OROCON

CONSTRUCTION SITE INTELLIGENCE SOFTWARE

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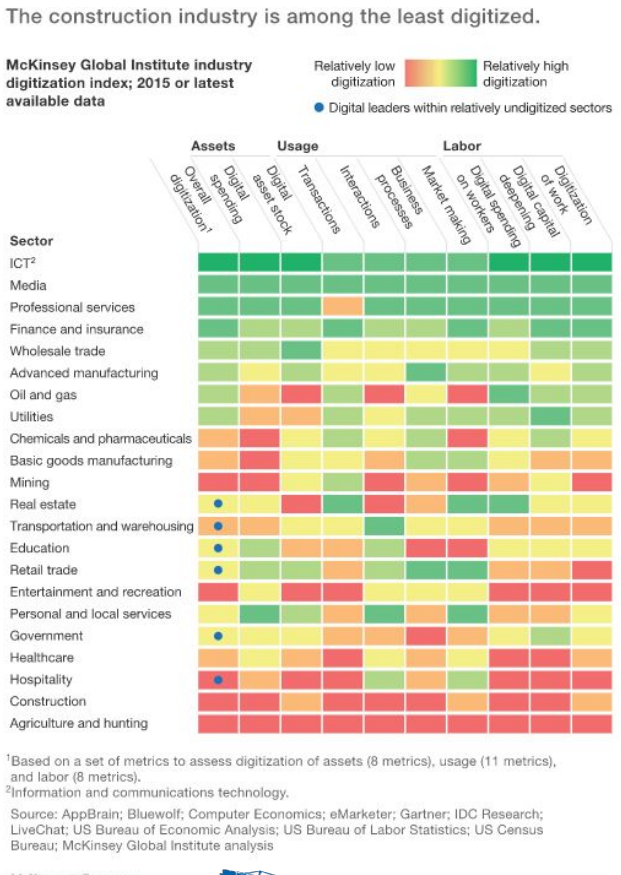
Construction sector

Construction sector has been slow to adopt process and technology innovations, there is also a continuing challenge when it comes to fixing the basics. Project planning, for example, remains uncoordinated between the office and the field and is often done on paper. Contracts do not include incentives for risk sharing and innovation; performance management is inadequate, and supply-chain practices are still unsophisticated. [McKinsey Global Institute]

Large projects typically take 20% longer to finish than scheduled and are up to 80% over budget. [McKinsey Global Institute]

82% of owners feel they need more collaboration with their contractors. [KPMG]

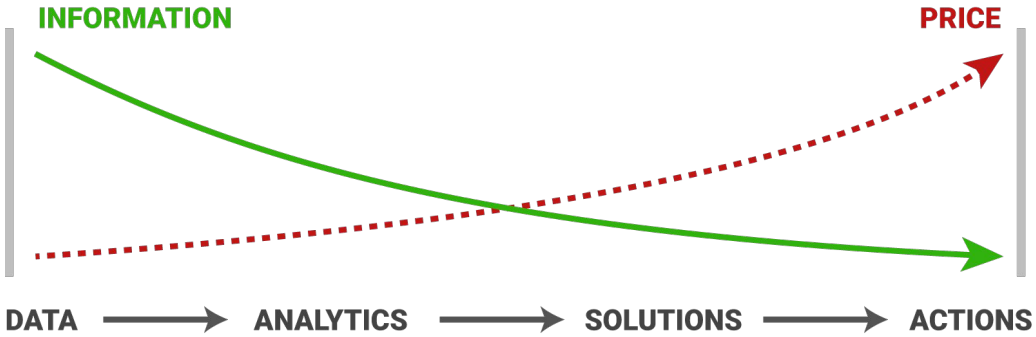


Construction sector

Critical Assumption:

In the modern world with high construction speeds, managers do not have enough resources and time to analyze all information on the field.

* model for calculating the cost of mistakes at each stage of data processing



Managers of construction projects have 4x more amount of information for management (drawing, report, data from object, subcontractor, et al.) that classical office manager.

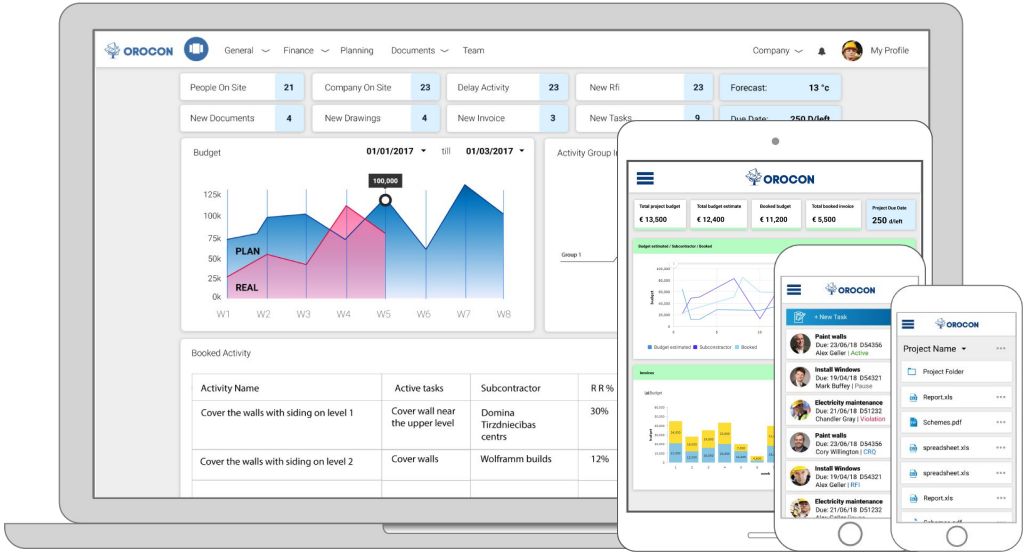
Product Description

Orocon designed to help structure and process information on the field. Drawing, Document, Report, scheduling, Cash flow.
This allows project managers to save time and consolidate all information on the project in one place, and be focus on project.

Company using the system in the long-term period, the effectiveness improves because there is historical statistics for all projects

OROCON:

- Projects master data
- Files (photos, drawings, doc.)
- Task management
- Reports constructor
- Finance & Cash Flow
- Subcontractor collaboration
- **All-in-one / History**



€ 500

per Month per Project

SaaS business model - scales as our clients grow

Each company managed on average of 4 projects

Review of competitors

	Drawing Managment	Tasks	Team	Reports	Document Managment	Finance / Budgeting	Subcontractor	RFI / CRQ	Scheduling / Gantt chart	Cash flow	Preconstruction
OROCON	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓ **
COCONSTRUCT											
buildertrend											
BuildTools											
BUILDSOFT											
eSUB construction software											
PlanGrid											
RAKEN											
GenieBelt											
iControl											

**In 2019

First market opportunity in Europe

52,000

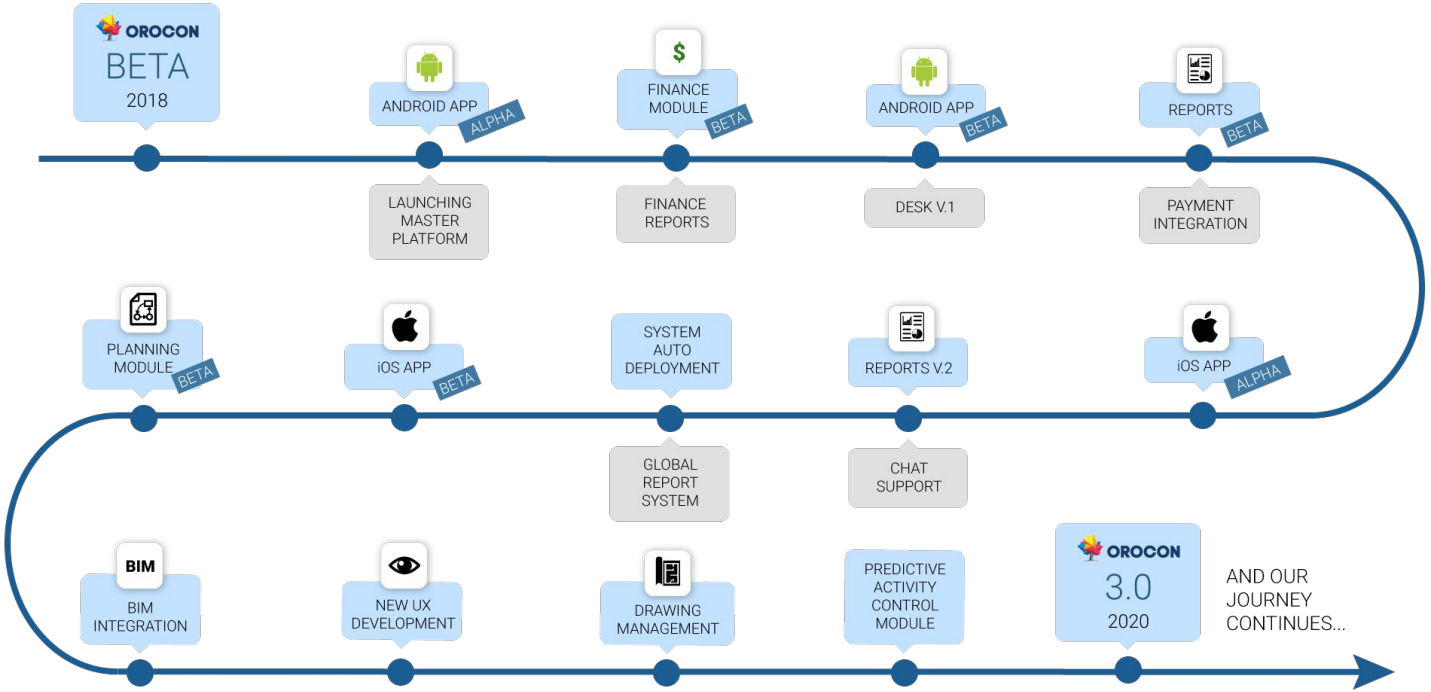
companies

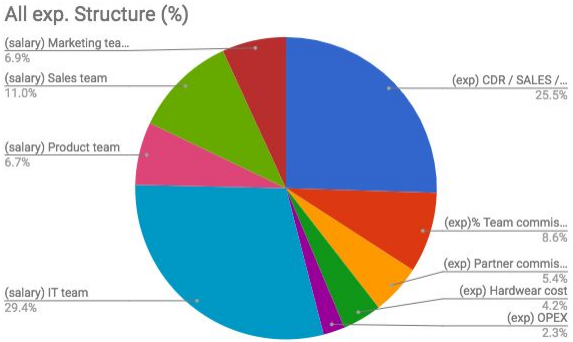
Traction

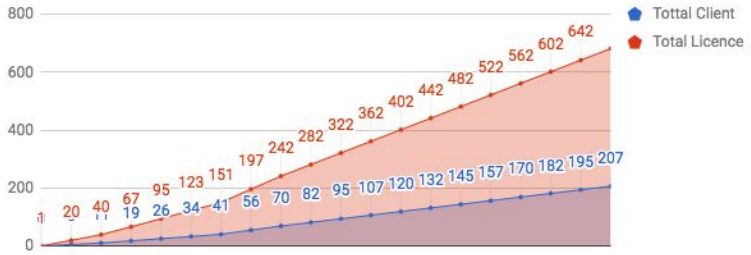
- **14** paying clients
- **€ 4400** MRR
- MoM Growth 15%
- # client/projects >2

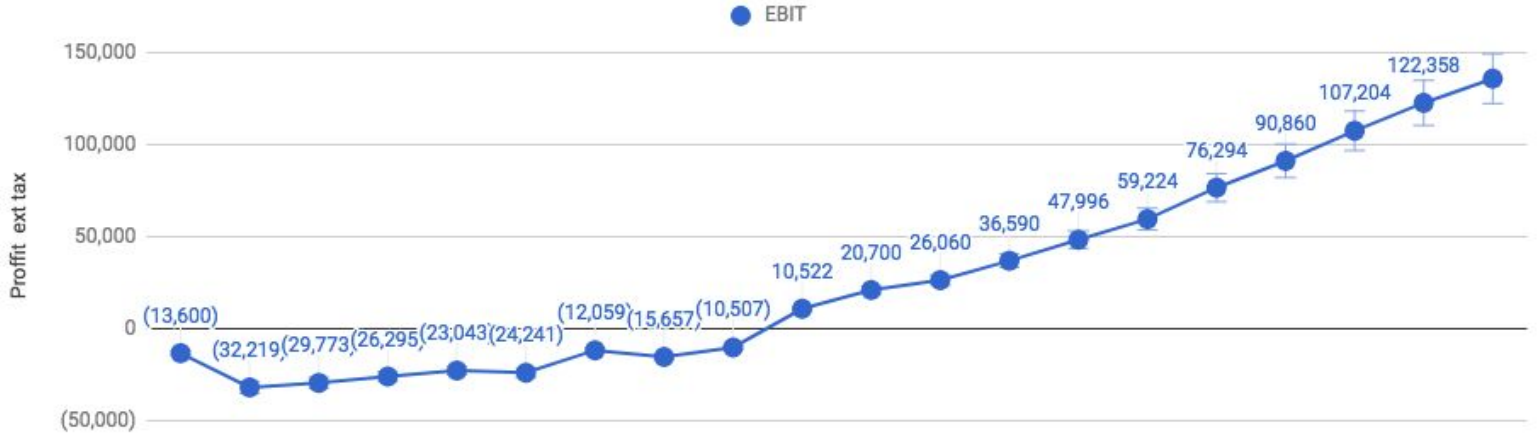
Our clients

Roadmap


OROCON
BETA
2018
ANDROID APP
ALPHA
LAUNCHING MASTER PLATFORM
FINANCE MODULE
BETA
FINANCE REPORTS
ANDROID APP
BETA
DESK V.1
REPORTS
BETA
PAYMENT INTEGRATION
PLANNING MODULE
BETA
iOS APP
BETA
SYSTEM AUTO DEPLOYMENT
GLOBAL REPORT SYSTEM
REPORTS V.2
CHAT SUPPORT
iOS APP
ALPHA
BIM
BIM INTEGRATION
NEW UX DEVELOPMENT
DRAWING MANAGEMENT
PREDICTIVE ACTIVITY CONTROL MODULE
OROCON
3.0
2020
AND OUR JOURNEY CONTINUES...


All exp. Structure (%)
(salary) Marketing tea...
6.9%
(salary) Sales team
11.0%
(salary) Product team
6.7%
(salary) IT team
29.4%
(exp) CDR / SALES /...
25.5%
(exp)% Team commis...
8.6%
(exp) Partner commis...
5.4%
(exp) Hardwear cost
4.2%
(exp) OPEX
2.3%


Tottal Client
Total Licence
800
600
400
200
0
20 40 67 95 123 151 197 242 282 322 362 402 442 482 522 562 602 642
19 26 34 41 56 70 82 95 107 120 132 145 157 170 182 195 207


EBIT
Proffit ext tax
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(13,600)
(32,219)
(29,773)
(26,295)
(23,043)
(24,241)
(12,059)
(15,657)
(10,507)
10,522
20,700
26,060
36,590
47,996
59,224
76,294
90,860
107,204
122,358

Team

Aleksandrs
CEO; Co-Founder
15 years
construction

Andrejs
CPO; Co-Founder
9 years BDM

Jurijs
Full stack programmer
12 years

Juris
IT analyst
15 years

Investment

Personal Founder investment - **€ 120 000**
Imprimatur capital - **€ 50 000 (soft loan)**
Startup wise Guys - **€ 40 000 (20+20)**

We are looking for

Investment of 250K EUR

OROCON

“We believe that future cannot be built using technologies of the past.”

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