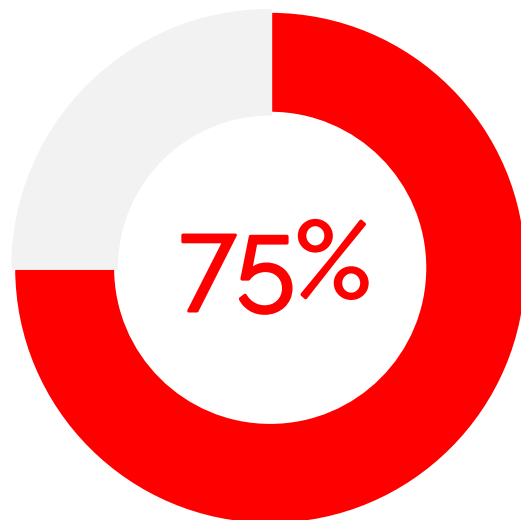




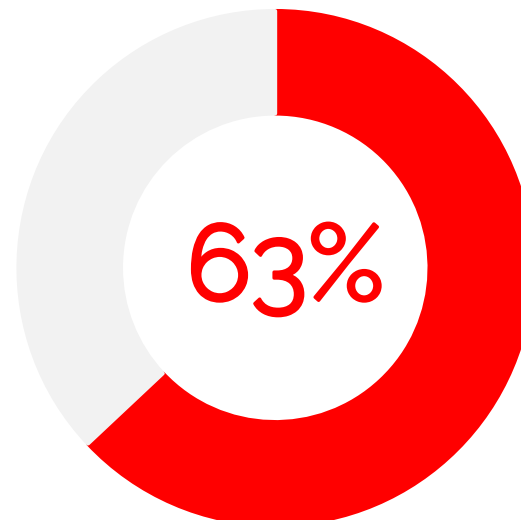
We make the ERP irrelevant.

Old enterprise IT has massive failure rates

ERP



CRM



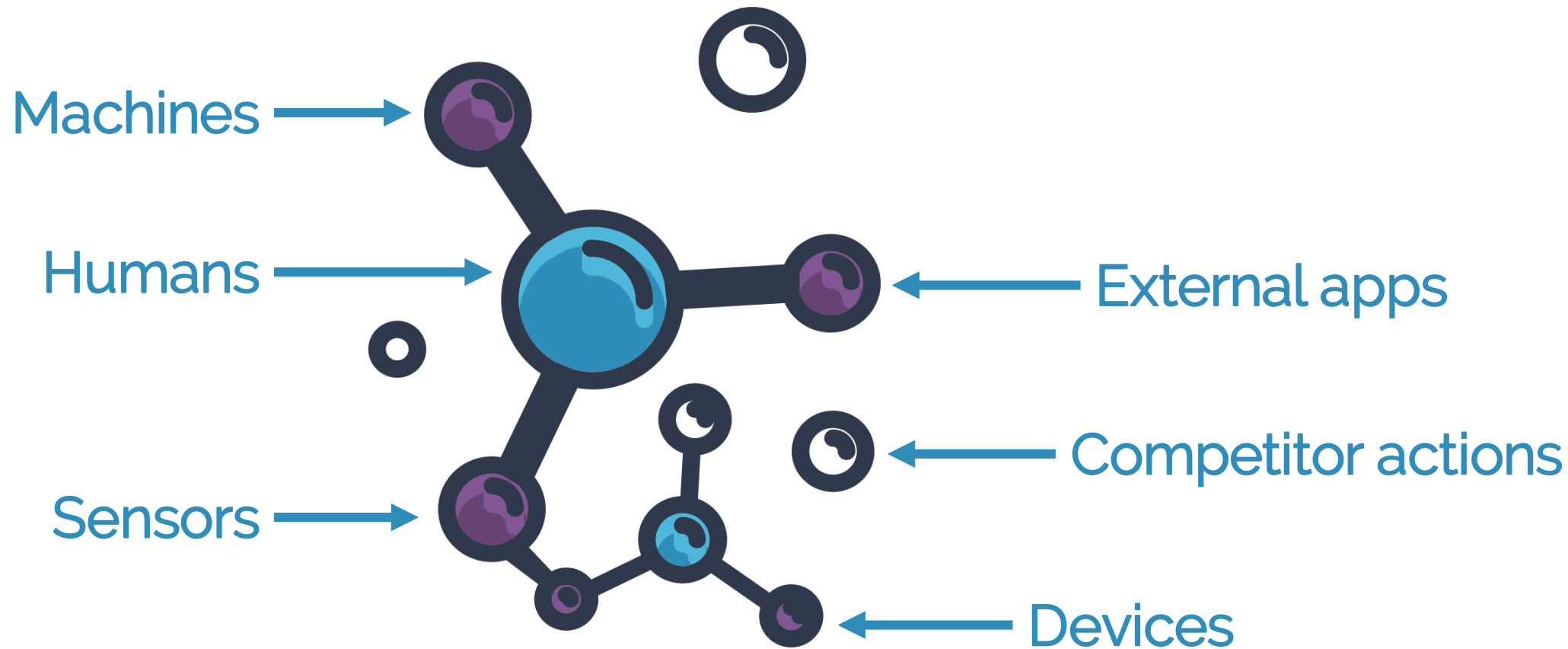
Big problem, big market

“... Fixing this is a \$50-billion market by 2021.”

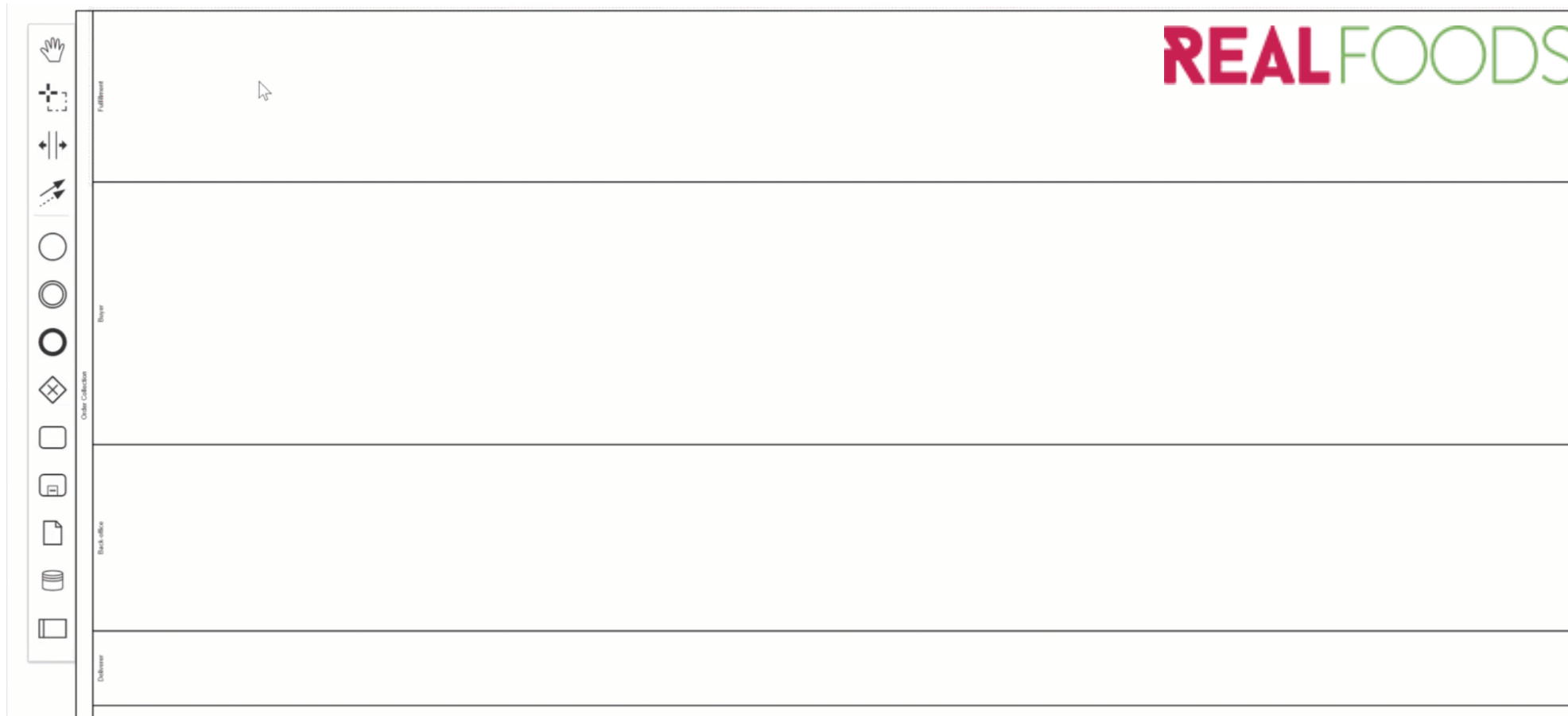
Jim Sinur, Aragon Research
March 2017



New digital enterprise is all-inclusive



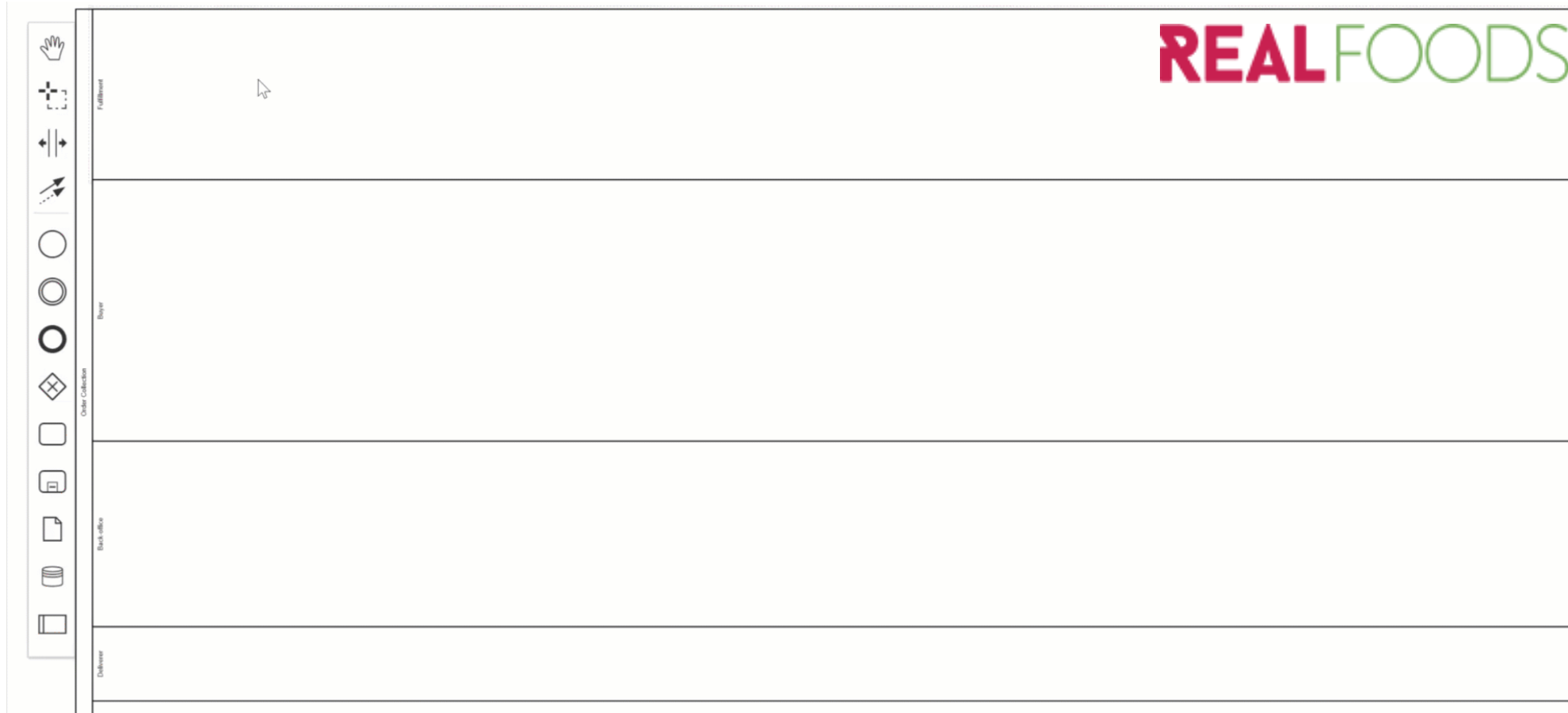
We on-board fast!



Week 1: design the application as a process



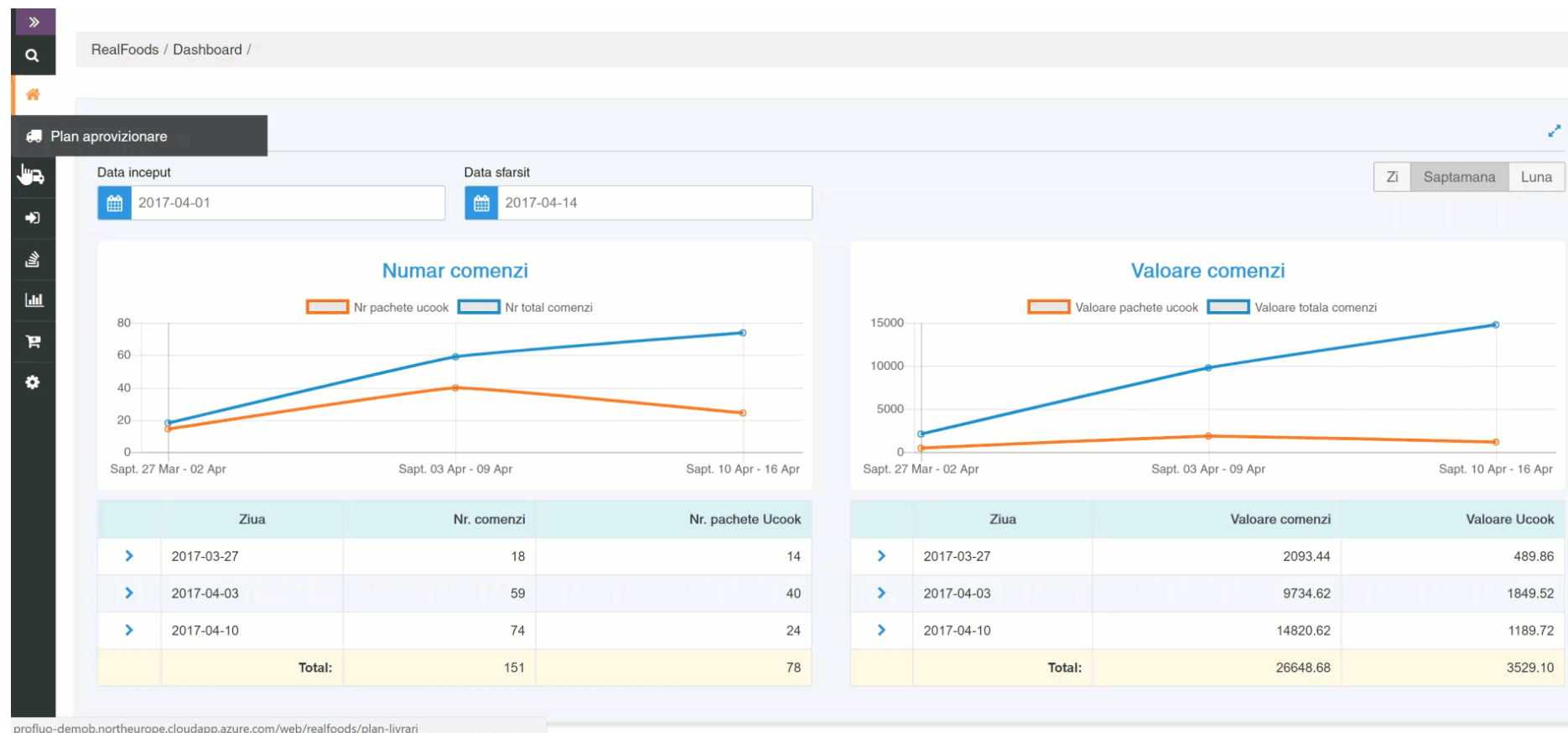
We on-board fast!



Week 2: design the data model and interfaces



We on-board fast!



Week 3 + 4: profit 😊



We are consistently different

- ✓ powerful Process Templates



We are consistently different

- ✓ powerful Process Templates
- ✓ consistent user experience



We are consistently different

- ✓ powerful Process Templates
- ✓ consistent user experience
- ✓ agile execution



We focus on recurring value



We focus on recurring value



We focus on recurring value



Partners:
sales, consulting

We focus on recurring value



Partners:
sales, consulting

Profluo:
product, operations

We are a strategic fit for our Partners

Telecom companies



Consultants



The mid-market is massively underserved

Small businesses

Mid enterprises

Large enterprises

Appian



PNMSOFT
a GENPACT company

software AG



Heavy suites:
too expensive!

The mid-market is massively underserved

Small businesses

Mid enterprises

Large enterprises



Self-service apps:
not powerful!



Heavy suites:
too expensive!

The mid-market is massively underserved

Small businesses



Mid enterprises



Large enterprises



Self-service apps:
not powerful!



Heavy suites:
too expensive!



Our Founding Team is super-experienced



Bogdan Năforniță
CEO
20+ years of CFO experience



Cosmin Merișescu
CTO
15+ years of tech experience



Nelu Ungureanu
Full Stack Developer
7+ years experience



Răzvan Pință
Full Stack Developer
2+ years experience



We are bootstrapped and profitable...

2016 Actuals

4 customers

7 projects

65k EUR revenue

2017 Q1 Pipeline

+20 customers

+29 projects

+350k EUR revenue



...and we are building a SaaS model

One-time revenue

29%

Recurring revenue
(4-yr lifetime)

71%



We look for a seed investment

Business

Consolidation in Romania

Expansion in North America and Europe



We look for a seed investment

Business

Consolidation in Romania

Expansion in North America and Europe

Product

Process templates

Streamlined development

Business ontology

Conversational interface



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Profluo