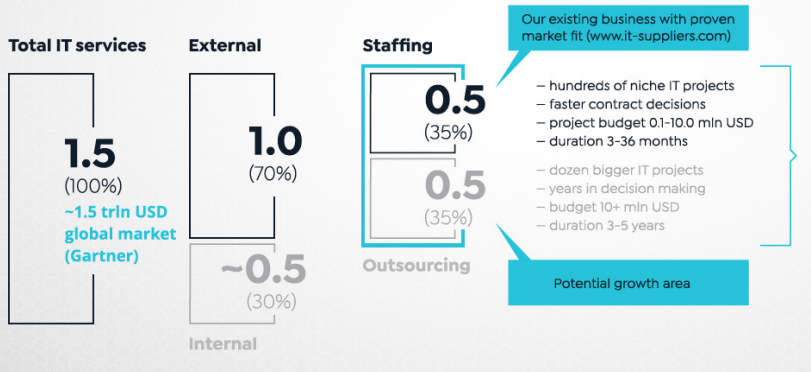


### Market opportunity and focus

Workforce externalization is a major long-term trend, led by IT functions. Every large global enterprise manages thousands of external IT projects at any time, with total volume of ca 0.5 bln USD per annum. Every large company is a large separate market engaging external IT workforce and suppliers on a daily basis.

IT-Suppliers.com has developed the existing marketplace, proven market fit, and understands pains/needs of key stakeholders. As opposed to freelancing platforms (Upwork, Fiverr, Covee), Servicebit focuses solely on larger external IT projects from enterprise clients.

Example external IT budget of **one global company** in the financial industry, USD bln p.a.



Servicebit is a blockchain-evolution of IT-Suppliers ([www.it-suppliers.com](http://www.it-suppliers.com)). Founded in 2014 in Zurich (Switzerland), it is a leading marketplace for external IT workforce and services, with SaaS-based supplier management capabilities used by 6'000+ suppliers and 200+ large and SME clients.

### Success factors

- 1) 1.5 trln USD market we're active in today
- 2) Strong adoption by the existing 1+ mln IT-Suppliers community
- 3) Massive business potential from Enterprise Smart Contracts automation
- 4) Strong leadership team with decades of external workforce and IT focus

### Token use cases

✓ utility ✓ payment

- Pay for work
- Pay for information and feedback
- Pay for Servicebit (fee) and premium services

### Business/Client pains

- talent sourcing is hard and expensive
- high admin cost of external workforce
- unable to hire best talent due to risk-management

### Servicebit - key features

#### Network does it all

- direct matching, no intermediaries
- active community (token incentives)
- small niche talent backed by network

#### Reputation, profile, projects history

- immutable verifiable profiles
- Transferrable reputation and data
- Audited projects history

#### Back office automation

- existing heavy back-office functions replaced by smart contracts on public or private enterprise blockchain
- 90% efficiency gain by smart contracts

### Workforce pains

- lost income to high intermediary fees
- poor payment terms
- non-transferable reputation, history, profile, etc.

### Leadership



**Igor Putrenko** / CEO of IT-Suppliers. Serial entrepreneur in IT, Supply Chain and Professional Services



**Marc Carletti** / Enterprise Sales Ex-CEO of BT (NYC), SIX Financial Information and Reuters DACH



**Dmitry Volokh** / Tech lead and IT development software development lead with over 20 years of experience.



**Pavel Volichenko** / Product Development Multiple startup and product experience

Great advisors from **Adecco** **avalog** **pwc**

2014

IT-Suppliers founded in Zurich, Switzerland

2017

IT-Suppliers products and community grows to 200+ large clients, 6'000+ IT suppliers and 1+ mln qualified workforce. Annual revenue growth x6.

Feb 2018

Servicebit concept born following requests from both workforce and businesses

Aug 2018

Network architecture and key features designed and verified with key stakeholders

4Q 2018

Working on first version of MVP on [Ethereum](https://www.ethereum.org/)

1Q 2019

MVP on [Ethereum](https://www.ethereum.org/) with pilot users

3Q 2019

Launch of initial public version of Servicebit Network