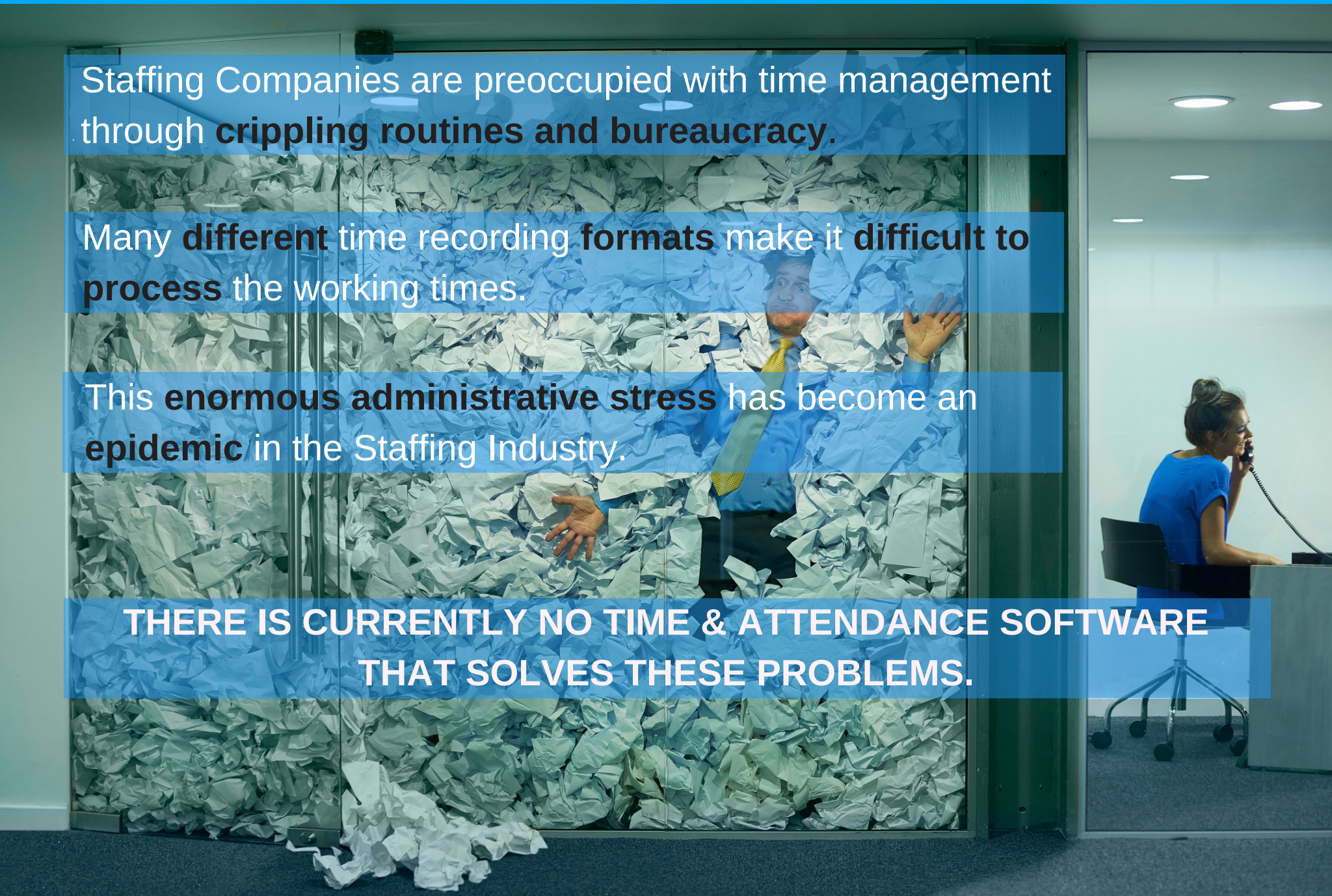
Infotemp

# Infotemp Pitch Deck

... when it comes to “time”!

# 01_PROBLEM



Staffing Companies are preoccupied with time management through **crippling routines and bureaucracy**.

Many **different** time recording **formats** make it **difficult to process** the working times.

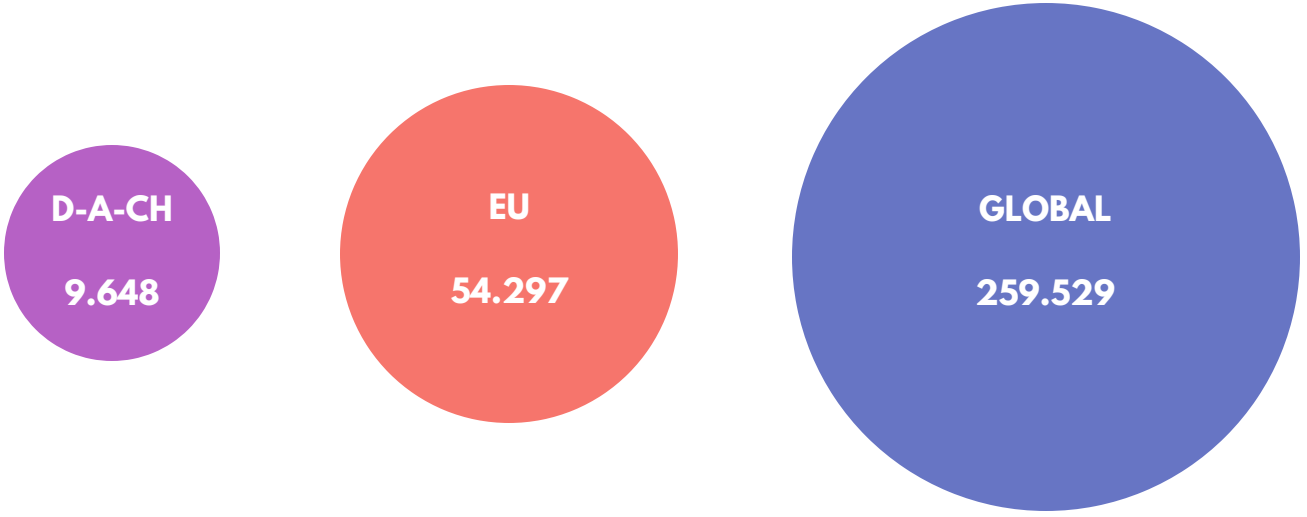
This **enormous administrative stress** has become an **epidemic** in the Staffing Industry.

**THERE IS CURRENTLY NO TIME & ATTENDANCE SOFTWARE THAT SOLVES THESE PROBLEMS.**

After 25,000 hours in development and more than 1,500 customer talks, Infotemp was the first in the world to develop a time tracking system **for the Staffing Industry** that is "Market Fit".

# 03_MARKET & BUSINESS MODEL

## Number of Staffing Agencies*




*) Source: Ciett:
2015 Economic Report

**The minimum fee for using the software is 15,000 euros per year. For additional requested functions, the license can be extended for up to 60,000 euros per year.**

PRICING & SERVICE

License per Year

One Time Setup

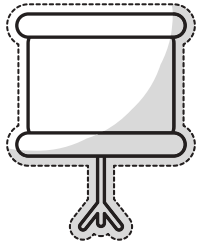
CI - Company's own App's iOS, Android & Web

SLA & Updates per Year

# 04_MARKET ADOPTION

MARKETING & SALES

Online- &
Telemarketing



Webinar & Live
Presentations

Closing &
Integration

| | START-UP PHASE | GROWTH PHASE | SCALING PHASE |
|---|---|---|---|
| GOAL | 50 CLIENTS | 500 CLIENTS | >5000 CLIENTS |
| REVENUE | 750K € | 7,5M € | >75M € |
| DATE | 2018-2019 | 2019/20 - TBD | TBD |

# 05_COMPETITION

| | Infotemp | flapps | Money Penny | TSheets | timecamp |
|---|---|---|---|---|---|
| Time tracking designed for the Staffing Industry | ✓ | ✗ | ✗ | ✗ | ✗ |
| Company's own iOS & Android app with personalized branding | ✓ | ✗ | ✗ | ✗ | ✗ |
| Multilevel Organizations & Approval Management | ✓ | ✓ | ✓ | ✗ | ✗ |
| Virtual terminal & automatic time recording | ✓ | ✗ | ✗ | ✗ | ✗ |
| Time recording based on the temporary employment | ✓ | ✗ | ✗ | ✗ | ✗ |
| Interface to Payroll providers | ✓ | ✓ | ✓ | ✓ | ✓ |

# 06_COMPETETIVE ADVANTAGES

## FIRST MOVER

In the Staffing Industry

## BRANCH KNOW-HOW

Founders' 20 years of experience in the Staffing Industry

## TIME & ATTENDANCE FOR TEMPS

Designed and Developed for Temporary Employment Companies

## ADDITIONAL PRODUCTS LOHNROBOTER.®

After intensive discussions with customers, we recognize a great need for the **automation of payroll**.

Based on Infotemp, we have already developed the payroll bot prototype, called Lohnroboter, as an upselling product. (www.lohnroboter.com).

## FURTHER DEVELOPMENT

Subsequently, we want to develop LOHNROBOTER to utilize **blockchain**.

The financing of this project will be realized through an **ICO-funding**.

# 08_MISSION STATEMENT & VISION

If we answer what Is our **MISSION** with the questions **WHY**, **HOW** and **WHAT**, then we are convinced to reach our **WHERE** to as our **VISION**.

**WHERE**: our **VISION**

**GLOBAL TIME & ATTENDANCE MARKET LEADER IN THE STAFFING INDUSTRY.**

**HOW:** Our **PHILOSOPHY**

We deeply believe in the process of **create-serve-grow** and we enjoy serving our customers with great technology.

**WHAT**: our **POSITIONING**

We strive for innovation in order to be the first in our niches. This defines our position in the market.

**WHY:** The **PURPOSE** of our activity

We create growth and freedom through IT solutions.

# 09_ABOUT US

Infotemp IT GmbH was founded by **Ibrahim** (CFO, Sales) and **Mladen** (CEO, Development) in January 2016 and today employs 8 more people in Vienna.

Ibrahim and Mladen have been close friends since their schooldays and already have achieved within tens of millions of dollars of turnover together before Infotemp.

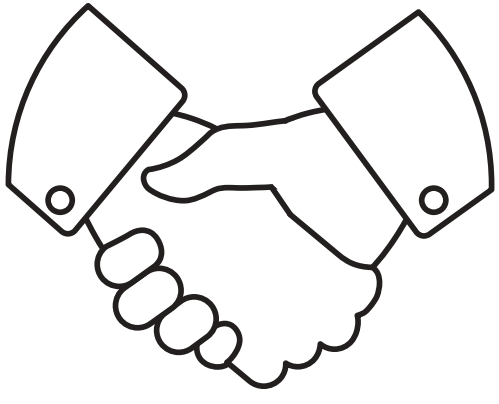
Together, they have 20 years of experience in the Staffing Industry and from this, **Infotemp** is created with love 😍 and passion 🙏 by an awesome team 🤓 .

# 10_PARTNERSHIP

Now that we have already successfully placed our 1.0 Time & Attendance software as a MVP in the market, we want to offer our **market-ready** 2.0 version to our customers.

For this we have already served **25 potential customers**, which have already partially **signed LOI**'s.

**IN THE LONG TERM, WE WANT TO BECOME EVEN STRONGER TOGETHER WITH A STRONG PARTNER AND CONQUER THE GLOBAL MARKET WITH INFOTEMP AND LOHNROBOTER.**



The **first round of financing** by a VC should financially **support our Start-up phase** and **expand our sales team** in order to secure our place in the market quickly.

**WE OFFER EQUITY IN EXCHANGE TO THE FIRST ROUND OF 1 MILLION EURO.**

Infotemp

# CONTACT

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