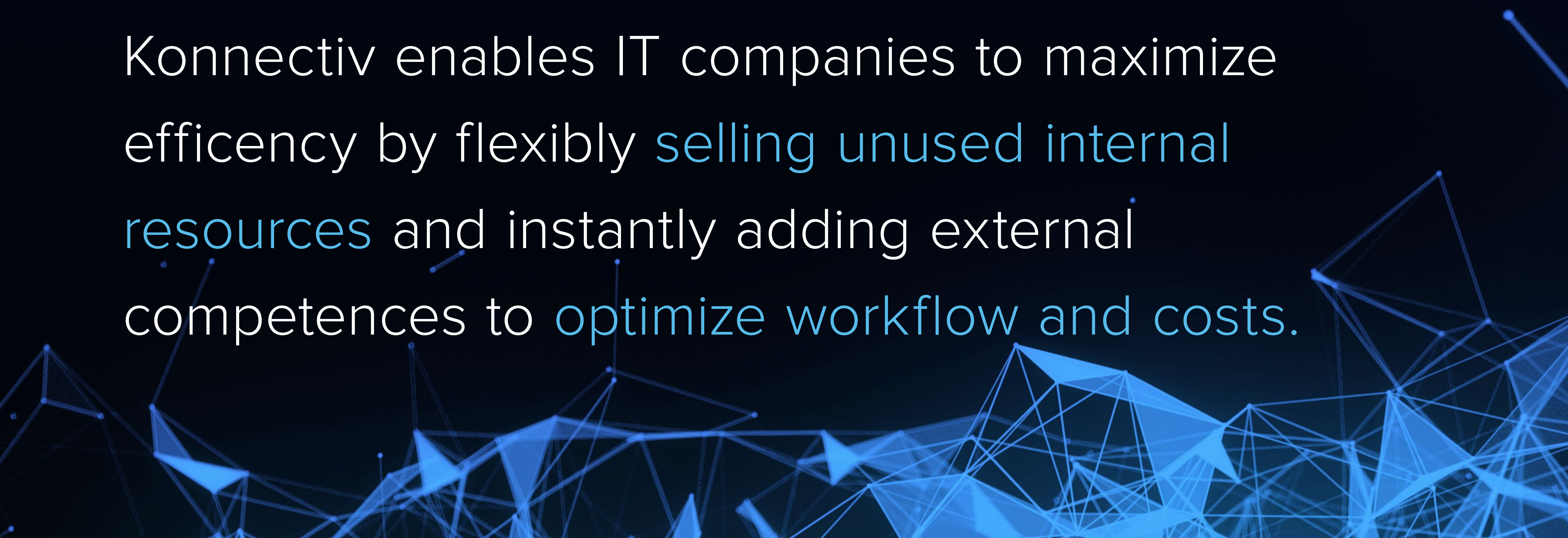


Konnectiv

Konnectiv enables IT companies to maximize efficiency by flexibly **selling unused internal resources** and instantly adding external competences to **optimize workflow and costs.**



Problem

Suboptimal use of internal resources and lack of the ability to quickly scale competencies through external partners limits the growth of IT companies.

There is a deficiency of qualified specialists like programmers, designers, etc. on the market all over the world. Freelancers are often unreliable and harder to manage, thus the the market growth is being limited.

Companies that are looking for resources contact potential vendors directly and ask about specific skills and their availability, sign the NDA, ask for the candidate credentials and availability and when all requirements are met, sign the contract. There are inefficiencies in nearly every aspect of this process, especially:

- / **legal**
- / **operational**
- / **organisational**

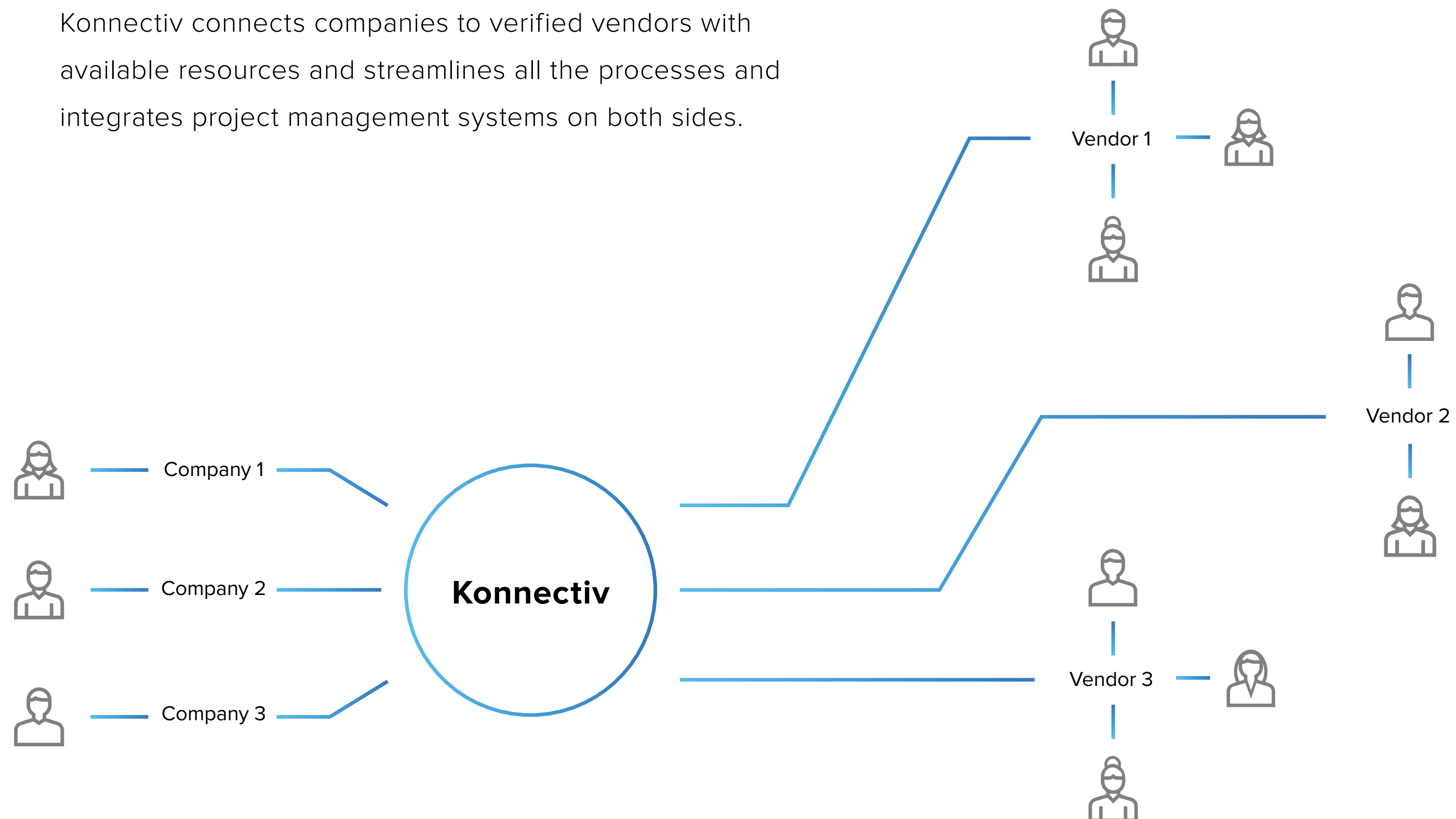
On the other hand, companies with resources look for clients, but the sales cycle and Client onboarding process are lengthy and resources tend to be managed inefficiently, thus the company loses its time and money.

This situation slows down business growth and lowers potential revenue.

Solution

An internal resource management system with integrated marketplace

Konnectiv connects companies to verified vendors with available resources and streamlines all the processes and integrates project management systems on both sides.



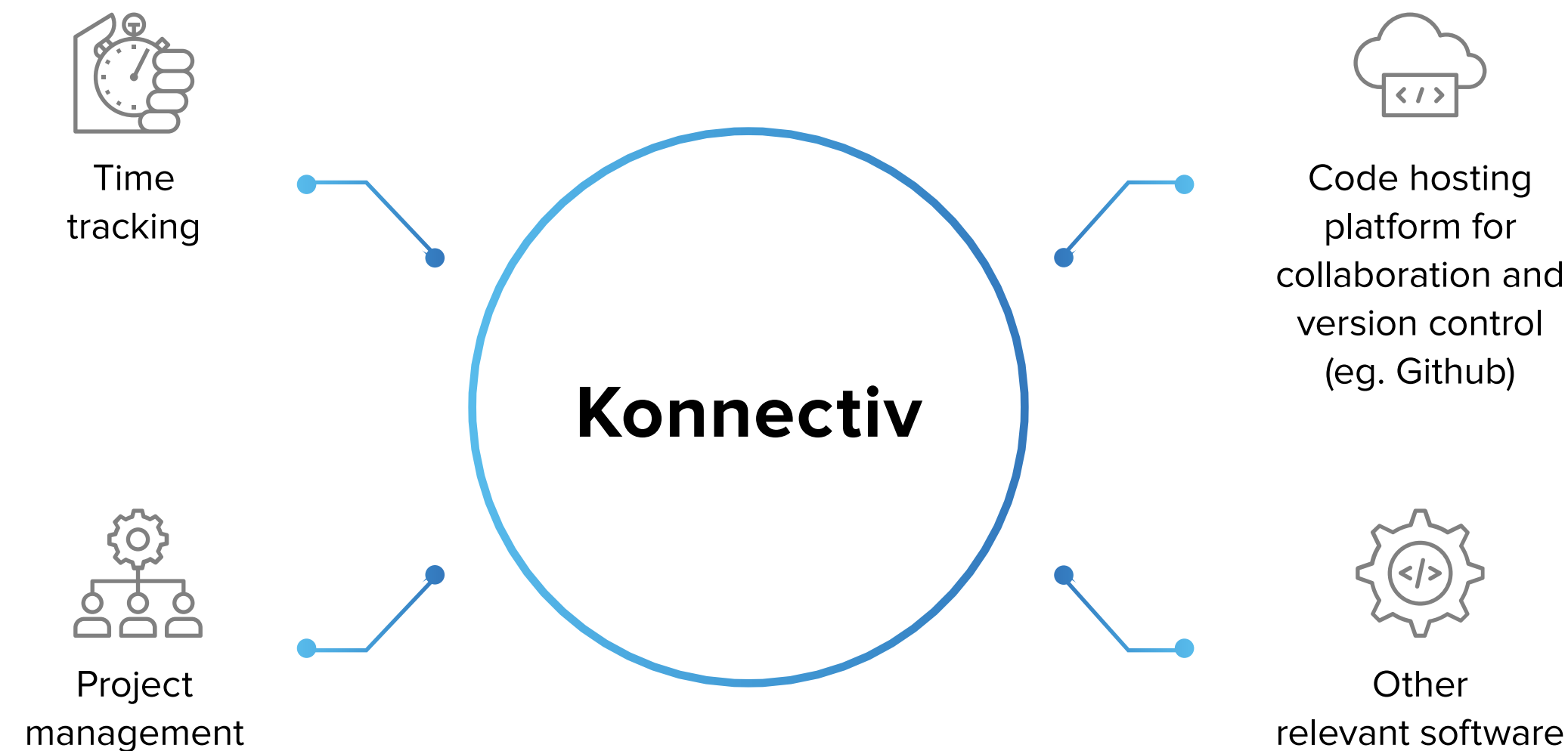
In essence Konnectiv is a platform where a company can:

- / see an overview of resource allocation together with skills matrix
- / create a profile for the company and the individual employees
- / automatically show real-time resource availability to potential Client's
- / receive automated recommendations of best fit, verified and ranked vendors based on machine learning algorithms
- / streamline all the necessary processes like contracts, NDAs, briefing, onboarding and billing
- / seamlessly and effortlessly integrate external resources into internal systems like project management, time tracking or communication

Reliability and quality – technological challenges

Our vision combines simplification and standardization, together with a rank system and algorithm based matchmaking in order to find the most fitted partner for your business.

Konnectiv will analyse data from:



Our algorithms will learn about the way every company on the platform works and recommend most suited partners available in the marketplace.

Possible data evaluation:

- / Code quality – clean and neat code
- / automatic testing
- / good practices for code development
- / security of the code
- / the number of points scored in each iteration vs. time devoted to the entire team
- / the amount of code produced
- / ontime task completion
- / etc.

Business model

Step 1

The platform will initially be free



Step 2

Premium profiles introduction



Step 3

Paid plans introduction for resource management functionalities with one free forever plan available



Step 4

Additional paid features and ads introduction

Vendor fee – 5%
Client fee – 2,5%

Market opportunity

The ICT market worldwide is growing at a rapid pace but the businesses are facing macro-trends such as the skills shortages and the rise of remote work that shifts the paradigm of growing business.

Large organizations are increasing their IT budgets for outsourcing software services. According to a study by Computer Economics, it's from 6.3% to 8.7% this year. Similarly, medium-sized companies too increased their budgets from 4.7% to 6.5%.

Inefficiencies in resource management and allocation at this scale cause enormous losses for the whole market and limits it's growth.

23 mln

software developers & engineers worldwide (EDC study)

7,8 mln

designers on LinkedIn

27,7 mln

Projected new technologies market growth in 2019

12 mln

Behance users (designers)

~65 mln

Combined IT and design jobs worldwide

\$1,76 billion

Gross services volume in 2018 – Upwork platform

~65 mln

Combined IT and design jobs worldwide



65 000 people

Inefficiency level – **0,1%**

65 mln × 0,1% = **65 000**

$$\begin{matrix} \text{65 000} & \times & \text{144} & \times & \text{50} & = & \text{468 000 000 EUR} \\ \text{people} & & \text{h/month} & & \text{EUR/h} & & \end{matrix}$$

1% of the market opportunity

4 680 000 EUR/month

Source:

<https://www.c-sharpcorner.com/article/how-many-software-developers-are-there-in-the-world/>
LinkedIn
Behance

Competition

There are a number of marketplaces available on the market, where you can hire freelancers to supplement your resources. Whoever worked with freelancers knows that you can't always rely on their real availability. Their competences are not always properly verified.

Additionally there is a growing number of products focusing on finding the best talent for IT companies.

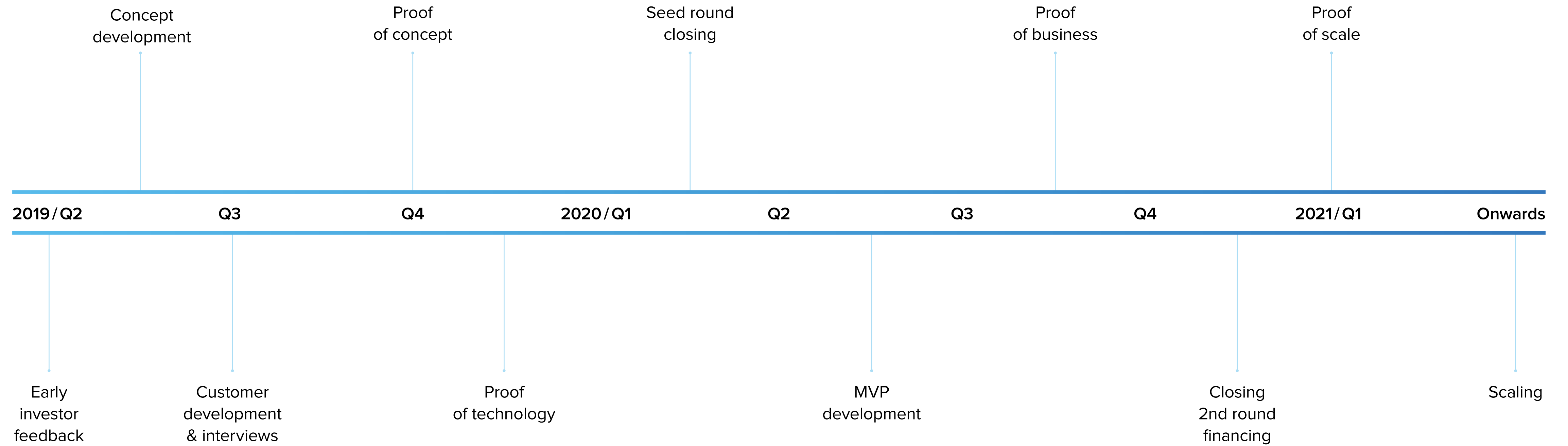
The resource exchange service in the B2B model is a safer solution and guarantees that we acquire proven competences and specialists tailored to our needs.



Competition

	Konnectiv	UpWork	fiverr	Outsourcely	Dribble Talent	Vendasta	Gigster	Gun.io	X-team	Primebit	Clutch	Talent Alpha	Grenade HUB
Resource management	✓									✓			✓
NDA	✓											✓	
Contracts/ SLA	✓												
Payments	✓	✓	✓										
Payment protection	✓	✓	✓										
Onboarding	✓												
Company profile	✓	✓			✓					✓	✓	✓	✓
Personal profile	✓	✓	✓	✓	✓							✓	✓
Real-time availability status	✓												✓
Automated matchmaking	✓											✓	✓
Technical assessment	✓	✓					✓	✓	✓			✓	
Character assessment	✓						✓	✓	✓			✓	
Reference Checks	✓							✓			✓		
Freelancer focused		✓	✓	✓				✓	✓				
B2B focused	✓				✓	✓	✓	?		✓	✓	✓	✓
Full time remote work focused	✓			✓					✓			✓	✓
Freemium / provision based fees	✓	✓	✓			✓						?	✓
Monthly plans	✓ (2nd stage)			✓	✓	✓				✓			✓
Integrated time tracking		✓	✓	✓		✓							
Ratings	✓	✓	✓	✓						✓	✓	✓	
Machine learning	✓						✓						

Roadmap



Investment

	Estimation (hours)	Cost
Development	6594	613 205 zł
UX	2349	152 685 zł
UI/Design	783	50 895 zł
Other costs		183 215 zł
	Total investment	1 000 000 zł

Man days: **1014**

Months for 4 person development team: **8**

Thank you!

Thank you for taking the time to learn about our project, especially as the time is the scarcest commodity there is!

Interested?

Join us to build the Konnectiv. Get in touch at

h.pokrowiecki@funkcional.pl

PS.

We appreciate all the feedback we can get!