

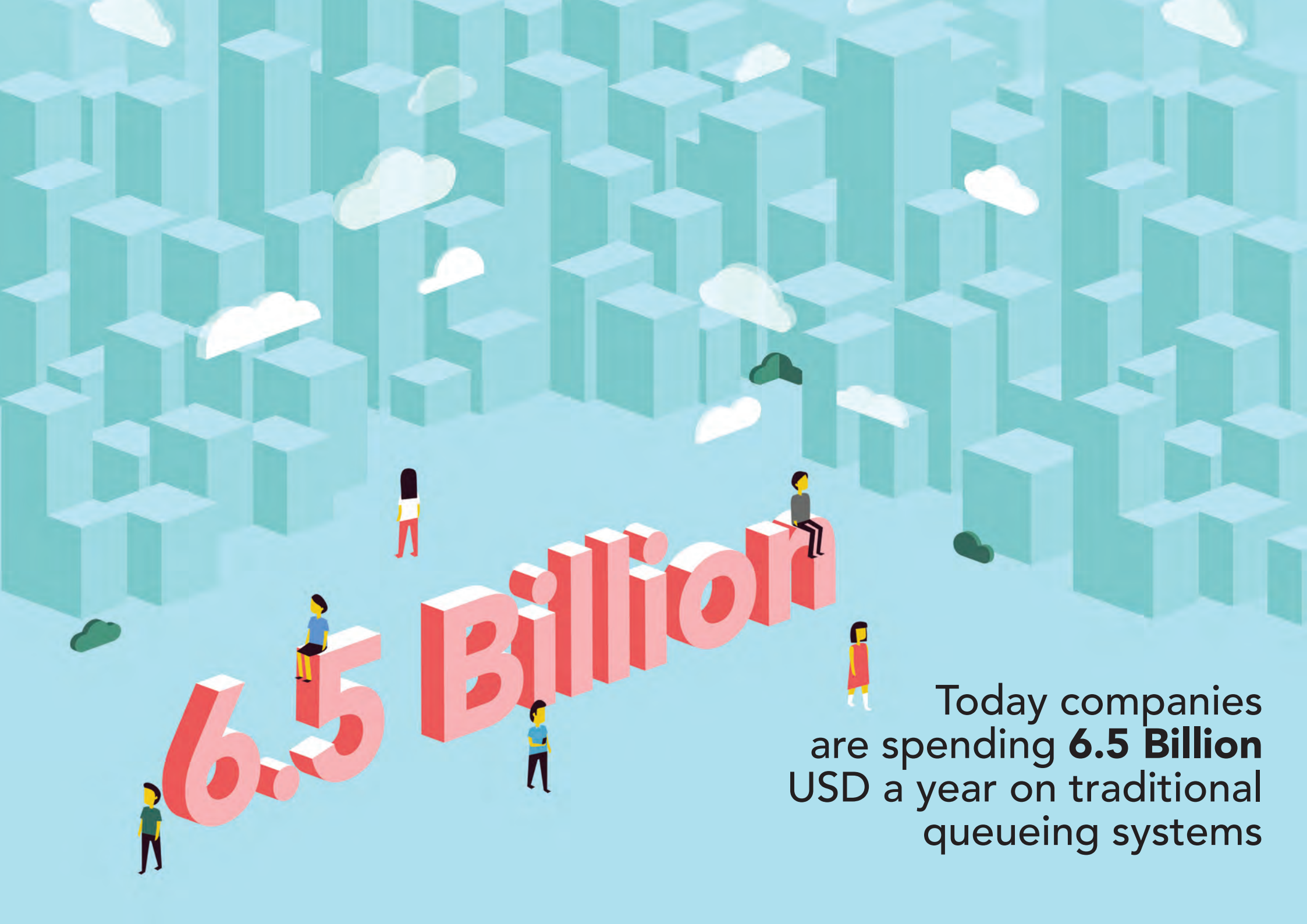


*DISRUPTING*  
**THE QUEUE  
MANAGEMENT  
INDUSTRY**

# Welcome to the Future of Queue Management

Why is people's precious  
time wasted in queues when  
companies can adopt **Skiplino**,  
the world's most advanced  
Queue Management System





Today companies  
are spending **6.5 Billion**  
USD a year on traditional  
queueing systems



# THE PROBLEM

Traditional  
Queueing Systems  
are **inefficient**

Waiting drives  
**slower sales** &  
causes frustrations

**Difficult service**  
quality control

Queueing systems  
are **expensive**



An isometric illustration of a modern service center. The background is a light blue sky with white clouds. The ground is a light blue grid. In the center, there are several red, L-shaped kiosks with white tops. People are standing at the kiosks, interacting with the service. There are also some green trees and a small red bench. The overall style is clean and modern.

WITH  
**SKIPLINO**

Clients can book  
**tickets remotely**

Real time  
comprehensive  
**detailed analytics**

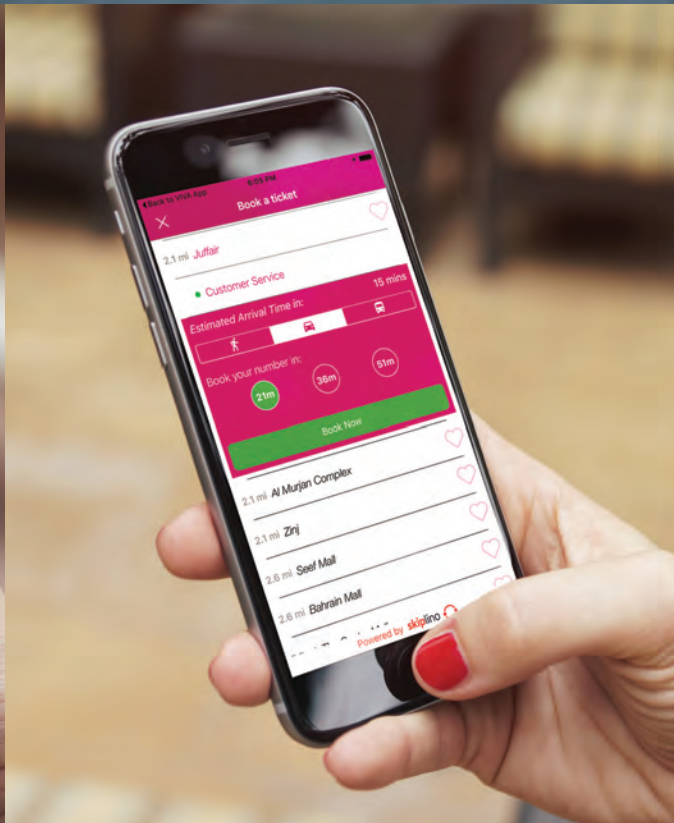
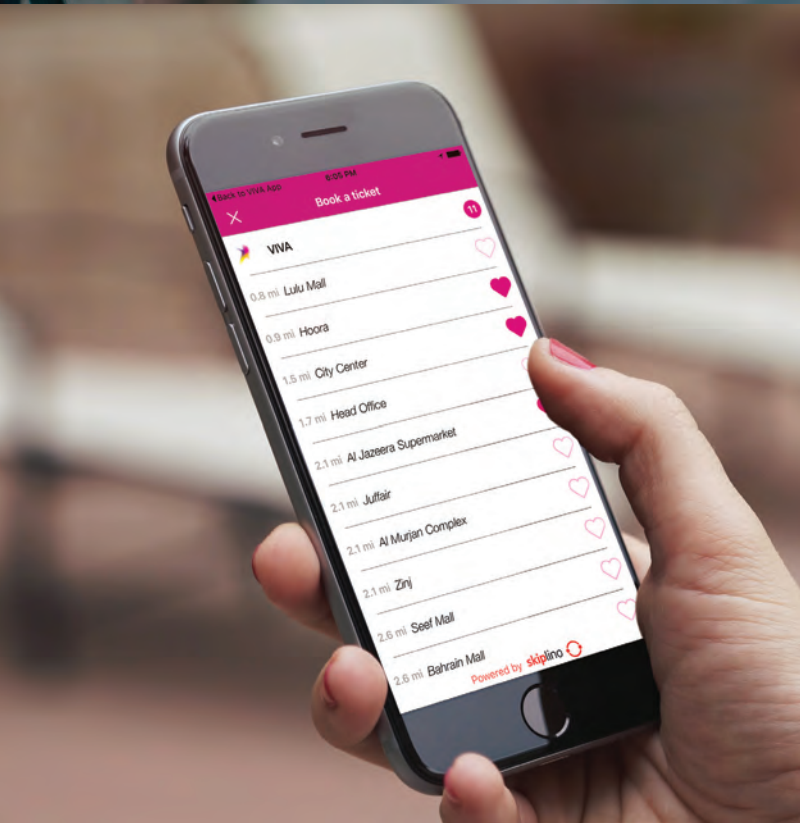
Service providers  
**save money**

Incredible service  
**quality control**

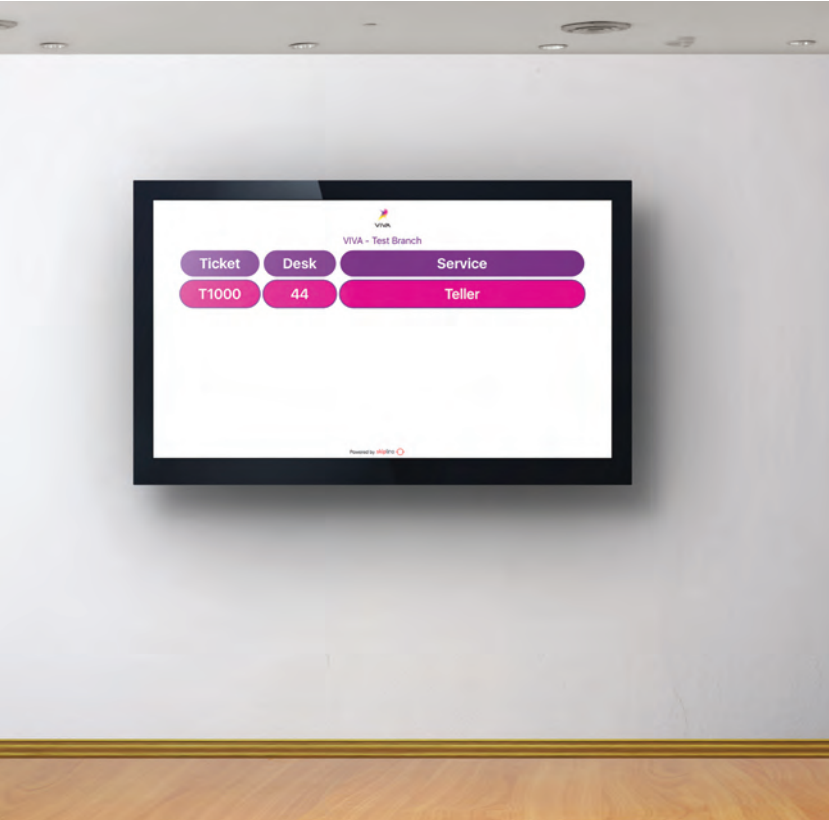
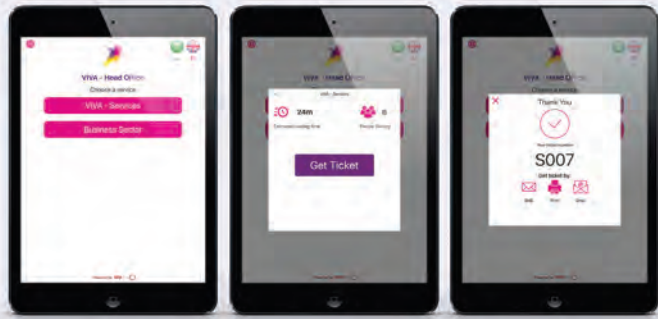
Service providers  
generate **more  
revenue**



# THE PLATFORM







# Statistics

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Authorized Resellers



Tickets were served



Reduced serving time





## Phase 1

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Targeting complex queues where traditional systems are used

Aproximate market size (in USD)



## Phase 2

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Target other simpler queues and areas where **Skiplino** can be adopted

Aproximate market size (in USD)



# Competitive Landscape

## traditional queue systems

	 Skiplino	 Qminder	 Tensator	 Wavetec	 Qless	 Qmatic
Free for companies to install	✓	✗	✗	✗	✗	✗
Direct engagement/feedback with customers	✓	✓	✗	✓	✓	✗
Free Mobile Application	✓	✗	✗	✗	✓	✗
Real-time Feedback & Analysis	✓	✗	✗	✗	✗	✗



# Business Model

## PROFESSIONAL

\$99 Branch/month (30 Days Free)

- Cloud Based Queuing Solution
- Mobile Queuing (iOS and Android)
- Remote & Walk-in Customers
- Unlimited Services
- Unlimited Agents
- Up to 2 Admins
- Unlimited Tickets
- Team Management
- Branches & Services
- Analytics & Reporting
- Standard Service Management
- Free Updates
- E-mail Support
- Phone Support
- SMS Ticket Confirmations



## ENTERPRISE

\$149 Branch/Month (30 Days Free)

- Cloud Based Queuing Solution
- Mobile Queuing (iOS and Android)
- Remote & Walk-in Customers
- Unlimited Services
- Unlimited Agents
- Unlimited Admins
- Unlimited Tickets
- Team Management
- Branches, Services & Agents
- Analytics & Reporting
- Advanced Service Management
- Free Updates
- E-mail Support
- Phone Support
- SMS Ticket Confirmations (SMS Charges apply)
- Customized Branding
- Instant Customer Feedback
- Designated Account Manager
- Feedback & Performance Archive
- Services Routing
- Personalized Customer Experience
- Preferred Agent
- Branded App Integration



## ADVERTISING APP

Users will be shown ads every time they book a ticket

## ADVERTISING TV

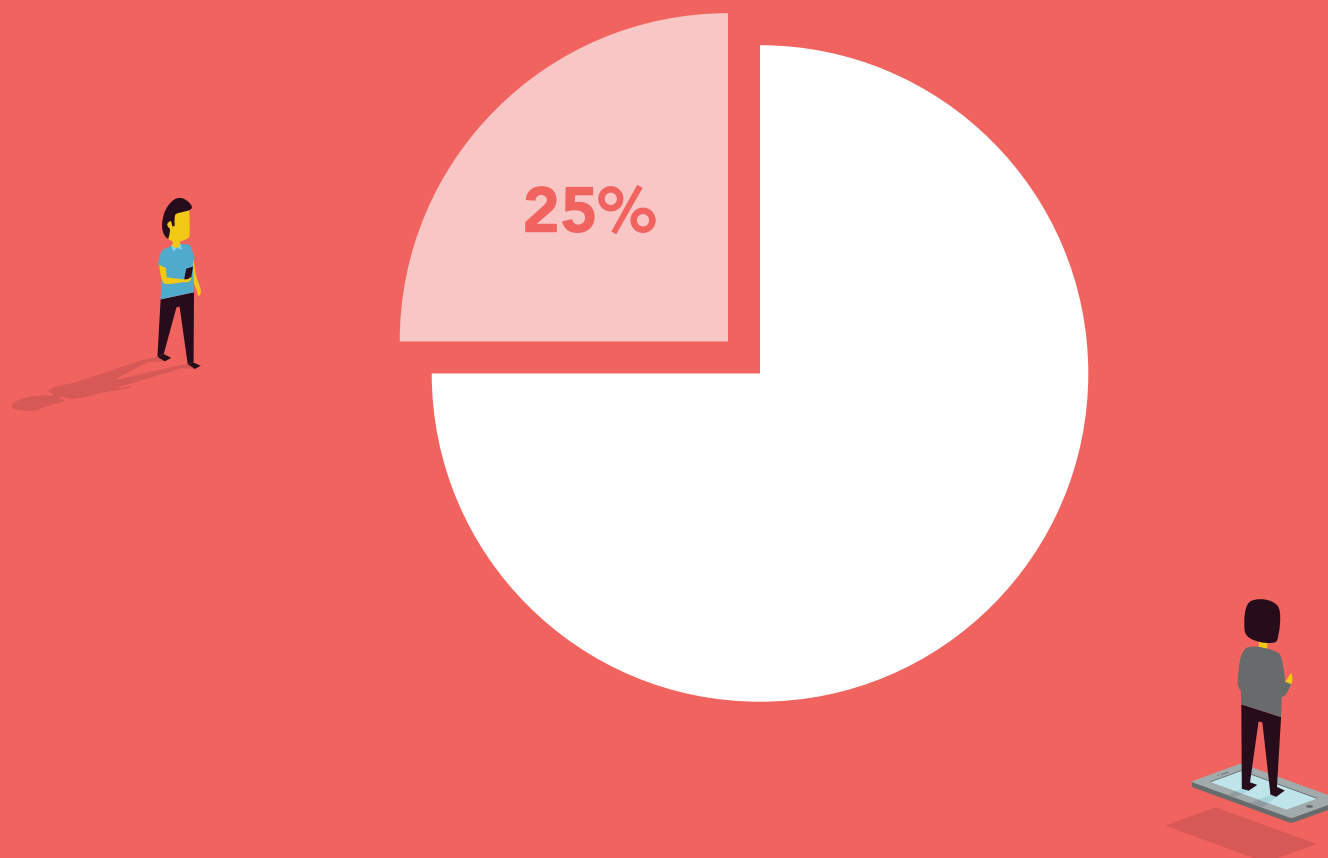
Ticket display screen will show different ads

## HARDWARE

At Skiplino we do not sell hardware. The client has freedom to buy any IOS/Android devices. This is why Skiplino is more cost effective and clients start saving from day one

# Funding Needs

6.5 Million USD *(for 25%)*





# Team

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**Zaman AH Zaman**  
Chief Executive Officer

*Background:* **Technology, Investments & Media**

*Brief:* Founder of Digital Cube / Keross, first GCC Enterprise Tech Startup and featured on the Gartner Cool Vendor List. Founder of the first Game Studio in the GCC region, pioneered in flight media.



**Alharith Alatawi**  
Chief Operating Officer

*Background:* **Corporate Finance, Finance & HR Tech and Investments**

*Brief:* Ex Middle East Investment Company (KSA) and Premier Group (Bahrain). Current advisor for the Federation of GCC Chamber's GCC Job Nationalization project and previous Ambassador of the Arab Thought Foundation.



**Ricardo Gaspar**  
Chief Creative Officer

*Background:* **Design, UI & UX**

*Brief:* Ex Google, Adidas & Ogilvy, headed the designs of some of the most memorable projects of Google and Adidas including Adidas first Mobile Online Store and MiCouch PMP)

# Achievements



**Skiplino** won the prestigious award of "**Forbes Innovators 2017**" rewarding the vision and effort of everyone that works in this project



**Skiplino** was announced as one of the winners for its Queue Management Software at the World Summit Award (*WSA – Mobile*) 2016 for the Business and Commerce Category.



**Skiplino** also was announced as one of the top 20 startups in TNW Europe 2016



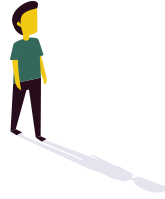
**Skiplino** was 1 of the 3 finalists @ stepconference 2016 of more than 200 startups from around the globe



**Skiplino** was named as one of the 100 Startups that will be part of the next Industrial Revolution







## our clients

### SAUDI TELECOM COMPANY

TELECOM



### VIVA BAHRAIN

TELECOM



### AL BARAKA BANK

BANKING



### HARVARD UNIVERSITY

EDUCATION



### ELECTRICITY & WATER AUTHORITY OF BAHRAIN (EWA)

GOVERNMENT



### ABU DHABI SECURITY EXCHANGE

FINANCE



### BANCA BASE

FINANCE



### INTERNATIONAL ORGANIZATION FOR MIGRATION

GOVERNMENT



### PERSONAL COLLECTION

E-COMMERCE



### SCAN MALTA

E-COMMERCE



### CAREEM

AUTOMOTIVE



### ABDULLAH ABDULGHANI & BROS. (AAB)

AUTOMOTIVE



### AMERICAN CREATIVITY ACADEMY

EDUCATION





# Thank you for choosing Skiplino



Our Contacts:

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Chief Creative Officer

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**skiplino.com**