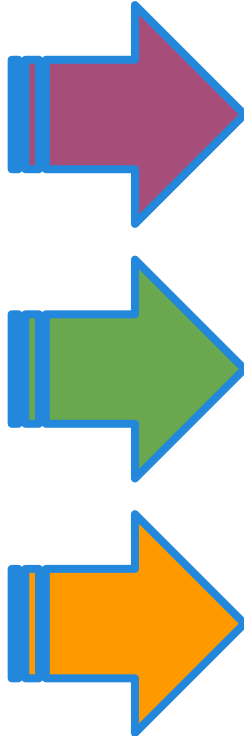
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