



COLLABORATIVE TECHNOLOGY PROVIDER



SUMMARY

- History and shareholders
- Solution / Product / Market
- Key features
- The Team
- Competitors
- 3-5 years plan
- Our needs
- Exit & Value



Creation : may 2012

2012 – 2014 R&D PRODUCT : Platform development. Patent deposit. Technical POC validation

2014 – 2016 R&D SALES : market identification, first client. Sales POC validation

2016 – 2017 GO TO MARKET : First market focus, sales deployment



Mathieu Serrurier
Lead Developer

Conception

15 years in app and backend devt



10%



Pierre Salinas
CTO

Conception

15 years in app and backend devt



60%



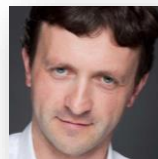
Yannick Brudieux
CEO

Sales / Marketing

Serial entrepreneur
10 years in business devt



20%



Christophe Camborde

Board Member

CEO and co-founder Ezakus
CTO @Carrefour (2000)
CEO co-founder Steek

5%



Yannick Lacastaigneratte

Board Member

CTO and co-founder Ezakus
@Carrefour (2000)
CTO and co-founder Steek

5%

Capital
Repartition



TAMASHARE — Virtual table to share numerics and physicals items

MaEVA — Visio Expertise for maintenance engineering

=> 2014 – 2106 : Experimentation => 1 600 users (3 500 meetings)

EARLY ADOPTERS & LICENCES ?

TRAINING : Design formation (Switzerland), T&L School (Poland), FFF, Univ Paris XIII, CFAI, La Salle

MEETING : Teeo, Arkos consulting, Minerva, Humanis, Gaia Trend

MAINTENANCE : Airbus, SnCF

PARTNERSHIPS :

HARDWARE MANUFACTURERS (INTERACTIVE DISPLAY) : Lenovo, Samsung

RESELLERS : Speechi, Econocom

PROFESSIONAL SERVICES : CGI (worldwide agreement for distributing Maeva)

ELEARNING MARKET (FR) : en 2019 250 M€ (+25%)

COLLABORATION SOFTWARE ENTERPRISE MARKET (WW) : 2019 : 70 Billion \$ (+45%)





Partenaires de Lenovo



Portail d'application présent sur les nouveaux lenovo

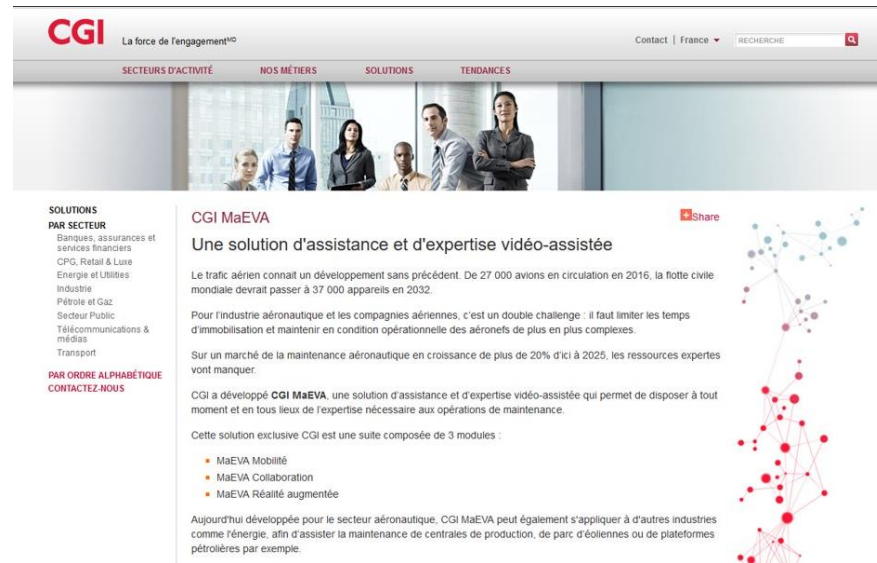
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RETOUR EN HAUT



« Software License and distribution agreement » (worldwide)

23 Million units sold in 2015



« Software License and distribution agreement » (worldwide)



VIDEO TEASER

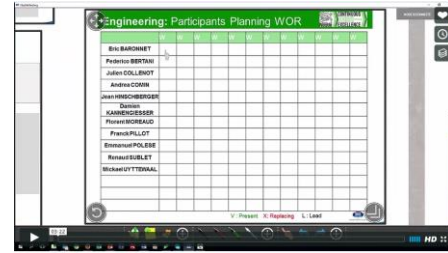
TAMASHARE

INTER
SCHOOL

MaEVA

Whitelabel

Powered by
tamaplace



<https://youtu.be/ZLvbMzhL7eI>

https://youtu.be/AtgQ2_eODaQ

<https://youtu.be/VpqEZ-X71JQ>

<https://vimeo.com/159978378>
Password : tamaplace2016



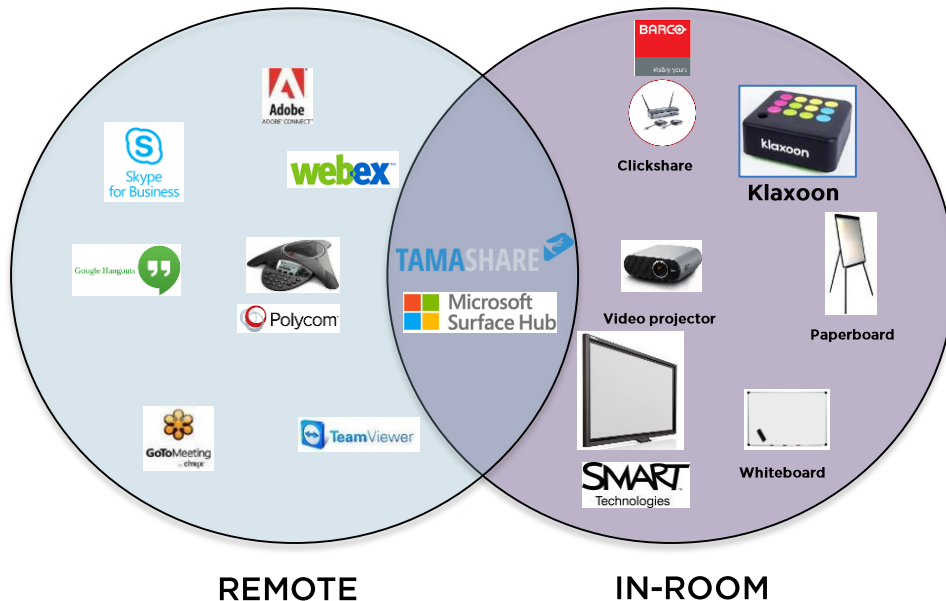
Virtual Table Close from reality

EASY

INTERACTIVE

ALL IN ONE

SECURITY



Adoption

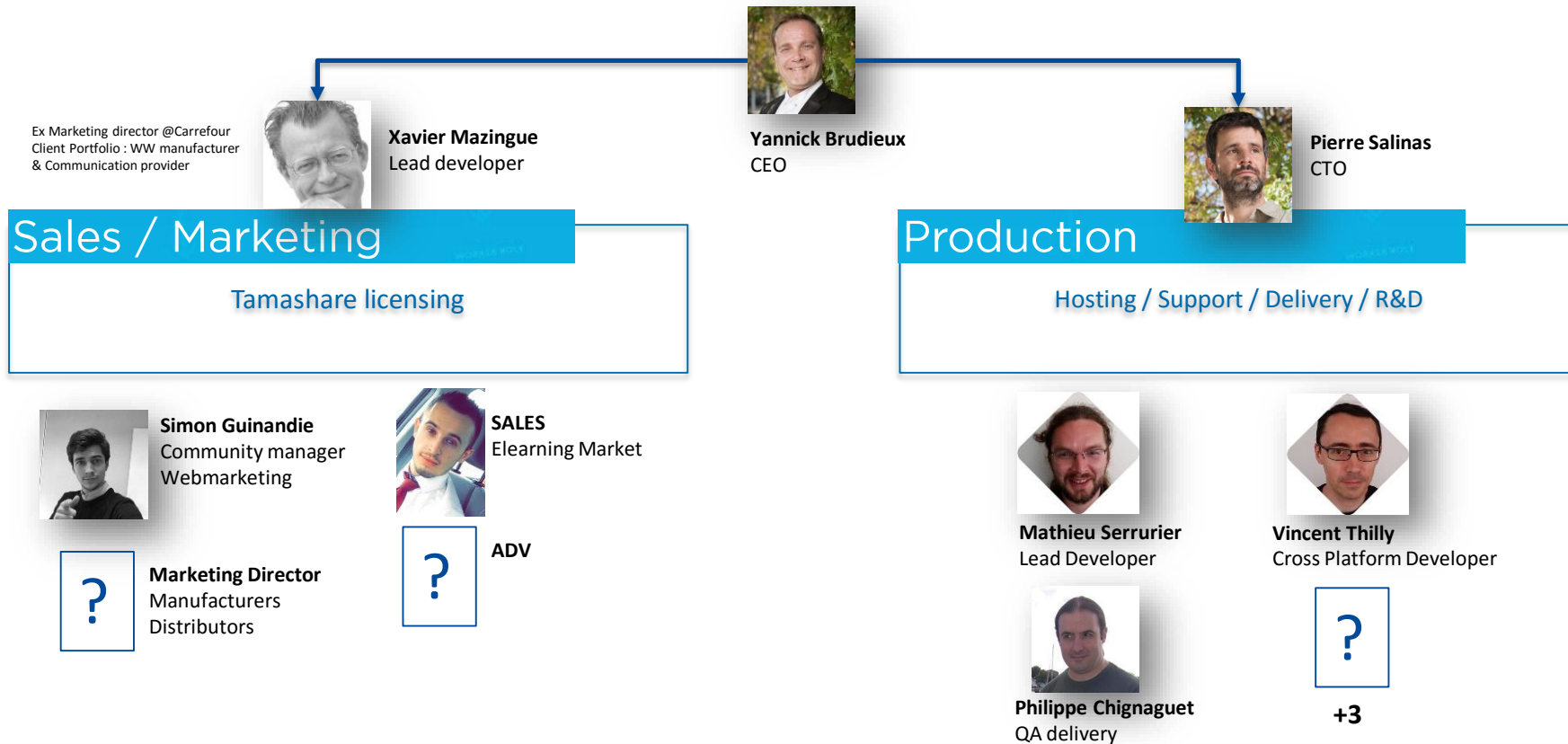
Increase Productivity

Cost reduction

Privacy

IN-ROOM & REMOTE VISUAL COLLABORATION





	TAMASHARE	KLAXOON	CLASSILIO	ADOBE CONNECT
IN ROOM	✓	✓		
REMOTE	✓		✓	✓
BANDWIDTH MANAGMENT	✓			
TOUCHSCREEN CAPABILITIES	✓			
SONDAGE		✓	✓	✓
LMS INTEGRATION			✓	
ADMINISTRATION RULES	✓	✓	✓	✓
SESSION REPLAY			✓	✓
ENCRYPTED COMMUNICATION	✓			
NO CLOUD STORAGE	✓			
OPEN API / IOT /CUSTOMISATION	✓			✓
REVENUS 2015	50 K€	2 Md€	300 K€	2,9 Billion\$
PRICING	39 € / month / room	49€ / month / user	78€ / room / hour	55€ / month / room

TAMASHARE
Blended Learning

- **Direct sale: Freemium _ 19€/mois _ 39€/mois**
 - Sales team : Training market (FR) then Europe / US
 - Growth hacking : Acquisition / Activation / Retention / Revenue / References
 - Professional events
 - Market place & app stores integration
- **Manufacturers and resellers network (software & hardware) :**
 - Portfolio integration
 - Training and support
 - Distribution agreement



TAMASHARE	2016	2017	2018	2019	2020
REVENUES	96 331 €	860 097 €	3 563 674 €	6 700 305 €	9 846 935 €
DIRECT SALES					
License Room	8 897 €	112 420 €	774 734 €	1 607 285 €	2 439 835 €
OEM (LENOVO, VESTEL...)					
License Room	14 884 €	310 577 €	1 526 040 €	2 882 520 €	4 239 000 €
HARDWARE & SOFTWARE RESELLER					
License Room	72 550 €	437 100 €	1 262 900 €	2 210 500 €	3 168 100 €
Total license number	193	1 720	7 127	13 401	19 694

Goal 2017 : 1 700 Licenses

SALES & MARKETING

Sales / Market : 250 K€
Events & Promotion : 150 K€

SUPPORT & DEVELOPEMENT

Production : 150 K€
Support / Hotline : 100 K€

2017 # 650 K€

Agreement :

- 100K€ BPI
- 50K€ manufacturers
- 50K€ « love money »



Breakeven in 2019 – 10 000 Licenses - 4,4 M€ of profit
2020 Value : 25 Millions d'€