

SimuWork

Closing the Tech Talent Gap

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The Experience Paradox

Need experience to get hired. Need a job to get experience.

For Companies

- Can't differentiate qualified candidates
- One bad hire costs **six figures**

For Candidates

- **85M global shortage** by 2030
- Zero entry points to break in

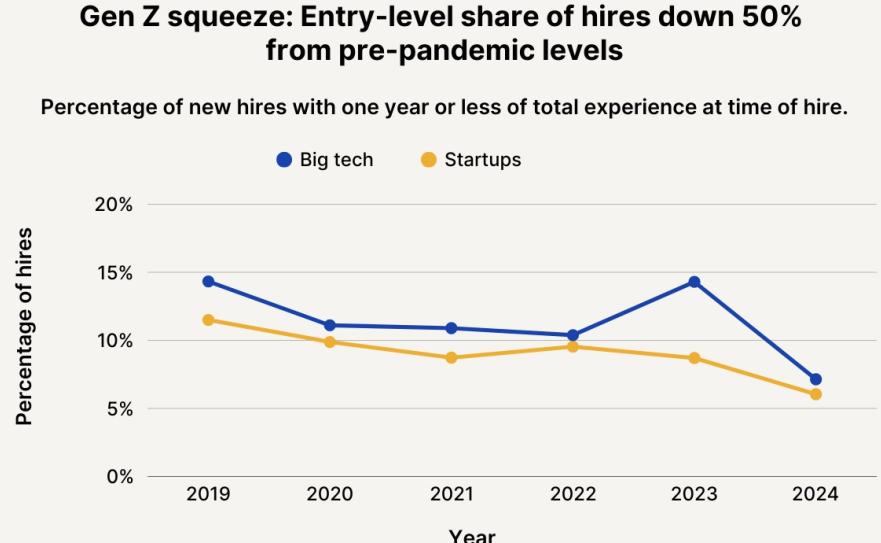
Source: Global Talent Crunch Survey via Qubit Labs

The Problem?

A catch-22 killing growth for everyone



The Crisis: Entry-Level Tech Hiring Collapse



SignalFire

50%

Drop in Big Tech entry-level hiring since
2019

SignalFire 2025

49%

Decline in software engineer job postings vs.
pre-pandemic

Indeed/CNBC 2025

7%

New grads now make up just 7% of Big Tech
hires (was 15%)

SignalFire 2025

The industry is eating its future. We fix this.



SimuWork Solution

Four-part approach to job readiness

1 Real Projects

Immersive simulations from Fortune 500 companies

2 AI Mentoring

Personalized, instant feedback at scale

3 Verified Credentials

Employer-recognized proof of work

4 Skills Development

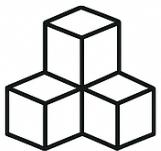
Keep our curriculum aligned with what companies



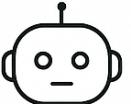


Our Unfair Advantage

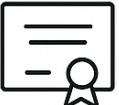
Proprietary multi-agent AI system for personalized, scalable mentorship



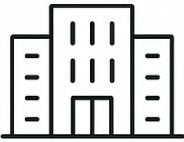
Fake



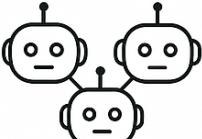
AI



500+



Real



AI



500+



+ SimuWork

The Tech Talent Crisis: A \$80B Market Opportunity

TAM

\$80B

Global IT Training Market (2024)

SAM

\$5.88B

AI in Education & Skills Assessment (2024)

SOM

\$50M

Year 3 Target (0.85% of SAM)



Global Talent Shortage Over Time



The annual Talent Shortage Survey was not conducted in 2017 and 2020.



76%

Information Technology

1.2 million unfilled tech positions in the U.S. by 2026

Marketing Strategies



 Student Organizations



 Social Media Marketing



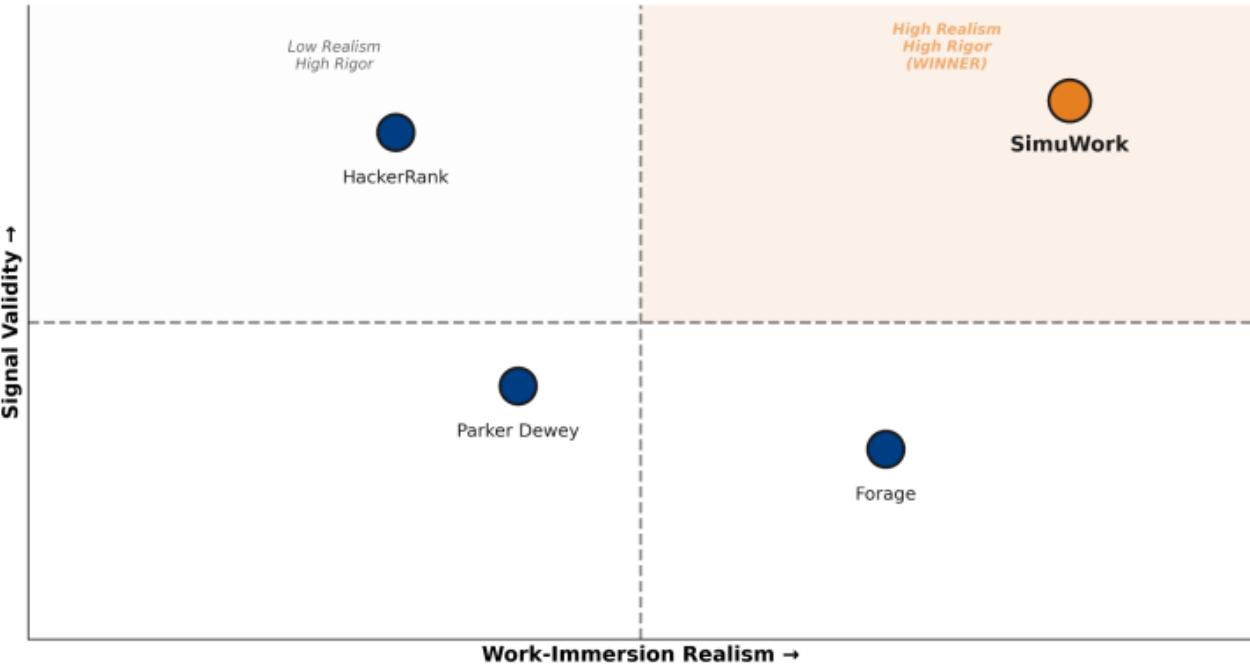
 University Career Centers



The White Space: SimuWork Leads

Only platform combining realism with signal validity

Competitive Positioning: The White Space



We own the white space: high realism + high signal validity



Dual-Sided Revenue Engine

High-margin, predictable growth

B2C: Individual Learners (60% of revenue by Year 3)

Source	Description	Unit Pricing	% (Year 3)
Subscriptions	\$19/month for access to premium simulations and AI mentorship	\$228 / yr	45 %
Certification Fees	Employer-verified credential per course/project	\$50–100 each	10 %
Premium Mentorship	Optional add-ons or 1-on-1 AI-assisted sessions	\$100–300 / session	5 %

B2B: Institutions & Employers (40% of revenue by Year 3)

Source	Description	Unit Pricing	% (Year 3)
Corporate Recruiting Access	Annual license to pre-vetted candidate pool	\$10k–30k/company	25 %
University Licenses	Bulk seat access for career centers or courses	\$5k–20k/institution	10 %
Sponsored Projects / Branded Challenges	Co-branded simulations built around real problems	\$25k–50k / project	5 %



Current Traction: Proof of Concept

5,000

Users on Platform

Active learners building real-world skills through immersive simulations

5

Major Corporate Partners

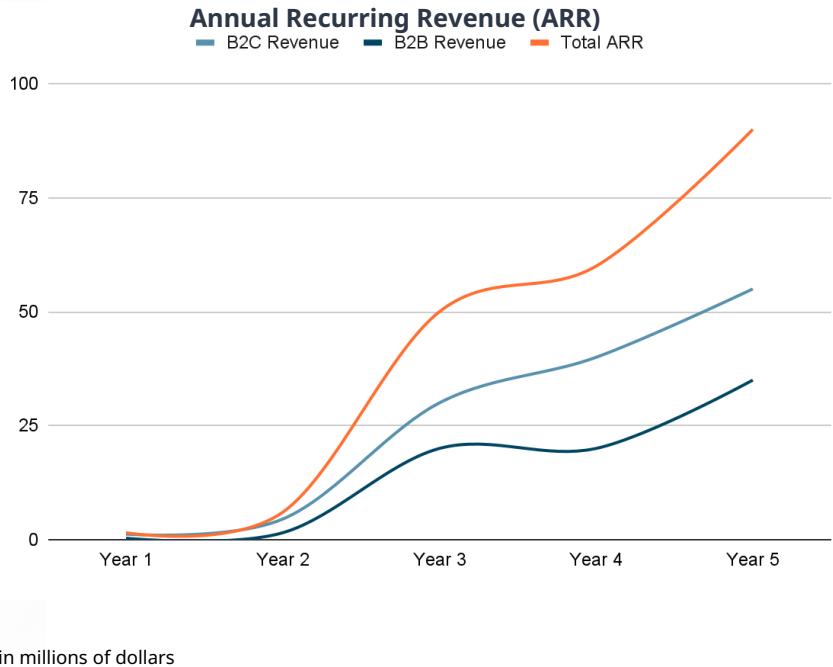
Fortune 500 companies signed up and actively engaged with our platform

The Model Works

This isn't theoretical. We're **already proving the model** with real users and real enterprise demand. The path forward is clear.

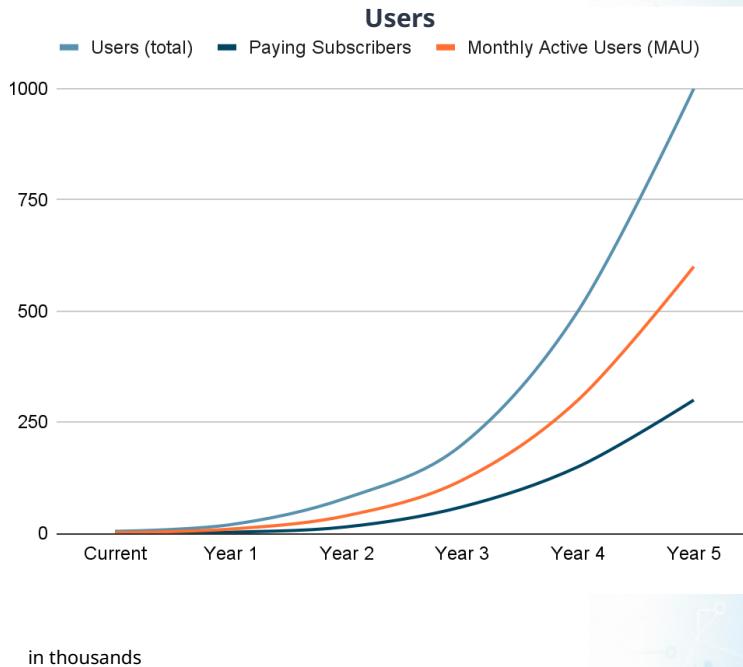


Financial Roadmap: Path to \$50M



Aggressive Yet Grounded

Yes, it's aggressive. But it's **grounded in the demand we're already seeing today**. The path is clear and achievable.



The Founding Team



Arthur Chen
CEO



Jonas Neves
CTO



Xinkun Kang
CPO



Yanbo Zhang
COO



Jiaqi Xi
CMO

The Ask: Fueling Aggressive Growth



\$1M for 20%

Seed Round

Pre-Money Valuation

\$7.5M

Clean, straightforward deal to get us to the next level.

Use of Funds

40%

Product & AI

Extend our technological lead and keep pushing the boundaries of what's possible.

30%

B2B Partnerships

Build deep partnerships with Fortune 500 companies. This is our B2B engine.

30%

Sales, Marketing & Ops

Scale our go-to-market motion and operational infrastructure.

Runway
18 Months

We know exactly where every dollar is going. This capital fuels a surgical plan for **aggressive, intelligent growth.**



Invest in the Future of Work

We've shown you everything you need to know:

THE PROBLEM

A **broken system** trapping both companies and candidates.

THE TRACTION

Proven model with a clear path to \$50M ARR.

THE SOLUTION

High realism + high signal—a category of one.

THE TEAM

Proven operators ready to execute from day one.

This isn't just an investment in a SaaS company. This is an investment in fixing a fundamentally broken system. It's an investment in **the very infrastructure of how talent will be hired** for the next decade.

Are you ready to invest in the future of work?

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