



VETTERY

May 2016

Vettery Vision

Vettery will be the marketplace used for hiring across all roles, levels, and geographies.



Vettery is a two-sided marketplace that allows companies to discover candidates and request interviews.

The marketplace provides transparency, price discovery, intent, and ease.

Over 1,700 hiring managers have signed up in the 57 weeks since we launched connecting with over 4,700 candidates.

The Hiring Manager



[Redacted]
VP of Technology
@ [Redacted]



Intent
Access & Transparency
Control
Ease of Use
Cost Effective

The Candidate

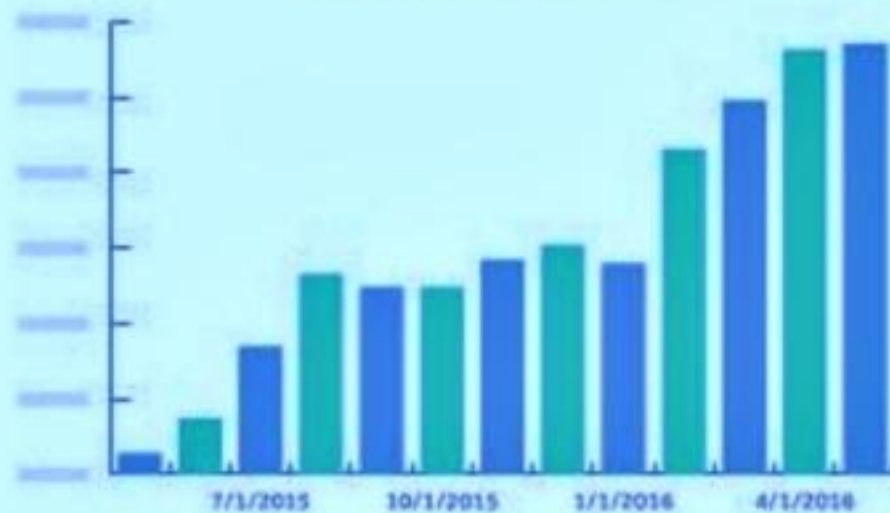


[Redacted]
Software Engineer
placed @ [Redacted]



Ease of Use
Access
Price Discovery
Control

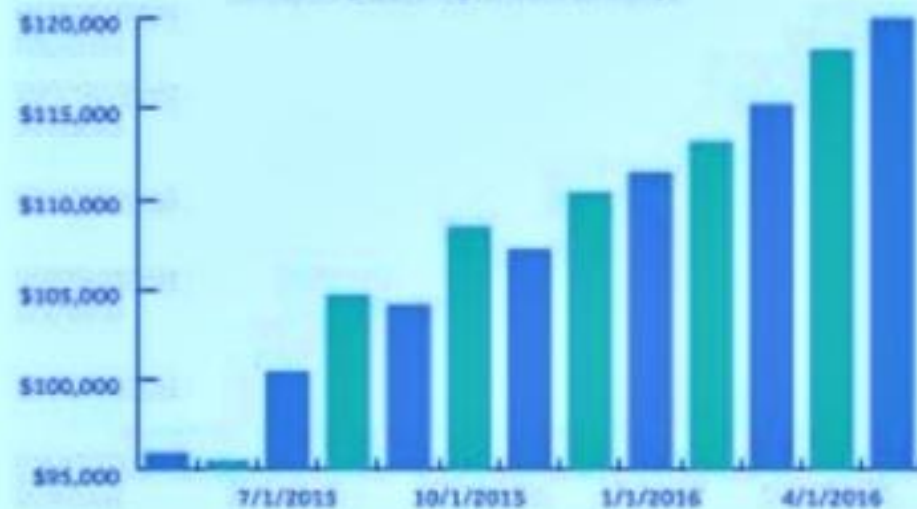
Monthly Interview Requests



Monthly Active Hiring Managers



Monthly Average Invite Salary



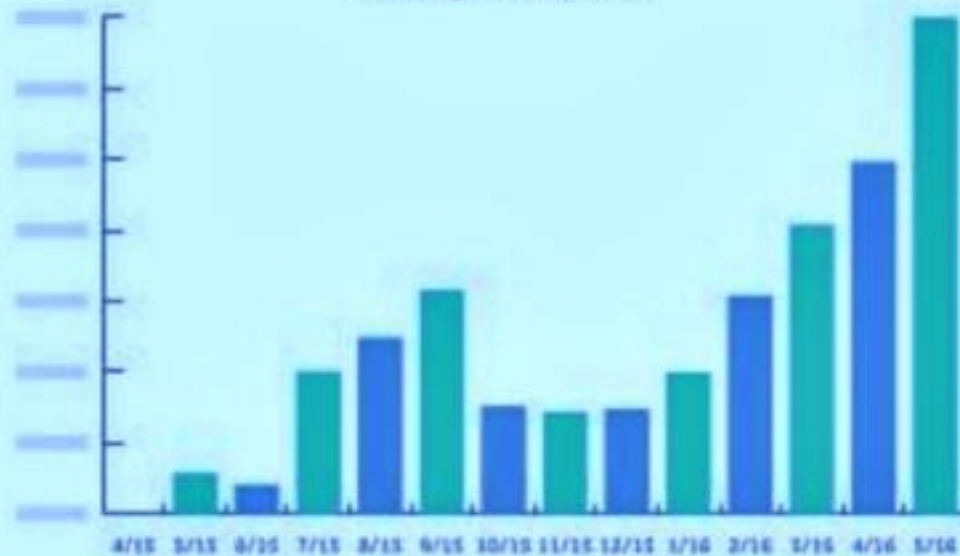
Candidate Acceptance Rate / Week



Monthly GMV



Monthly Net Revenue



TAKEAWAYS

- Revenue growth is strong and consistent.
- Net revenue is also growing, indicating healthy margins.
- There is a clear upward trend in both metrics.
- The data shows a strong correlation between GMV and Net Revenue.
- Overall, the business is performing well and showing significant growth.

Annual U.S. Staffing Industry is

\$120 billion , \$500 billion Globally

14 U.S. Staffing Firms generate

>\$1 billion in revenue per year

Competition

Job Boards

MONSTER

Linked in

careerbuilder®

indeed®

Dice

Marketplaces




VETTERY

HIRED

indeed™ prime

Full Service Incumbents


betts  recruiting

daversa partners



Michael Page

 **Riviera**
PARTNERS

 **Robert Half®**

Price

Vettery is building a large and highly profitable business

In April we had a 90.3% Gross Margin

In May, we estimate we will be profitable and cash flow positive

Long term, we believe this to be a very high margin business

Very high return on investment

(Candidate Acquisition Cost: \$77 / Average Revenue/Placement: \$15,960)

Data

Better Matching
Data driven curation
Candidate Targeting & Acquisition

Scaling

Employer On-Boarding
Candidate Registration and Activation
Streamlining the Interview Funnel

HR Ecosystem Integrations

Integrations with Applicant Tracking Systems
Workflow Management Tools
Real Time Hiring Intelligence

CV