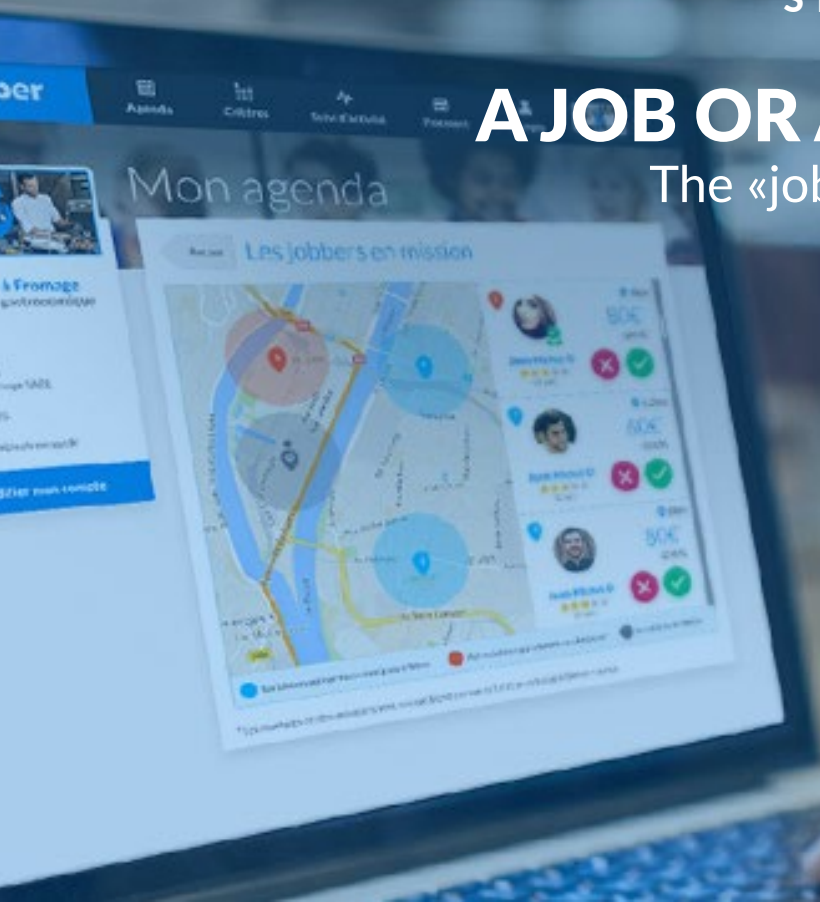




STOP LOOKING, MATCH!

**A JOB OR A JOBBER IN 1 MINUTE !**

The «jobberisation» of the job market



## eJobber solutions

### THE FRENCH START UP THAT WILL CHANGE THE RULES OF THE EMPLOYMENT MARKET

"We created eJobber to change the rules of the employment market. eJobber is a fast and economic platform that will revolutionise the day-to-day for professionals in the CHRD sector (cafés, hotels, restaurants, discos), interim sector and jobbers.

It is a 100% digital and dematerialised instant job solution. It puts jobbers into contact with employers using our matching principles."



**Thomas RUNG**  
CEO and co-founder of eJobber

"eJobber is an easy fluid and fun platform, that is accessible to everyone. It was devised, created and developed in order to meet expectations of both professionals and jobbers.

It's the management tool that professionals and jobbers have been waiting for."



**Rémy BARGAS**  
COO and co-founder of eJobber

## eJobber :

### THE RIGHT PEOPLE AND ONE SINGLE SOLUTION FOR JOBS IN THE HOTEL INDUSTRY, CATERING AND TOURISM



**Thomas RUNG**  
CEO, co-founder

Catering director for Lucien Barriere  
Hotels & Casinos and Accor

MBA from ESSEC-IMHI



**Rémy BARGAS**  
COO, co-founder

Manager in the hotel industry,  
catering and events in Geneva,  
Saint-Tropez and Toulouse



**Philippe HUMEAU**  
CTO

Director-Founder of the NBS System,  
a leader in online retail security

EPITA graduate

**Laurent SOUBREVILLA**  
Associate-Advisor

Entrepreneur & founder of VISIMMO 3D  
MBA EPITA/EPITECH

**Reynald SEZNEC**  
Associate-Senior Consultant & Advisor  
Ex SVP Thales  
Polytechnique graduate

## eJobber in 9 key dates

The eJobber project develops. Thomas, working in the hotel industry in Paris, and Rémy, working in the restaurant industry in Saint-Tropez and Geneva, share their ideas for creating a platform that makes easier searches for additional staff in the hospitality industry.

**2014**

The two friends enter into business with Philippe Humeau, the team's technician. Philippe had already led a start-up that is now a leader in the hosting and IT outsourcing of e-commerce websites in France.

*December*  
**2015**

Launch of the eJobber platform, deployed entirely in France and validated by the French Minister for Work and Employment.

Finalist at the Essec-Sénat Business Springboard event.

*July*  
**2016**

Launch of the eJobber HR SaaS (Software as a Service) software solution for the management of additional staff, designed for professional use.

*May*  
**2016**

**2017**  
**eJobber Interim**

**2012**

Thomas and Rémy, who first met at the Lucien Barrière Group, were regularly confronted with problems relating to the recruitment of additional staff.

These two different but complementary characters discuss the idea of creating a solution to make it easier.

*June*  
**2015**

Both decide to devote themselves exclusively to the eJobber project.

*March*  
**2016**

The project, still in its development phase, reaches a new level in terms of its relationship with its peers with the arrival of Jérémy Moscovici (Top Chef 2015) as ambassador and unifier of users.

eJobber, finalist and award-winner at the Global Lodging Forum for the "Most innovative start-up in the hospitality sector".

*August*  
**2016**

Launch of the eJobber website [www.ejobber.fr](http://www.ejobber.fr) as well as the eJobber Android and iOS apps.

# The right idea: “Stop looking, match!”

## The problem

France's n°1 industry in terms of jobs, the hotel and catering industry is faced with a major recruitment crisis.

According to the INSEE, 56% of catering professionals in France consider issues with recruitment to be a significant strain on activity.

Each year, 50,000 job offers go unfilled.

With this in mind, recruiting qualified personnel for short-term employment is becoming increasingly difficult.

Why is that? Basically, you need to find someone who's available for a short-term job within a very short space of time.

For the most part, temporary staff are recruited at the last minute, usually to replace a sick employee or to deal with an unusually high workload.

## The solution

eJobber lets you instantly find jobbers across the whole of France

eJobber: an instant and flexible employment solution that is 100% digital and cloud-based.

It puts jobbers in touch with employers by matching them.

## WHAT MAKES US DIFFERENT: IT'S INSTANT

*“With our platform, companies can post an offer in a couple of clicks, and they will be instantly be able to view a detailed list of available candidates nearby. Whether it's an emergency or it's been planned in advance, eJobber is the answer. Stop wasting time and money on complex searches and processes”*

Thomas RUNG  
CEO, co-founder

## KEY FIGURES FOR THE HOTEL INDUSTRY, CATERING AND TOURISM IN FRANCE\*

- The n°1 industry in France in terms of jobs
- 1 million active employees
- 300 000 seasonal workers in summer and 10000 during winter
- A turnover of €78.4 billion
- 7% of GDP

*\*Source: Union of trades and hotel industries*

*This document is strictly confidential*



# How does it work for employers?

eJobber is a tool which enables operational resources needs.



The employers create their recruiter profile **for free in less than a minute.**



They can then instantly **publish one or more job offers** for short term projects **for free.**



They have **free and real-time access** to all available profiles. **24 hours a day, 7 days a week.**



They can view the **geographical location of jobbers** and personalize their searches, with **push notifications sent for free to alert them.**



If the **jobber accepts the proposed project**, all the recruiter has to do is **validate the profile.**

« What employer can honestly say they've never had to find a replacement for an employee at the last minute? »

Thanks to eJobber, without any need for a subscription, professionals can:

- post an advert for temporary staff at 6 o'clock
- view all jobbers available in their area
- get an instant response, meaning they can physically have a jobber in place by 6.15

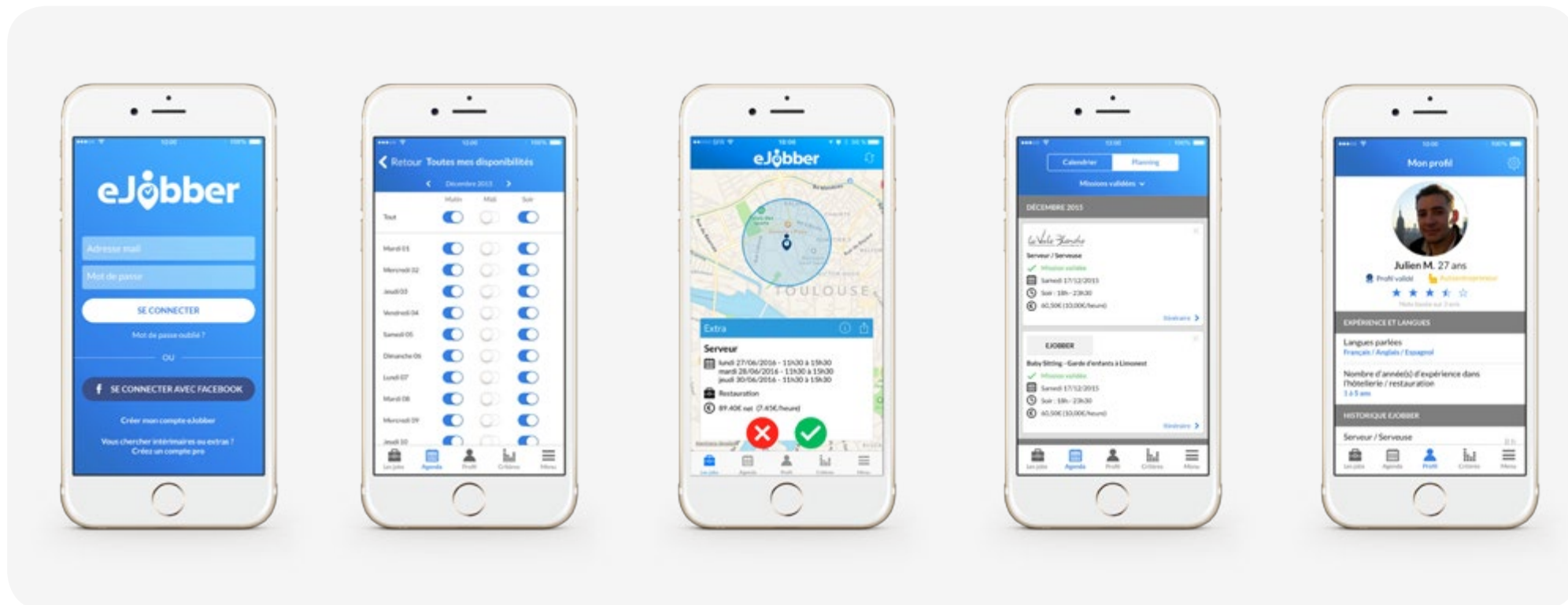
## JUST SOME OF THE ADVANTAGES FOR BUSINESSES

- € Reduced costs once an employee has been put in place
- ⌚ Confirmation in just a couple of clicks
- 📍 Jobbers in your area
- 🏆 Profiles evaluated and labelled by peers
- 🕒 Jobbers available 24 hours a day, 7 days a week



# How does it work for jobbers?

The eJobber app is simple, interactive and instantaneous for finding a short-term project.



The jobbers **create an account** in 2 clicks

They outline **their availability** in the diary

They are informed via **email and/or push notifications** of offers corresponding to their search criteria

They can, **at any point**, view the offers for projects that have been **validated** or projects that are still **awaiting validation**

They will be given **a label** and their service will be **evaluated by the professionals**







## JUST SOME OF THE ADVANTAGES FOR JOBBERS

A free and secure service

An easy to use app, allowing you to view  
offers on the go

Jobs in your area

Instant matching

*"Jobbers can manage their availability and their flexibility, whether  
they are temps, students, seasonal workers, jobseekers or employees"*

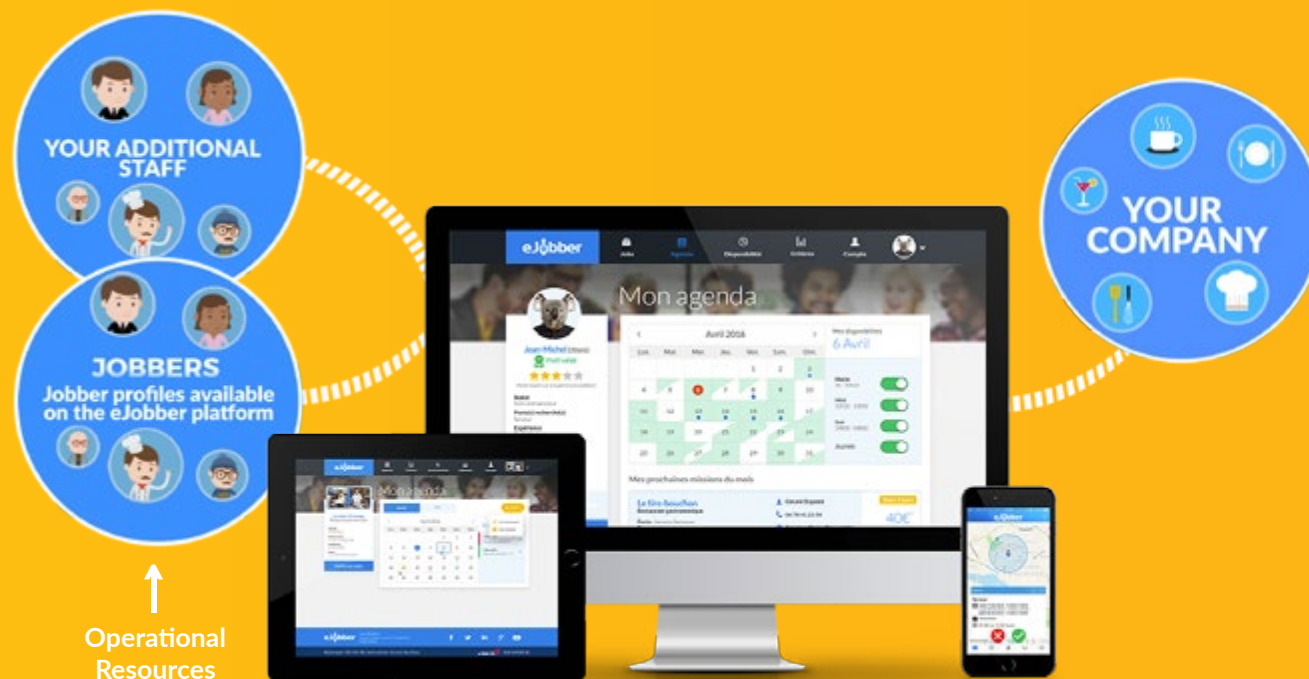
**Rémy BARGAS**  
COO, co-founder of eJobber

# How does the SaaS platform work?

In 2017 eJobber will launch the first HR SaaS (Software as a Service) for additional staff for professionals. Its aim? To manage and locate the personnel they need for their short-term projects, 24 hours a day, 7 days a week.

## eJobber SaaS RH

A professional platform for managing projects involving additional staff and for finding new staff



eJobber, software at your service

## The SaaS in 6 points

### 1 - A protected database of jobbers

Jobbers identified as being attached to the professional's company will not receive adverts from other users of the platform

### 2 - Features "Push" functions

There are no jobs available? The professional can use eJobber to alert the profiles of candidates that they wish to work with.

### 3 - HR flexibility and the optimisation of operational resources

The professionals can manage their needs according to their activities.

### 4 - Validation in 2 clicks

The professionals post their advert. The corresponding profile or profiles appear. All they then have to do is validate and they're off!

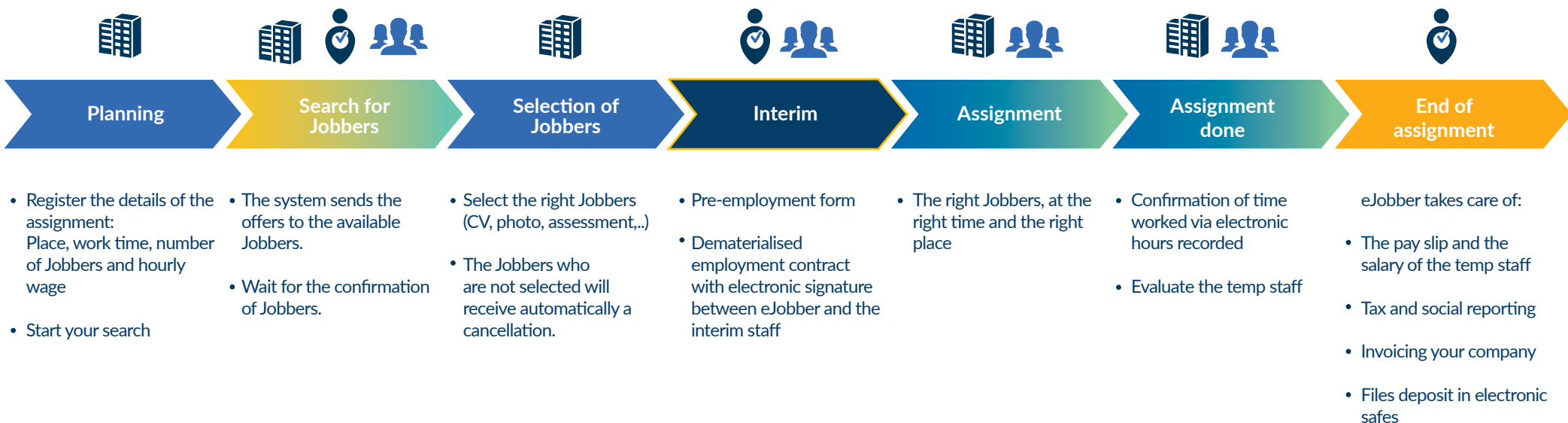
### 5 - The opportunity to grow your community

Using their own recruitment pool and the eJobber platform, the professionals can, whenever they wish, find the jobber who corresponds to their needs.

### 6 - Urgent or planned projects

They will be able to immediately view the profiles available in case of emergency or as a backup via the diary and events features.

# Your recruitment with eJobber Interim

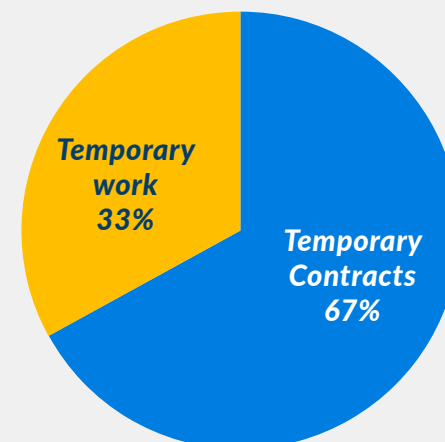


# Informations

## eJobber is particularly suitable for two major markets:

- *The hotel industry/catering*
- *The construction industry*

- The hotel and catering industry is our “home” market, given the experience of our founders in this sector
- This market currently has 1 million workers, 33% of whom are on temporary contracts
- It represents more than 44 million days of billed temporary work each year
- This sector relies even more heavily on temporary workers during crises
- They are particularly reliant on seasonal workers (ski and seaside resorts)
- Due to the lack of a qualified labour force for certain technical roles, there has been an increase in the number of temporary contracts



# Market penetration and investment in communication

Without much concerted communication, the platform has already enlisted 5,000 workers (jobbers)

Our development plan includes a budget of €350,000 for communication over 2 years, which will involve:

- Communication via social media
- Specialist journals and schools for the hotel and catering industry
- Participation in hotel/catering trade shows
- Referencing (SEO) and advertising (SEA)
- Targeted distribution of flyers in cities and key areas
  
- In doing so, we hope to be able to enlist:
  - > 50 000 jobbers
  - > 5 000 professionals
  - > And to convert 5,000 jobbers into temps



# Planner & Temp Agency

eJobber has two methods of functioning:

- Planner: Simple matching and SaaS
  - Temporary Work Companies: eJobber temp agency
- 
- For tight deadlines, eJobber will market their SaaS to major accounts (Elior, Sodexo, Accor, Traiteurs, etc.). The software for managing teams and customised recruitment of staff for short-term projects is linked to the platform.
  - The eventual aim is for eJobber itself to become an entirely digital temp agency “2.0”
  - The Planner option is designed to bring professionals and jobbers onto the platform
  - By extension, this will be used by temp workers or professionals seeking temporary workers. It’s what we do
  - For the most part, this will be free initially. The long-term aim will be to cover development costs

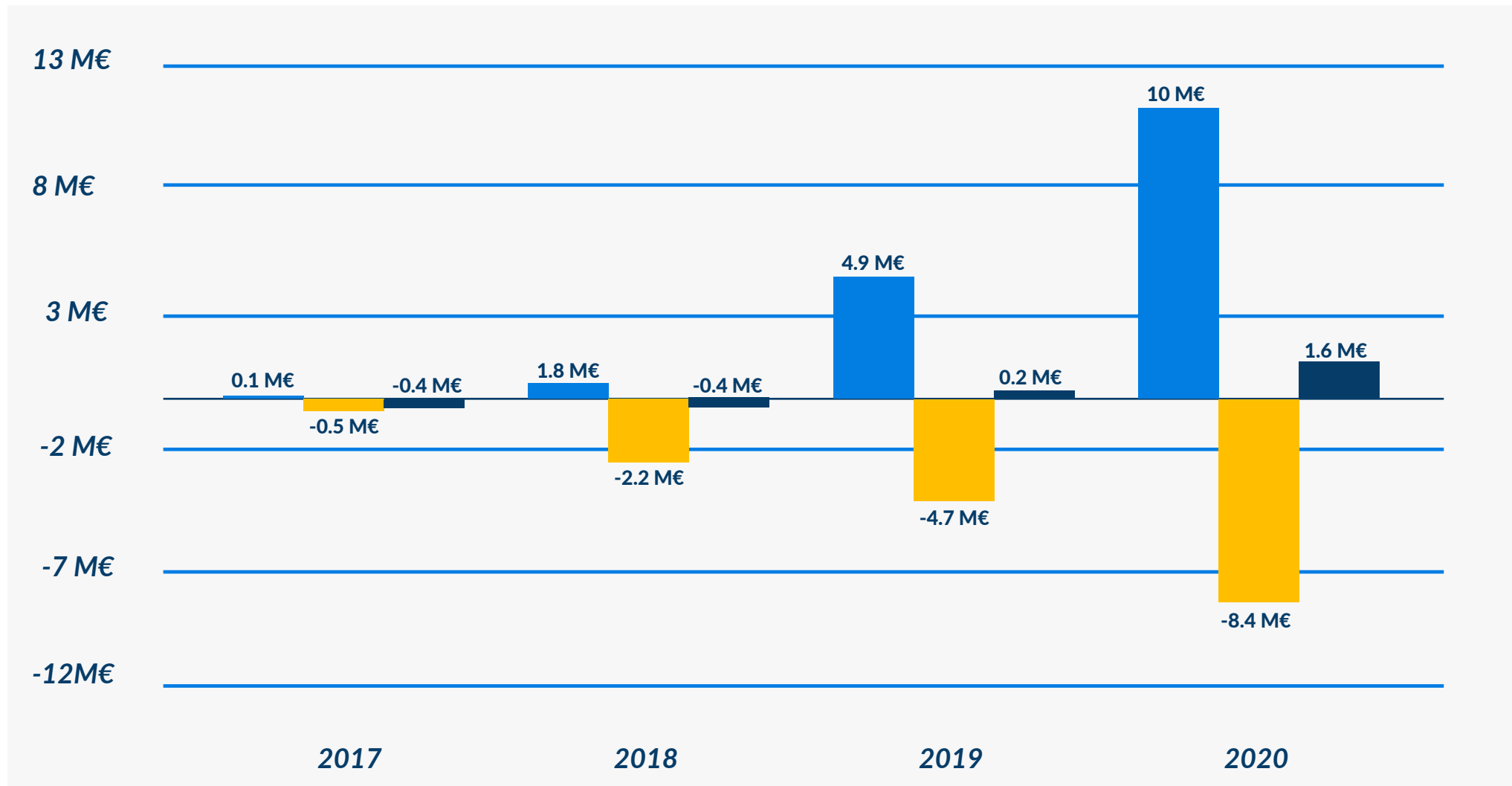
## Planner, SaaS and white labelling

- If everything goes according to plan, eJobber will become the go-to intermediary in catering and the hotel industry
- It could then be adapted for use in the construction industry, before being exported abroad
- Should any problems arise, the aim will be to become a software publisher and temp agency “2.0” using SaaS
- And to rent access to major players in catering and the hotel industry, before expanding to work with thousands of “small” temp agencies in other sectors
- This will significantly reduce risk for investors since the platform is currently one of the most advanced in France

## eJobber's own TWC

- The aim is to quickly transform eJobber into a temp agency
- This is an expanding sector, with very high margins
- Where the major players are lagging behind in terms of technology
- The online-only "2.0" model will make it possible to reduce costs and thus to be able to offer equivalent profiles at lower costs. This will mean that Jobbers will get paid more – and quicker – than with traditional temp agencies
- In order to do this, eJobber will need to develop some functions of dematerialisation and to identify capital for financial guarantees for business purposes

# Financial forecast

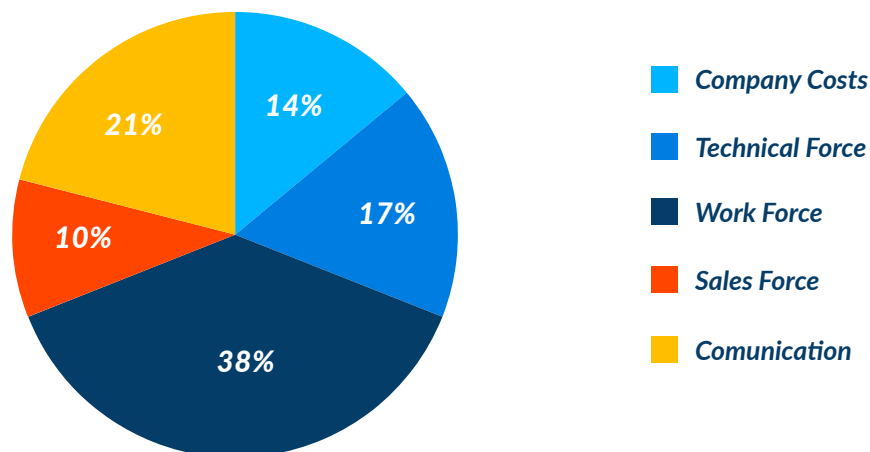


# What will the fund be used for?

## The research fund will be invested as follows:

- *Communication*
- *Integration of functions linked to temporary work and dematerialisation*
- *Internalising development of the platform*
- *Guarantee fund – essential for temporary work*
- *Platform optimisation*
- *Developing the construction industry version of the platform*

## Investment fund distribution





# eJobber – finalist at the 2016 Business Springboard

A competition for innovative businesses in the category of Internet and Services

**eJobber was among the 30 finalists at the 16th Business Springboard, selected from a shortlist of 380.**

Projects were selected based on the following criteria:

- ✔ INNOVATION
- ✔ AN EXPERT TEAM  
IN CHARGE OF THE PROJECT
- ✔ DEVELOPMENT OPPORTUNITIES  
AND PROFITABILITY

*\*Jointly organised by the Senate and the ESSEC since 1999, the Business Springboard is a national competition for innovative companies seeking funding (provided they have been in existence for at least five years).*



# eJobber

The employment platform for short-term projects (website/app/Pro SaaS)

- **Co-founders :** Thomas Rung and Rémy Bargas
- **Year created :** June 2015
- Proposition validated by the Minister for Work and Employment
- Finalist in the 16th Essec-Sénat Business Springboard: Internet and Services category
- Global Lodging Forum: "Most innovative start-up in the Hotel industry"
- **Total capital needed for the next fundraiser:** €1.5 million

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Document is strictly confidential

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