

ServiceTitan

Board Deck

Website: <https://www.servicetitan.com>

Industry: Field Service Management

Executive Summary

ServiceTitan is a leading player in the Field Service Management industry. This quarter, the company has achieved remarkable milestones, including strong growth in revenue and app usage. The following board deck outlines key metrics, updates, and future plans.

Key Metrics

Headcount: 402

Headcount Growth: 6.8%

Employee Breakdown:

- Engineering: 240

- Sales: 120

- Support: 76

Product Rating: 4.2

Total Fundraising: \$194M

Last Round Date: Jan 2019

Monthly Revenue: \$3,105,380

Annual Revenue: \$49,374,186

CAC: \$1354

Retention Rate: 93.7%

Market Trends

The Field Service Management industry continues to grow rapidly. Notable trends include:

- Increasing demand for innovative, user-friendly solutions.
- Growing competition from emerging players.
- Expansion into international markets.

Product Updates

ServiceTitan has made significant strides in product development this quarter:

- Launched a new feature to enhance user experience.
- Improved scalability and performance.
- Expanded capabilities to serve a larger audience.

Financial Performance

Monthly Revenue: \$3,105,380

CAC: \$1354

Challenges and Opportunities

Challenges:

- Maintaining competitive pricing while scaling operations.
- Attracting and retaining top talent in a competitive market.

Opportunities:

- Expanding to new geographical regions.
- Introducing new features based on user feedback.

Future Roadmap

ServiceTitan aims to:

- Expand into international markets by Q4 2025.
- Launch a new subscription-based pricing model.
- Achieve a 20% increase in user retention by the next quarter.

Board Requests

We request the board's support in:

- Providing strategic guidance for entering new markets.
- Introducing potential investors for future funding rounds.
- Expanding our network of industry advisors and mentors.