

The “managed services” offered by SolveCube are:

- Independent domain experts on demand
- Permanent role hiring on your payroll
- Employer of Record service
- Recruiter on Demand (RoD)
- Lead Generation Partner (LGP) on demand
- Ninja teams on demand

Each of the “managed services” is explained below:

### Independent domain experts on demand

Independent domain experts on demand is the perfect solution for when a company needs specialized expertise for specific assignments to take them up to the next level. The experts on demand are mid to senior level experts from various business function domains who work like independent consultants. This talent pool of mid to senior level domain experts aggregated and curated from around the globe, choose to work part-time, or full time on short term assignments, turnkey projects and interim roles. These independent domain experts are registered on the Solvecube platform. On posting a task requirement the AI matching engines sources, searches and indexes the perfect match in rank ordered fashion for easy access and curation within minutes. The short listed experts may be contracted to work remote, hybrid or onsite; for short term, interim or turnkey assignments on full time or part-time basis. Since they are independent contractors they will be contracted and paid on the Solvecube platform after the company pays Solvecube. This service is popular with organizations that are looking for specialist skills and experience for projects that are time and output bound. It is also effective for functions that are important but have tasks that need attention on a part time basis or interim basis until a more permanent solution is found.

### Permanent role hiring on your payroll

This follows a full service model. This executive search service is a combination of using the Solvecube platform to source, search, index and shortlist the eligible candidates and our expert recruiters to curate and present for hire. Solvecube has super aggregated 500+ Mn skills and capabilities to create a sourcing pool of mid to senior level talent for permanent roles. Its AI powered matching engine instantly sources, searches and indexes to present a shortlist by rank order. The assigned RM curates, confirms interest and appropriateness for the role and presents to the hiring manager for placement and hire. Solvecube charges a fixed administration cost and success fee of 15%. This service is particularly useful when hiring for scale within tight timelines.

### Employer of Record service

Solvecube works in conjunction with its Employer of Record partners to source the specific talent needed in the identified location. Solvecube sources, searches, indexes, shortlists and curates the required talent for the client directly or for the client of the Employer of Record (EoR) partner. The EoR partner employs the candidate on their payroll in the country of service. There is a source and search fee and an admin fee that is paid to the EoR partner. This is the perfect solution when a business wants to enter a new market but needs to test the waters; is waiting for the regulatory formalities to be completed; or needs a business presence but not a complete office.

### Recruiter on Demand (RoD)

A pool of over 2000 Independent Recruiters with domain expertise and 8+ years of experience and varied industry backgrounds have been curated on the Solvecube platform. The RoD service allows companies to hire experienced recruiters on a short term basis to augment their recruitment efforts. The client needs to contract the services of Solvecube platform. The RM will assist in hiring the required number of RoDs for the required duration. The platform charges a fixed administration fee. Additionally the RoD receives a small fixed retainer along with a success fee per hire. The RoD service allows companies to hire experienced recruiters on short term basis to augment their recruitment efforts. The RoDs are given access to Solvecube's aggregated talent pool of 500+ Mn to source, search, index and curate from RoDs are not on your payroll and also governed, monitored and paid on the Solvecube platform. A sought after solution for companies that want to build a talent pool in a short space of time ; in a growth phase; or when wanting to enter a new market.

### Lead Generation Partner (LGP) on demand

For this service Solvecube has curated 1000+ independent C-suite influential industry leaders whose task is to open doors and tap into their networks in order to help a company acquire new clients and grow. This service is a managed service. A Solvecube RM will search and source the right partner for the task based on the interest and the ability of the partner to influence industry leaders on behalf of the hiring company. Lead generation partners work on contract and short-term basis. They are registered and paid through Solvecube's platform. Lead generation partners work on a retainer plus success fee. The platform receives its 15% admin fee for the retainer from both the client and the LGP. This solution supports

building revenue traction and on entering new markets. This is the perfect solution when a company needs to enter a new market or penetrate deeper into its current market.

## Ninja teams on demand

Ninja teams are short term independent domain experts from Solvecube's 20000+ experts from multiple domains, industries and geo-locations, working remote or onsite who can be sourced and curated to form a team to deliver for short-term and turnkey assignments. They are hired the same way as short term experts on the platform. Ninja team members are contracted individually for the required purpose and duration. They are not on the client company's payroll but paid on Solvecube platform according to the payment terms agreed with them. This service solution has been used by companies when they are new to a market and need to conduct due diligence; and, also to execute strategic initiatives on a turnkey basis.