**Pitch draft**

Hello, my name is Dima and I present Team “AngryBills”, which is eager to revolutionize the process of work-related expense reimbursement.

There are dozens of services which automate the expense report process. However, when it comes to the settlement of money spent on business purposes, companies are required to manually send the refund amount to the employee or adjust their salary. This can be a time-consuming system. We believe that we can make this process much more convenient for all parties.

With ability to view and share transaction logs of expenses made, which we tested based on SEB’s API, our app allows employees to simultaneously trigger the refund transaction. This makes the employee happier due to receiving their personal money earlier, and companies would require less time for financial employees to focus their time on this procedure.

We would like to start by targeting small and medium enterprises in Estonia whose employees are making business-related payments which require reimbursement. To be more precise, we will focus our attention on global companies that have offices in Estonia, Estonian companies that are working globally, Estonian based companies that have 2 and more offices within Estonia, and companies that provide accounting outsource services.

We are planning to use a monthly subscription business model, where the enterprise will be paying us a fixed sum per user (2 EUR if the company employs up to 10 people, 1.5 EUR if company employs 10-50 ppl and 1 EUR if company employs more than 50 ppl).

Our team consists of a Product Manager, 3 software developers with global working experience, and an awesome designer.

Our next steps are to complete the application, beta test it with the qualifying customers and attract our first corporate clients. Thank you very much!