



**SPADEWORK**

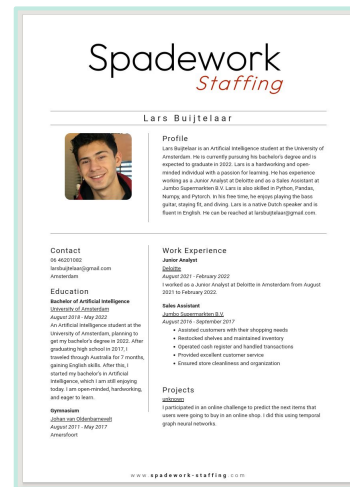
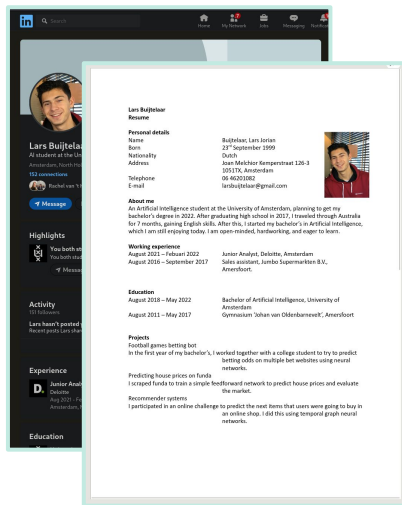
# **AI for Staffing Agencies**

Alfonso Taboada Warmerdam, Lars Buijtelaar, Lucas Meijer, Lodewijk Loerakker

**AI Grant 2 Application**

# Product

- Create clean, professional documents from unstructured data
- Transform into your own unique template (a resume and/or one-pager)



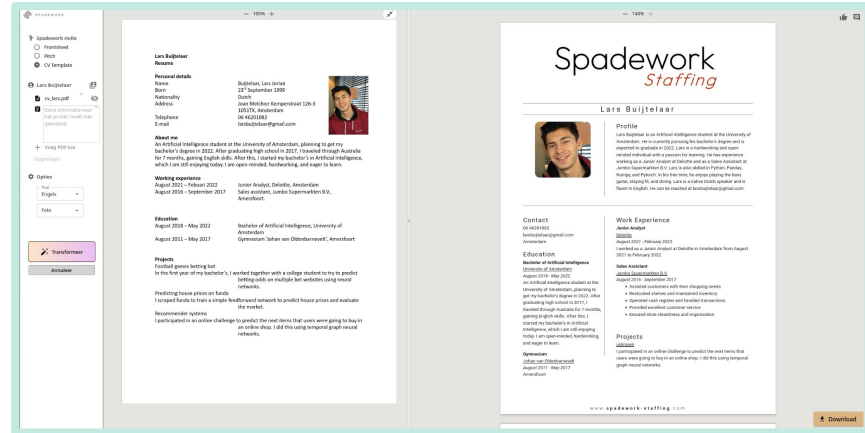
Resume, LinkedIn/Github profile

Document in the style of the agency

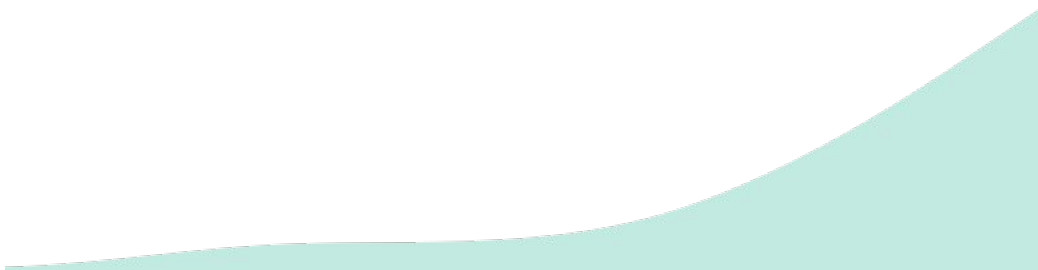


# Demand

- Iterated upon in collaboration with 5 staffing agencies
- Tool is used in their daily workflow
- Saves 15-45 minute per candidate
- Achieves better outputs than working completely manually



## Business model

- Monthly billing
  - On average we ask ~\$4 per profile.
  - Agencies in the market segment we target (about 20 recruiters) create up to 400 profiles per month
  - One-off \$250 for creating a template.
  - Compute/AI Costs: ~\$0.15 per profile
- 
- A decorative teal wave graphic located at the bottom right of the slide.

## Traction & Market Size

- Out of the 9 companies we have spoken
- 5 started the beta program
- All 5 converted to paying customers
- We aim for 45 customer conversions by september (72k monthly revenue)
- We plan to first scale to work with as many agencies as possible
- Long term we strive to become the solution for all people looking for a new job.
- The current total market size for Traditional Staffing Agency Software is \$529 million [1], for Online Recruitment \$10 billion [2]

[1]<https://www.fortunebusinessinsights.com/staffing-agency-software-market-106745>

[2]<https://www.fortunebusinessinsights.com/online-recruitment-market-103730>

## Use of investment

- AI development


Expanding on current pipeline to find, match and explore vacancies online autonomously

- Product development

Taking the tool to the next level in design & capabilities

- Go-to-Market

Scale the product to many more customers by starting a sales and marketing team



# The Team



**Lars Buijtelaar**  
*Amsterdam*  
CEO  
Vision



**Alfonso Taboada**  
*Amsterdam*  
CTO  
Technology



**Lodewijk Loerakker**  
*Amsterdam*  
CDO  
AI



**Lucas Meijer**  
*Amsterdam*  
CCO  
Customers

Even though everybody is wearing AI hats,  
we have different specialties and have divided the responsibilities correspondingly.

We go way back, having studied together on the AI bachelor and AI master's programme at the University of Amsterdam.

At spadework we say “We don’t do this because it is easy, but because we thought it was easy”





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