# **Timeless Technology**

Automation of business processes



Rubin Alexander 3744803/03001

+7 (921) 740–02-03 rubin.av@scratch.studio

### **Our Team**



#### Rubin Alexander (CEO)

Product Owner



#### Solntsev Vitaly (LD)

System Architect



Zernov Viktor (CTO)

System Architect



Belyakov Anton(CMO)

Marketing

### **Company goals**

Implementation of automation in American and European consulting companies Serving small and medium-sized businesses



## Problems

#### **Disadvantages of current solutions**

01

Currently, it is impossible to get away from paper document management



The amount of resources spent on paper documents processing is too large

03

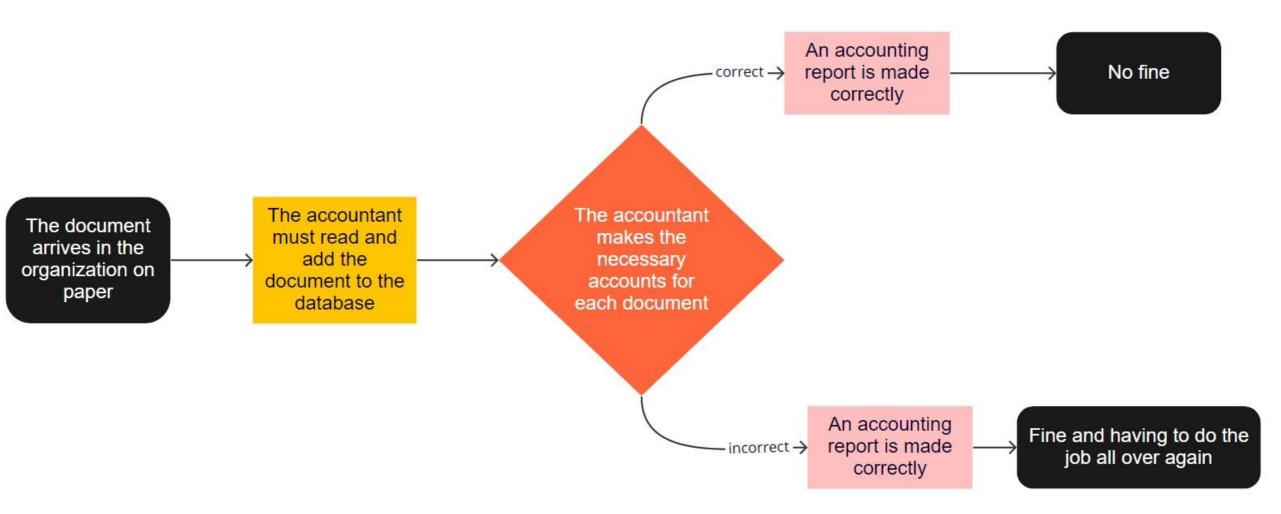
The number of errors due to the lack of automation in the field of paper document management is growing

04

The speed of work without automation is much lower than it have to be



Companies suffer both temporary and financial losses



# **Solution**

**Bullet points** 



Introducing primary documentation of any kind



Processing documents on the server



Uploading documents to the database



Creating the necessary nomenclature



Assignment of

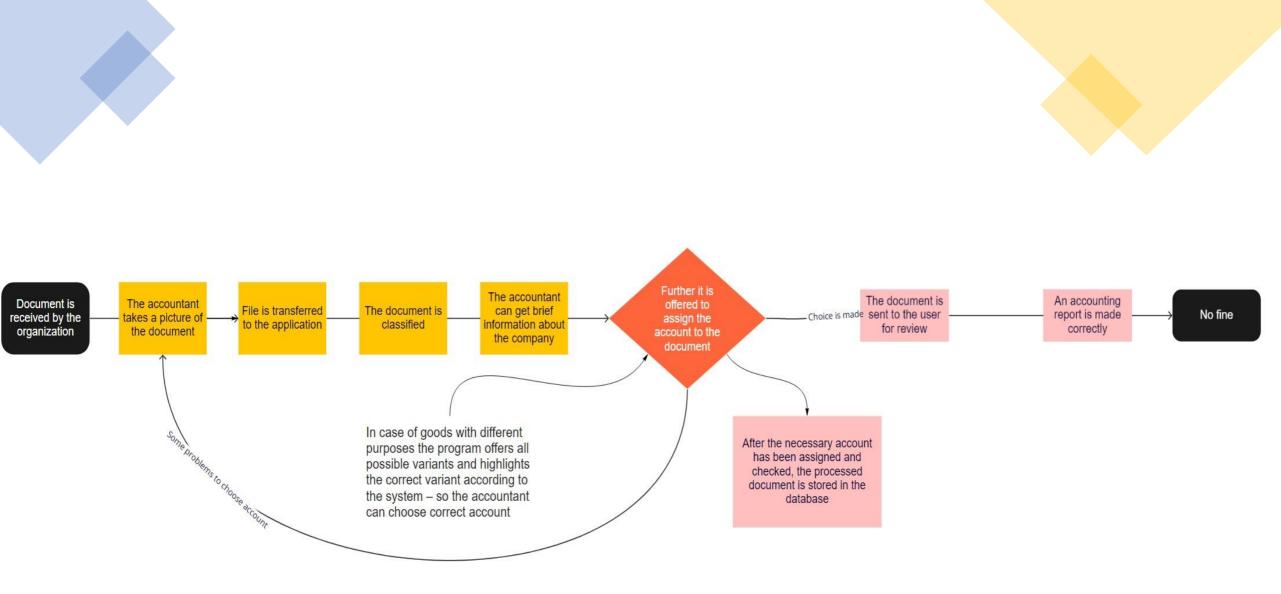
accounting

account

documents



Reporting formation





Digital transformation is the integration of digital technologies into all areas of business, leading to fundamental changes in the business model.

Business processes in your company need automation not only to simplify the work of employees, but also to save your own money.

- Convenient and flexible IT environment
- Personalized customer experience
- Adaptability of the system
- Increasing of operational efficiency
- Updating a set of skills and knowledge

# Why now?

### **Market potential**

Target markets: European and American consulting companies, serving small and medium-sized businesses in accounting consulting.

Based on statistical data, only 30% of customers of consulting companies such as Deloitte, PwC, EY and KMPG use an electronic document management system. Most of the documentation comes in hard copy. More than 70% of errors occur in the primary documentation processing section.



> **100 000** Customers



> 70 Countries

# **Business model**

Attracting customers

#### Offers





Demonstration of results







IT infrastructure



Specific market

# **Expected Competitors**

Company name	Markets	Applied technologies
XEN	Europe, Canada	Xero, FreshBooks, Hubdog, Plooto, Fathom
DOKKA	USA, England, South Africa	QuickBooks, Xero, Priority, Sage и др.
ScaleFactor	USA	QuickBooks Online, Xero
BlackLine	More than 130 countries	SAP, Oracle

# What do we need?

Time	Partnership	Money
Development time – 5 quarters	Big or medium size consulting company	Budget for the development – 2 millions USD
Marketing – 2 quarters	Potential customers	Budget for the marketing – 500 K USD
Sales and implementation	Accountants and lawyers	Split the payments by months

# What we suggest?

Growth	Special conditions	Investor's benefits
License cost per year – 20 K USD	24/7 financial monitoring	Breakeven point – 17 month
Attracting 20 new customers per month	Continuous demonstration of development results	Payback point – 23 month
Personal approach	Personal conditions depending of the interests	30% of the company's shares
Development of the new tools to upgrade the system	MVP version of the app	Board seats

# **Financial plan**

Bullet points:

Development – 15 month

Break even point – 18 month

Payback - 23 month



Full financial plan by QR code or link below

https://docs.google.com/spreadsheets/d/1Xnu4fh2JGulYgIur-\_9SyLTATCDI8UvnOos\_nAJ4wy8/edit?usp=sharing

# Any questions?



+7 (921) 740–02-03 rubin.av@scratch.studio