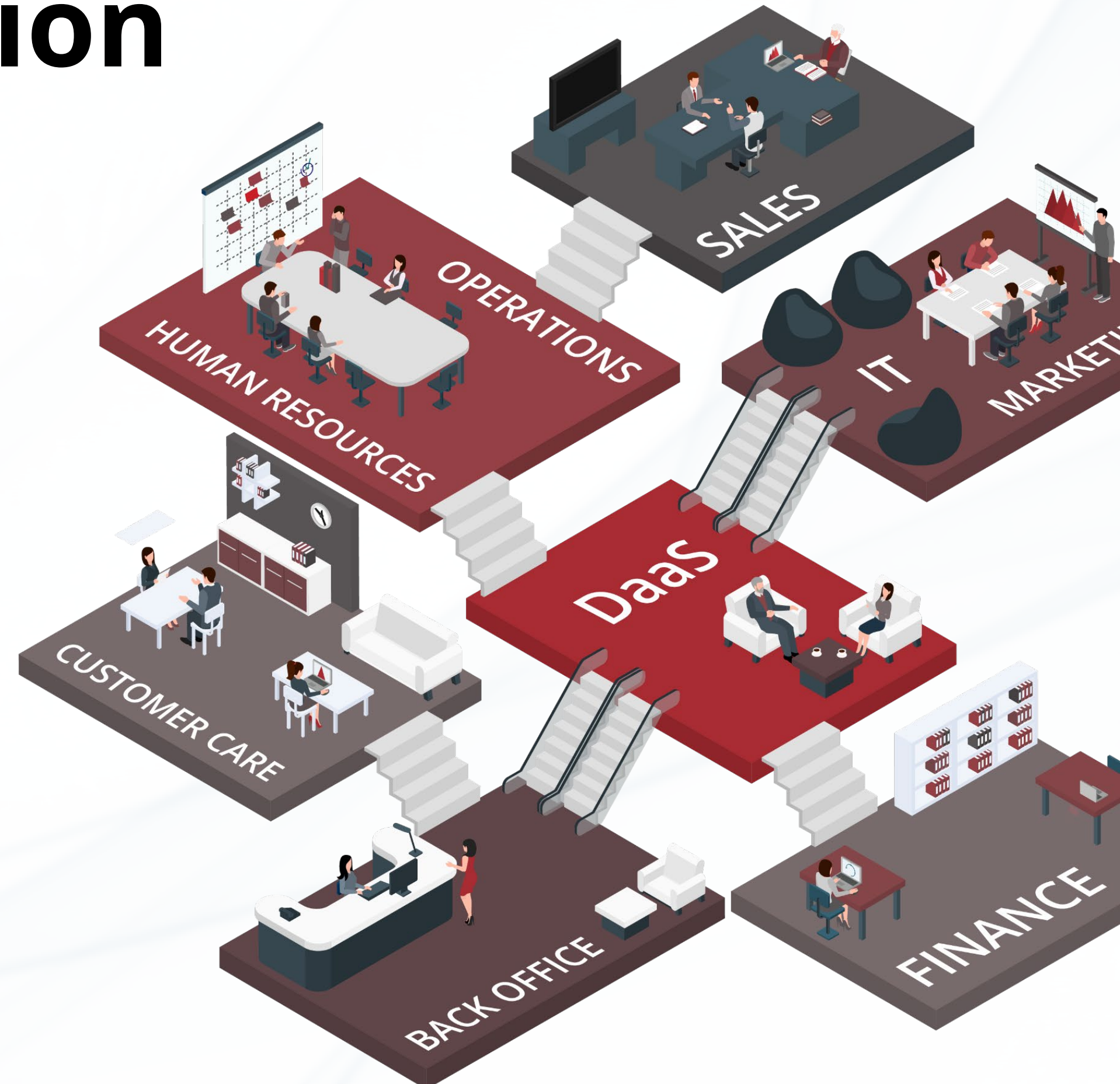


# The Future of Work

## Department as a Solution



Channel Presentation

# WHO ARE WE

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**Industry:** Future of Work

**HQ:** Zagreb, Croatia

**Geographic Coverage:** EMEA

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## • Mission •

**1st MANAGED DEPARTMENT PROVIDER**

The perfect alternative to outsourcing – keep **100% control** over your team.

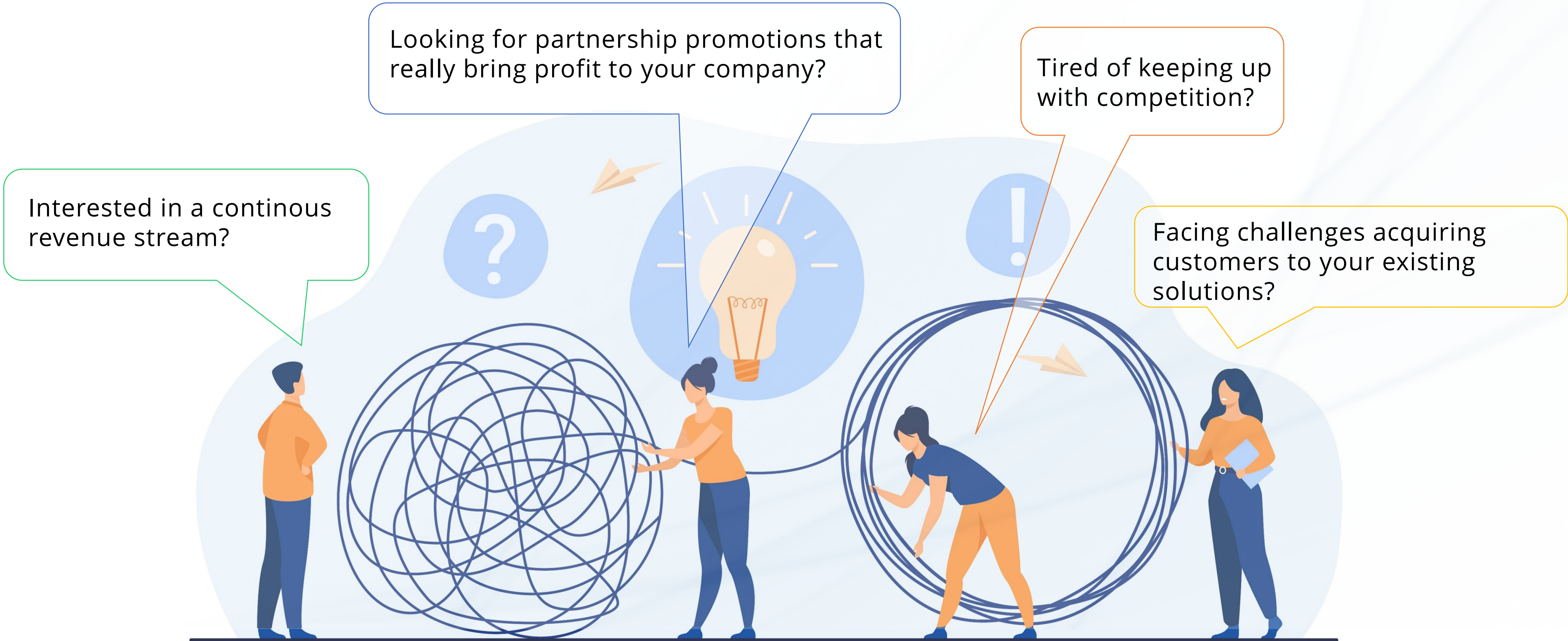
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## • Vision •

**CREATING THE FUTURE OF EMPLOYMENT**

Changing how people work, live, play and learn.

# WHAT WE DO



 **WE HAVE THE SOLUTION**



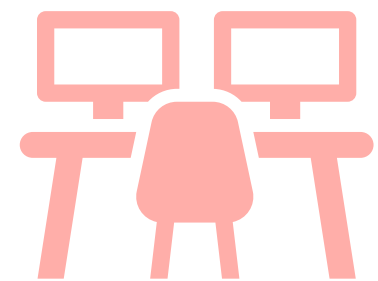
Office Space



Globally  
Sourced Talents

# DaaS

**Department as a Solution** is a platform that enables **SMEs** to create and manage their own teams in Croatia, without opening a legal entity.



Asset Management  
& Equipment

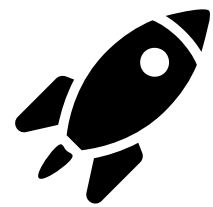


CRM Optimizing  
Business Processes

# PROBLEM



## Cost Increase



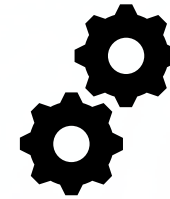
**61%** Increase of the operating costs since 2019

## Lack of Talent



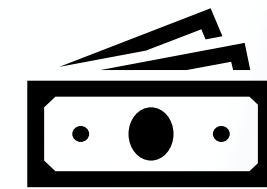
**75%** Customers struggle with finding competent and skilled talent

## Process Optimisation



**69%** Companies do not have any of the process automation implemented

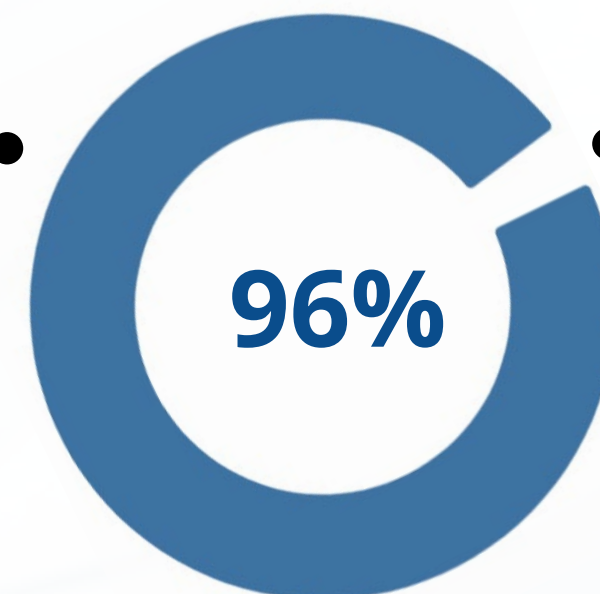
## Revenue Loss



The danger of **€8.5 trillion** in unrealized annual revenues due to talent shortage

## FOCUS IS KEY

EMEA SMB & SME companies with 50-5000 employees (industry agnostic)

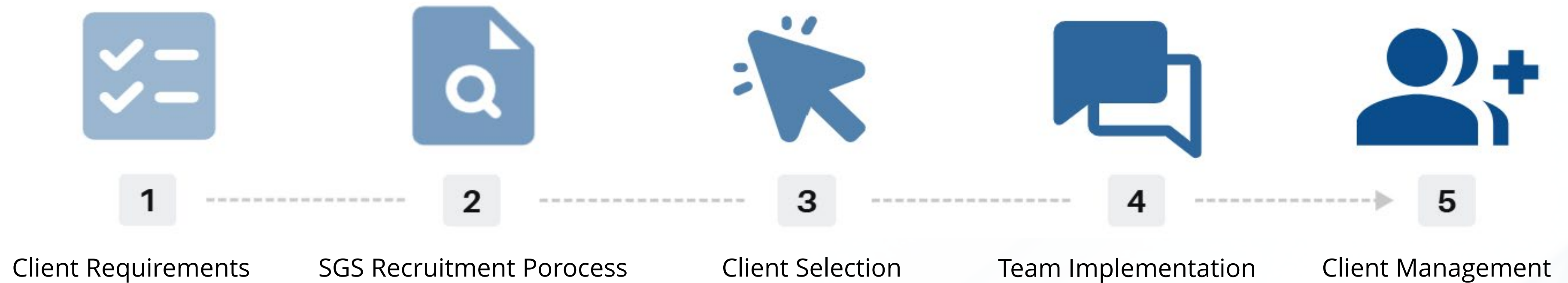


## OUR TARGET CLIENTS

**96%** of the Global Workforce

## The Future Of Employment

**Department as a Solution** is an industry-agnostic, complete solution for creating and managing your own department, from talent selection to office decor and equipment.



### • DaaS Benefits: •

- ✓ Cost reduction (up to 40%)
- ✓ 15% increase in productivity
- ✓ Team & office ready in 12 weeks
- ✓ Legal & compliant

# OUR SOLUTIONS



## IT

Imagine IT Empowerment with DaaS, Where You Build Your Team, You Control.

[Read more.](#)



## Sales

Unlock the potential of your sales, account management, and telemarketing teams.

[Read more.](#)



## Operations

With SGS DaaS, streamline operations from Customer Service to R&D, Procurement, and beyond.

[Read more.](#)



## Customer Support

We are Customer Support experts with industry insider experience and a network.

[Read more.](#)



## Human Resources

Revolutionize HR with SGS DaaS, Where You Shape and You Command.

[Read more.](#)



## Back Office

Empower your back-office tasks to SGS DaaS and let our team of experts.

[Read more.](#)



## Marketing

DaaS Marketing solution helps streamline and enhance your marketing efforts.

[Read more.](#)



## Finance

You can build and control your own finance team without outsourcing or involving third parties.

[Read more.](#)



• ONE MONTHLY INVOICE •

**Imagine the ultimate remote business setup** – your people, software, equipment, and office space all in one simple solution.

- ✓ The ideal CRM system for our target clients
- ✓ Covering 8 corporate segments over 30+ departmental solutions
- ✓ Easy to use and customizable
- ✓ Implementation in 2 weeks
- ✓ Customization <2 months
- ✓ On average 50% lower in operating cost
- ✓ AI will be implemented in the next generation



The Perfect SaaS for SMB & SME Clients – **“Our clients use 80% of the features from day one.”**

# COST COMPARISON OF HIRING A "SPECIALIST"



## In-house

Salary

**€60-84/hour**

Benefits, Taxes, Overhead

**€13-18/hour**

Operational Expenses

**€10/hour**

Time Zone

**Same time zone for In-house**

**Total Cost of Engagement**

**€83-112/ hour**

## Outsourcing

Salary

**€20-45/hour**

Benefits, Taxes, Overhead

**€10-21/hour**

Operational Expenses & Profit

(Including communication, travel and overnight)

**€10-24/hour**

Time Zone

**Different time zone**

**Total Cost of Engagement**

**€40-90/ hour**

## DaaS

Salary

**€18-40/hour**

Benefits, Taxes, Overhead

**€8-10/hour**

Operational Expenses

**€10/hour**

Time Zone

**Same time zone for In-house**

**Total Cost of Engagement**

**€36-60/ hour**

**100%**

**0%**

**100%**

**IN FULL CONTROL OF CUSTOMER**

**„THE PERFECT ALTERNATIVE TO EMPLOYMENT“**

## Board

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**Markus Borlinghaus**

Founder & CSO

*"Has decades of experience in Corporate Leadership and working at executive level positions in Cisco Systems, Juniper Networks, Microsoft, Xerox and ATI."*



**Oliver Walter**

CEO

*"Oliver Walter serves as the General Manager at Scalable Global Solutions, bringing over 25 years of experience in sales and business development across various countries."*

## President Supervisory Board

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**Oliver Nachtrab**

*Oliver Nachtrab is an interim executive with 20+ years in the IT and software industry. He drives sales growth, product strategy, and digital transformation, serving as Partner at Lupus & Company and Managing Director of Namasas GmbH.*

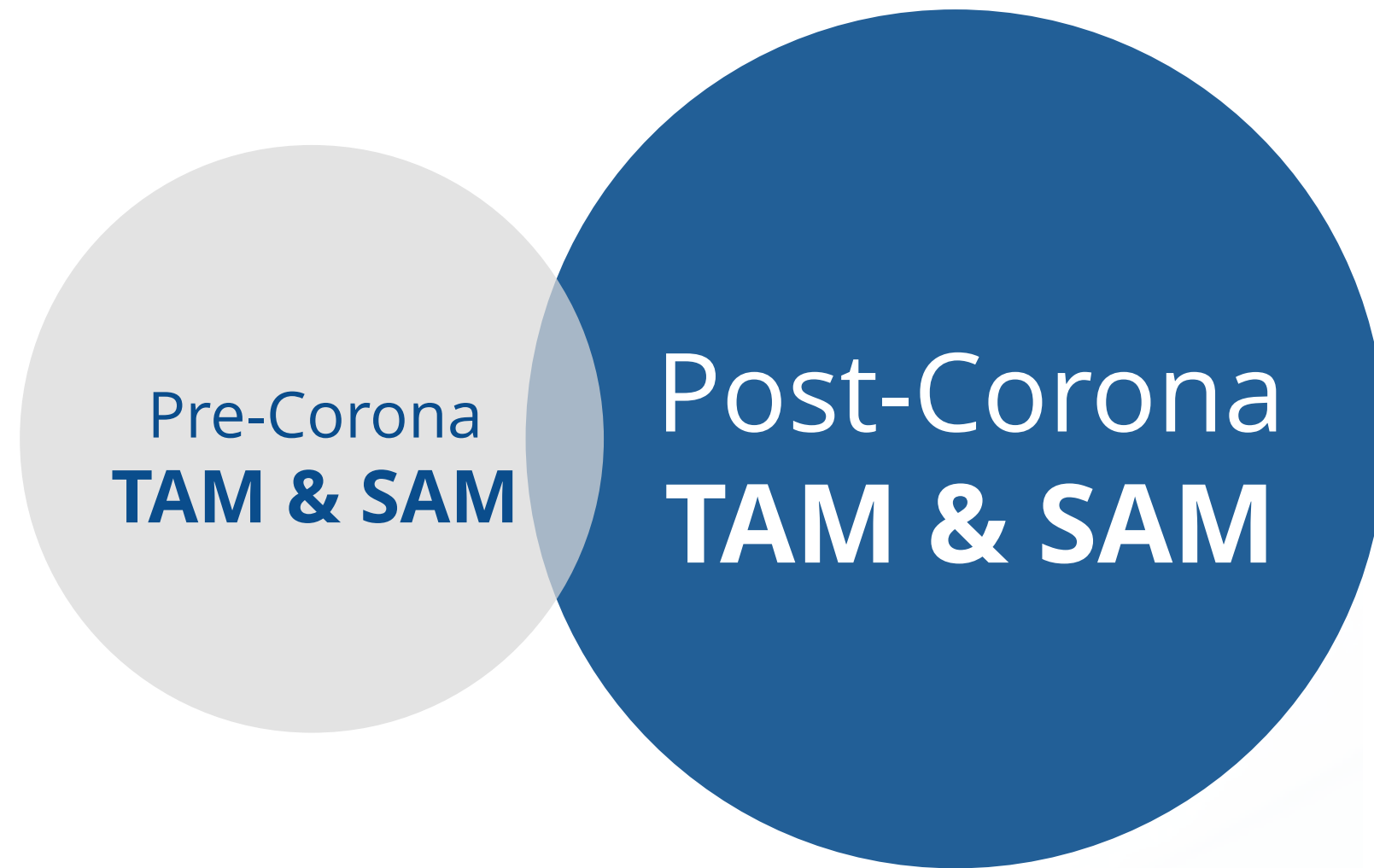


**Martin F. Herrmann**

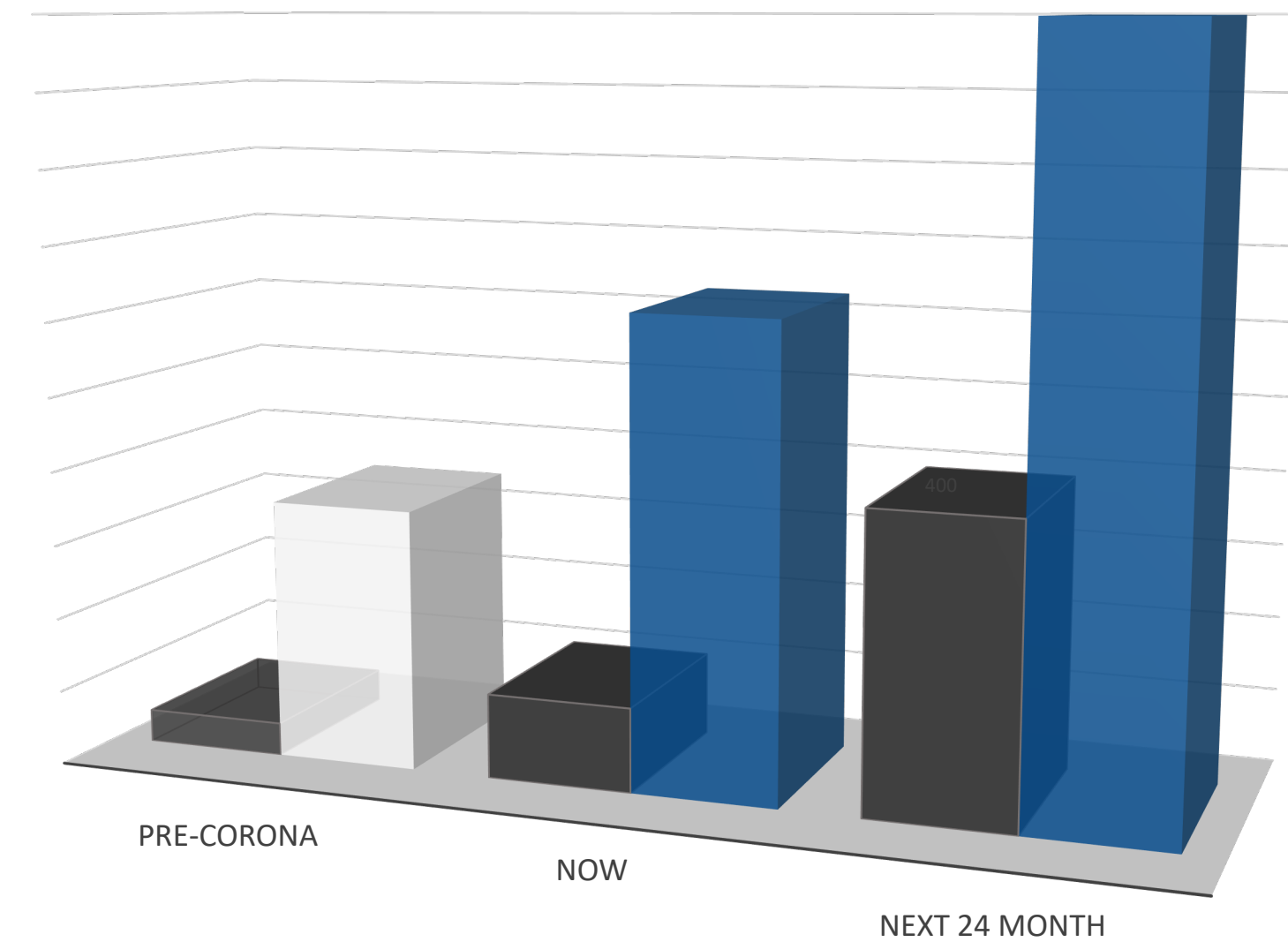
*With 20+ years of energy industry leadership, Martin F. Herrmann excels as a financial expert, CEO, CFO, and COO. He now supports founders in achieving their entrepreneurial dreams as an angel investor and provides invaluable guidance on supervisory and advisory boards.*

## Key Advisor

# MARKET POTENTIAL



■ SAM (Salable Adressable Market) ■ TAM (Target Adressable Market )



„Investments in technologies supporting **Future of Work** initiatives will exceed **\$1 trillion** worldwide by 2025 with a robust 17% CAGR over the five-year forecast period.”

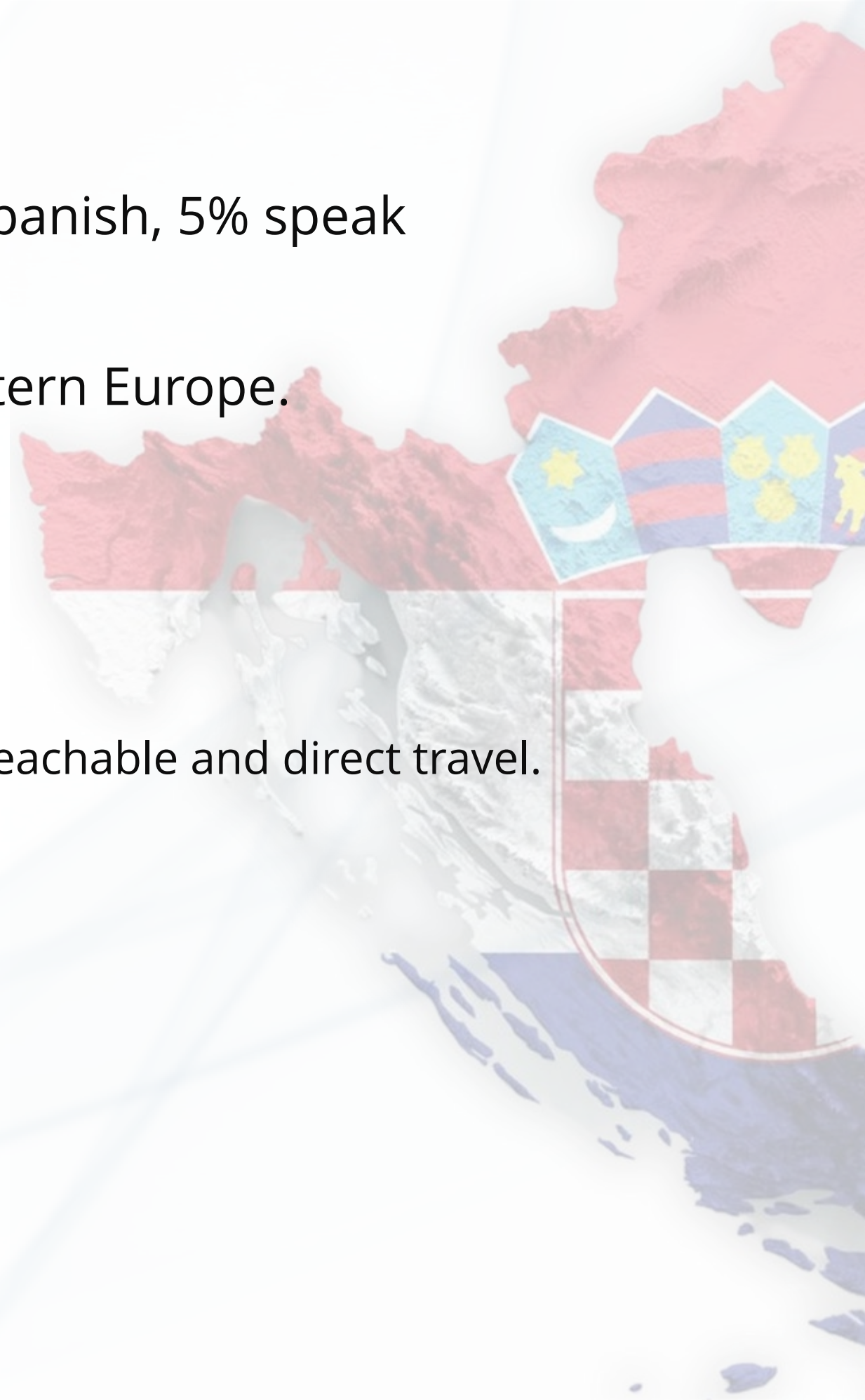
## Region of Talented & Skilled People

68% speak English and 34% speak German, 14% speak Italian, French, and Spanish, 5% speak Dutch while 3% speak Scandinavian languages.

Located in the heart of Europe, has the same cultural understanding as Western Europe.

## Benefits For Clients:

- ✓ Excellent strategic geographical position with proximity to major European cities - reachable and direct travel.
- ✓ Fully integrated into the European Union.
- ✓ Many international industries becoming a driving force in the croatian economy.
- ✓ Visa and integration processing handled by SGS.



# PARTNER OPPORTUNITIES



Our partner levels based on partner size and enterprise:



**< 10 EMPLOYEES**



**< 20 EMPLOYEES**



**> 40 EMPLOYEES**



**> 100 EMPLOYEES**

More Information: <https://sgs-daas.com/channel-program>

# COMPETITIVE MAP



# PARTNERSHIP PROGRAM

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- ✓ **CONSISTENT REVENUE:** Building a long - term relationship with your clients.
- ✓ **SUSTAINABLE:** A consistent monthly income and profit stream.
- ✓ **EFFECTIVE & EFFICIENT:** Ability to lasting cost efficient solutions with increased productivity.
- ✓ **VALUE TO CLIENTS:** provide additional value, consultancy and business process optimization.
- ✓ **NEW MARKETS AND CLIENTS:** our partner program enriches your solutions and portfolio.
- ✓ **DaaS – THE FUTURE OF WORK:** become a part of a 1 Trillion Market potential going forward.

# OUR CLIENTS




**DATA ANALYTICS & GLOBAL MARKET INTELLIGENCE**



**WORLD DATA LAB**


AUSTRIA, GERMANY & SWITZERLAND

**SW DEVELOPMENT**



AUSTRIA

**MANUFACTURING**




ITALY & GERMANY

**PROPERTY MANAGEMENT**



GERMANY

**FINANCIAL SERVICE**



AUSTRALIA & UNITED KINGDOM

**HOSPITALITY & TOURISM**




CROATIA

**DISTRIBUTION**



USA & GERMANY

**SYSTEM INTEGRATOR**



D/A/CH

# BENEFITS OF PARTNERSHIP PROGRAM

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- ✓ **CONTINUOUS COMMISSION:** Earn a monthly commission on every deal's net profit amount from referred client contracts, with commission rates increasing as the size and value of the referred client departments grow over time.
- ✓ **PARTNER INTRANET:** Specifically designed & developed to cater to our partners needs.
- ✓ **ADDITIONAL SOLUTIONS TO YOUR PORTFOLIO:** By integrating DaaS into your existing suite of offerings, you enhance your value proposition to clients with cutting-edge solution. We help you set apart in today's competitive landscape.
- ✓ **CHANNEL ACCOUNT MANAGER:** Our partners get a dedicated Channel Account Manager for support and guidance. In the face of challenges, they take the lead in finding solutions.
- ✓ **JOINT CHANNEL JOUR FIXE:** A meeting for partners to gather, share knowledge and receive updates on developments and exciting news of growth. In addition, potential leads generated by SGS to signed partners.

# QUESTIONS AND ANSWERS

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Contact Information

[channel@sgs-daas.com](mailto:channel@sgs-daas.com)



# Thank you for listening!

The Future of Work begins here, with you.