

# PROJIFY (\*\*)

# Projects that matter.

Lalain Javaid Co-Founder & CMO

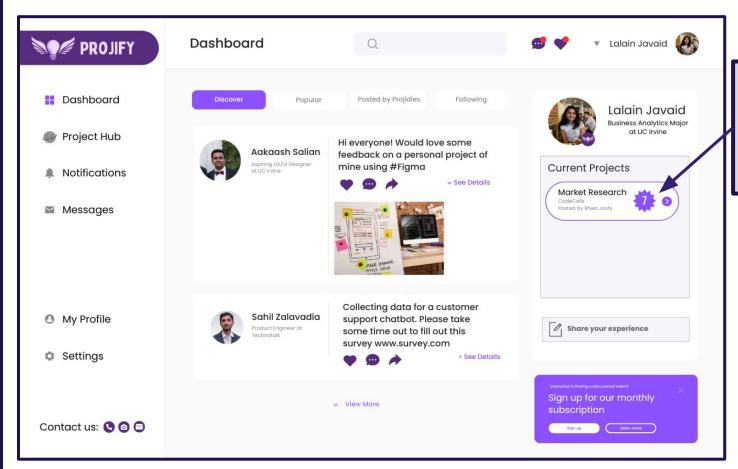
Syed Fuzail Ali Co-Founder & CTO

Akshy Palanisamy Co-Founder & CIO

Om Arvadia Co-Founder & CEO

# **Our Product**





We let companies post projects which are rated for difficulty and given a category



# **Students**

80%



Can't find internships and career-enhancing projects

# **Companies**

**78%** 



**Understaffed** 



lose **\$25,000** and **six months** of training resources on every bad hire

# **Employer Pain Points: Solutions Through Sub-Projects**



#### **Market Research**



### **Prototype/Code Testing**

```
tests > ♣ test_unittest.py > ...

1 import inc_dec  # The code to test
2 import unittest  # The test framework

3

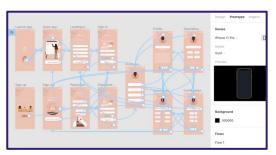
4 class Test_TestIncrementDecrement(unittest.TestCas

| 6 def test_decrement(self):
| self.assertEqual(inc_dec.decrement(3), 2)

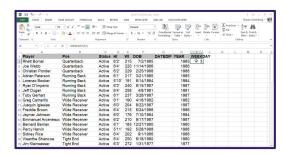
8

9 if __name__ == '__main__':
| unittest.main[]
```

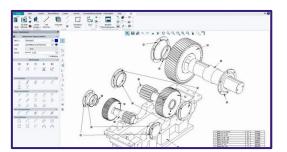
#### **App/Website Wireframe**



#### **Data Analysis/Manipulation**



#### **CAD Design**



#### Flyers/Presentations



**Low Risk - Low Commitment - Low Cost** 

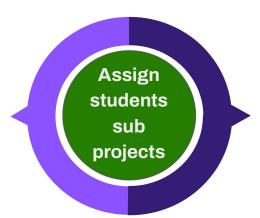




# SOLUTION

# **STUDENTS**

Need experience

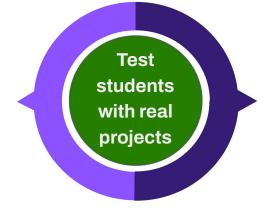


# **ALL COMPANIES**

Lack manpower on sub projects

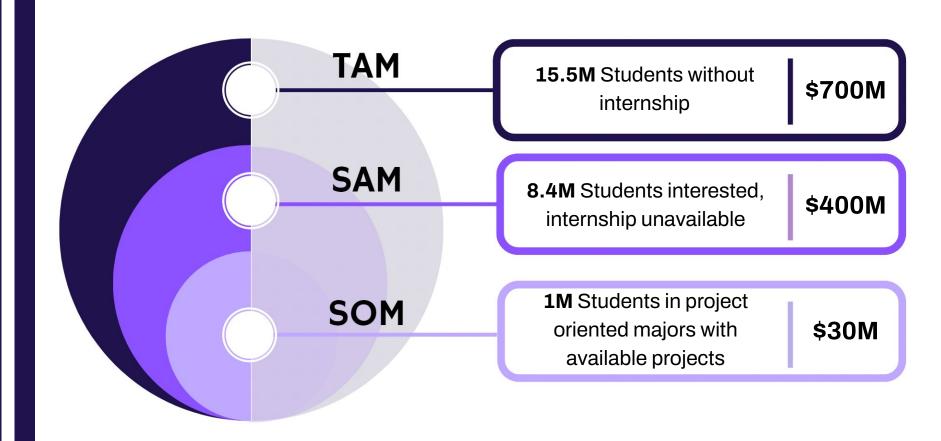
# **STARTUPS**

Can't afford proven hires or risk unproven hires



# LARGE COMPANIES

Miss bad hires in interviews



Companies	Professional Development	Exposure	Low Commitment	Project Matching	Al Guided Start to Finish
Projify	Yes	Yes	Yes	Yes	Yes
Linked in.	Yes	Limited	No	Limited	No
fiverr. Upwork	No	No	Yes	No	No
GLG GLG	No	No	No	Yes	No
<i>Handshake</i>	Yes	Yes	No	No	No
College Micro Internship Departments	Yes	Limited	Yes	No	No

# **Traction**





Students and Employers would use this service

95

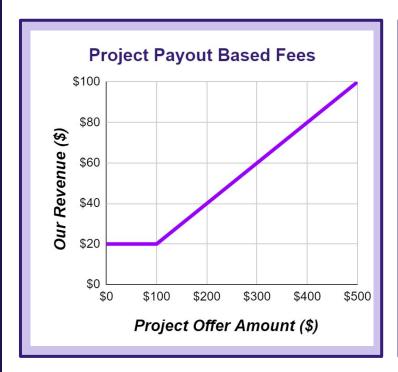
Employers agree Projify can better evaluate full time candidates

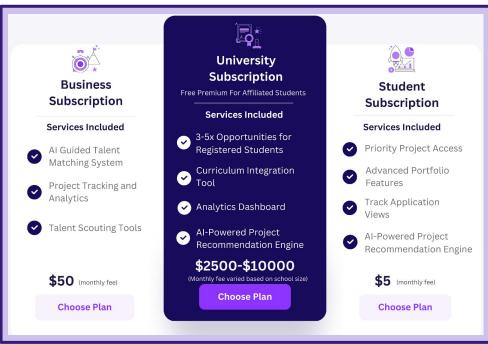
85 % Students and Employers agree inexperienced students can complete recommended projects

**85** %



# **Commission + Subscriptions**







Companies & Universities

Conventions

Recruiters

# Financial Projections



	Year 1	Year 2	Year 3	Year 4	Year 5
Expected # of Projects	250	5,000	20,000	60,000	125,000
Direct Commision	\$10,500	\$200,000	\$800,000	\$2.6M	\$4.5M
Subscription Revenue	\$2,000	\$75,000	\$275,000	\$875,000	\$1.5M
Revenue	\$12,500	\$275,000	\$1.1M	\$3.5M	\$6M
Marketing	\$100,000	\$100,000	\$150,000	\$200,000	\$500,000
Admin	\$0	\$200,000	\$400,000	\$800,000	\$1,000,000
CAC	\$400	\$62	\$29	\$21	\$18
Other Operating Expenses	\$1,000	\$10,000	\$20,000	\$50,000	\$100,000
EBITDA	-\$89,500	-\$35,000	\$530,000	\$2.5M	4.4M





#### Om Arvadia (CEO)

- UCI undergraduate
- Experience in
  - Data Analytics
  - Software Development
  - Marketing









### Lalain Javaid (CMO)

- Rutgers undergraduate
- Experience in
  - UI/UX design
  - Enterprise Architecture





#### **Syed Fuzail Ali (CTO)**

- UCI undergraduate
- Experience in
  - Software Development
  - Project Execution







#### **Akshy Palanisamy (CIO)**

- UCI graduate
- Experience in
  - Software Development
  - > Finance

