



Scalable Global Solutions JSC

Company Presentation

Presenter:

Markus Borlinghaus
Founder & CEO



SGS is a platform that enables SMBs to create and manage their own teams in Croatia, without opening a legal entity

DaaS (Department as a Solution)

A unique combination of:



Globally sourced
talent



The CRM system
for optimising
business processes



Asset
management and
equipment



Office space



WHO ARE WE?

HQ: Zagreb, Croatia

Industry: Future of Work

Fundingstage: Seed

Legal form: Joint Stock Company

Use of funds:

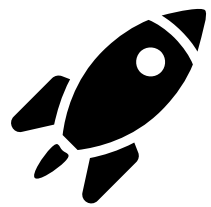
- 1) Accelerating sales and channel partnership
- 2) Growing the Recruitment team
- 3) Next stage of SGS ONE development
- 4) Branding & Marketing



PROBLEM



COST INCREASE



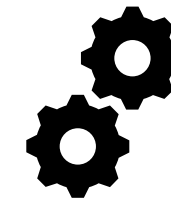
61% Increase in operational costs since 2019

LACK OF TALENT



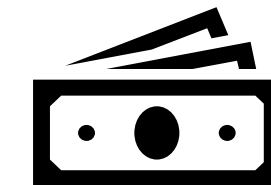
75% Customers struggle with finding competent and skilled talent

PROCESS OPTIMISATION



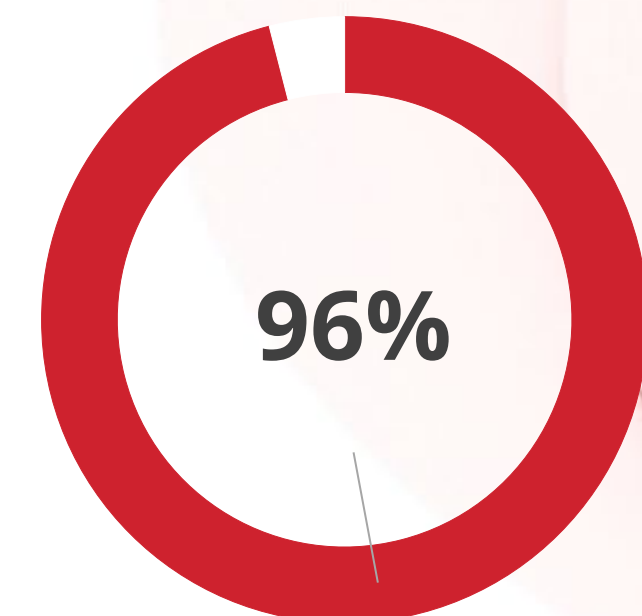
69% Companies do not have any process automation implemented

REVENUE LOST



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

FOCUS IS KEY
European SMB & SME companies with 50-5000 employees, industry agnostic



The Future Of Employment

DaaS [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.

„We search globally and place locally“

DaaS benefits:

- ✓ **Cost Reduction (up to 50%)**
- ✓ **Focus on Business Expansion**
- ✓ **15% increase in productivity**
- ✓ **Long Term Contracts 36 month+**
- ✓ **Team & office ready in 2 months**
- ✓ **Legal & Compliant**

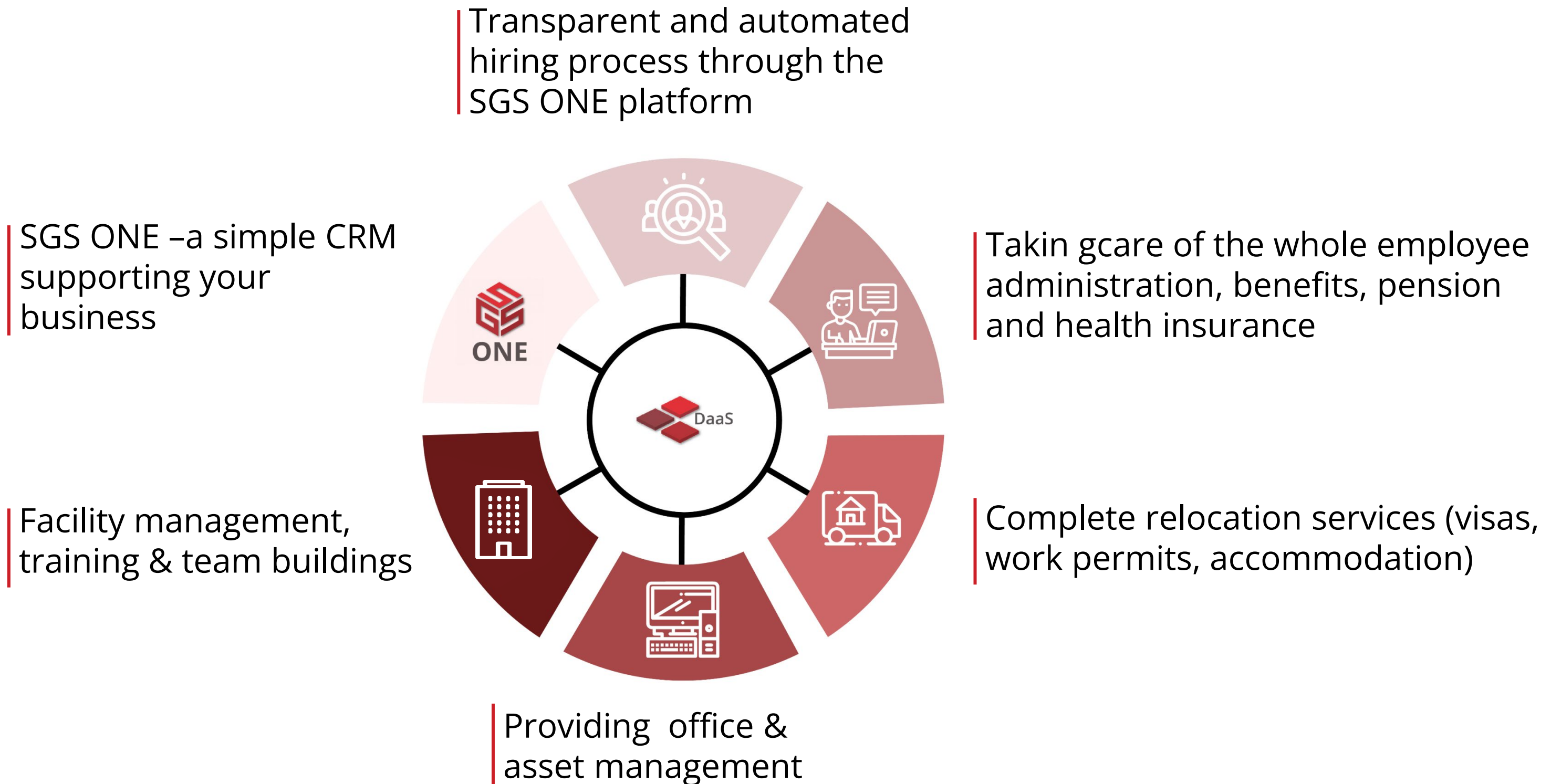
SGS ONE

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 with over 30+ departmental solutions
- ✓ Easy to use and customizable
- ✓ Implementation in 2 weeks
- ✓ Customization <2 months
- ✓ On average 50% lower in operational cost
- ✓ Next generation AI will be implemented in 2.0

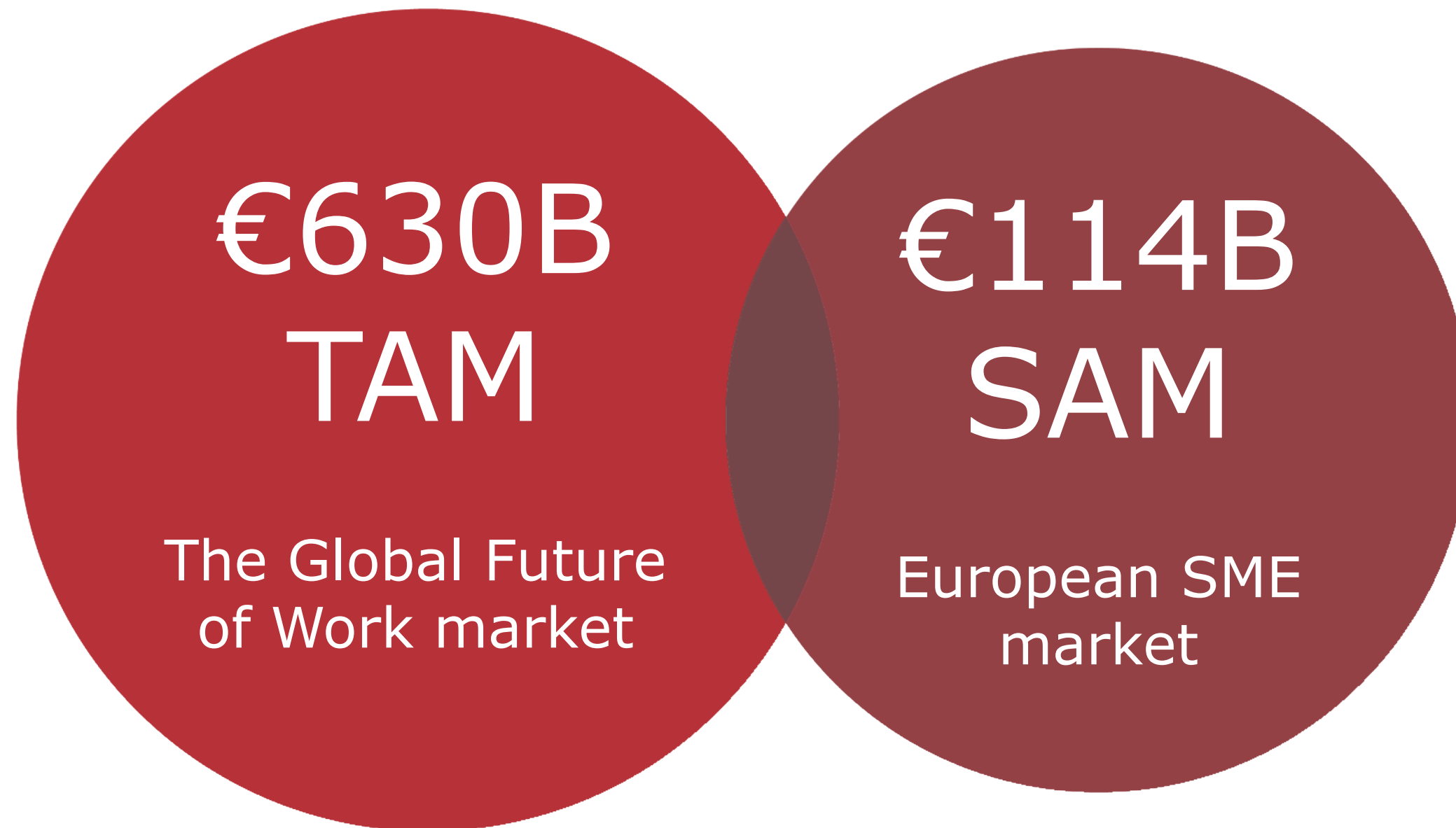
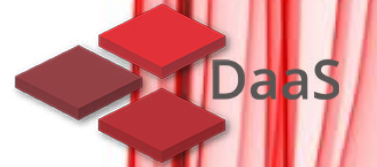


WHAT WE DO FOR OUR CLIENTS



ONE MONTHLY INVOICE

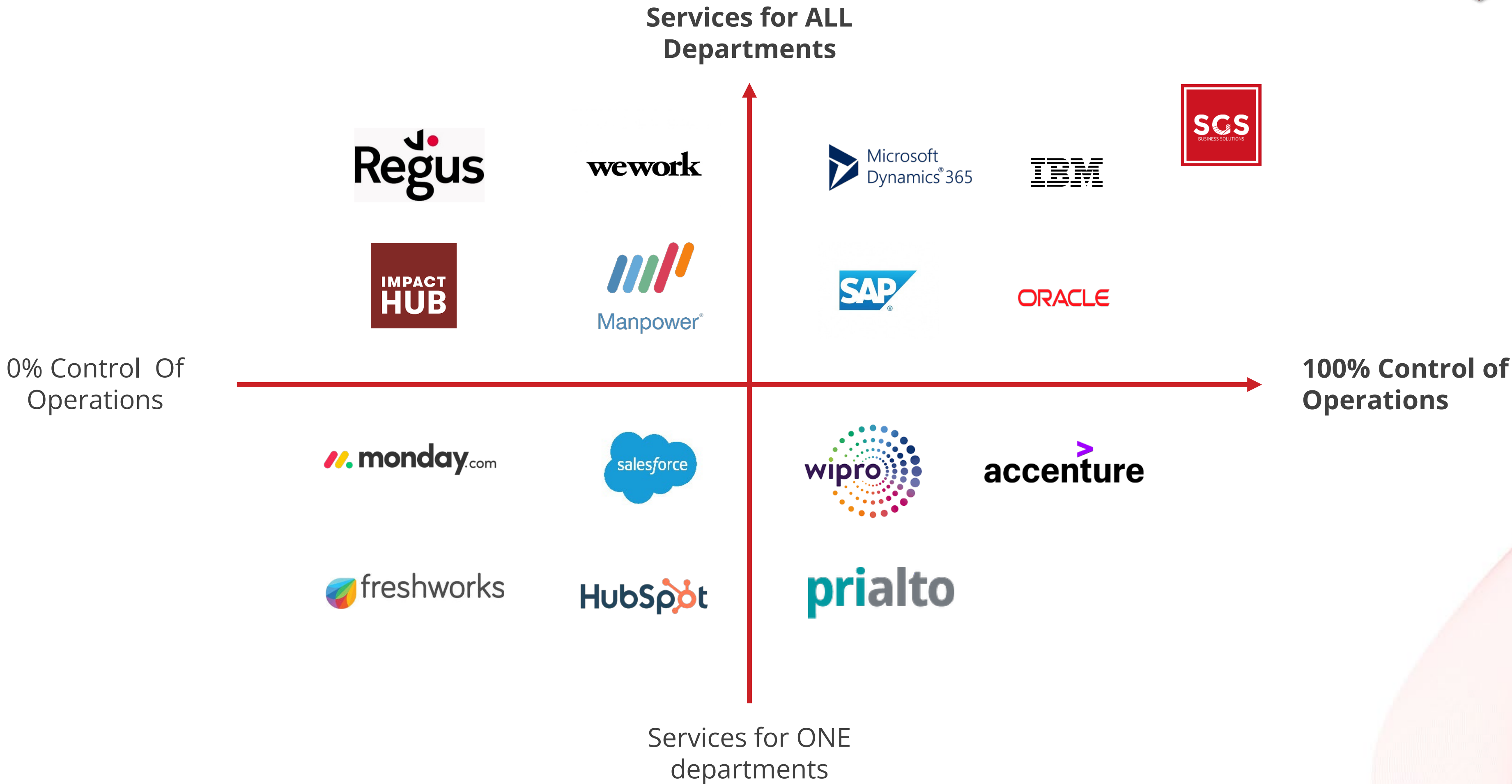
MARKET POTENTIAL



„Investments in technologies supporting Future of Work initiatives will exceed \$1 trillion worldwide by 2024, with a robust 17% CAGR over the five-year forecast period.”

[International Data Corporation \(IDC\)](#)

COMPETITIVE MAP



TEAM



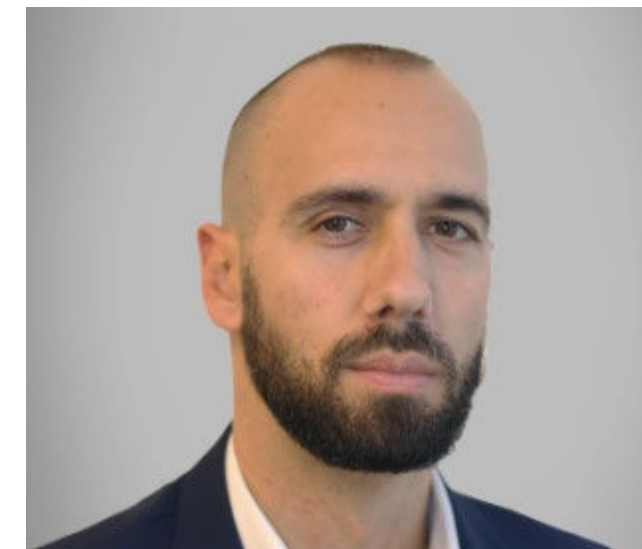
Kristina Šmidt Grancarić
CSO

"Has 20 years of international work experience in Engineering, DIY and Fashion Retail in the D/A/CH region."



Markus Borlinghaus
CEO

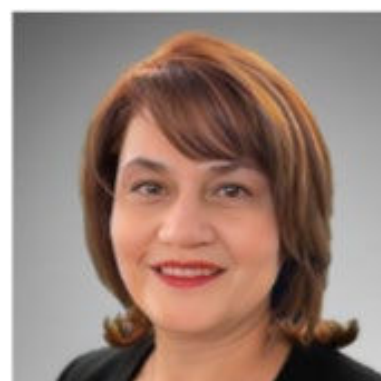
"Has decades of experience in Corporate Leadership and working at executive level positions in Cisco Systems, Juniper Networks, Microsoft, Xerox and ATI."



Luka Vuković
Head of Operations & IT

"Has more than 10 years of experience leading various technical teams and 5 years of experience as a hardware/software startup-company CEO."

Advisory Board



Zana Aston
President of the Supervisory Board

"Holder of LeadTech Global Executive MBA, Public Speaker, and the Award Winner. Strong believer and promoter of Diversity and Inclusion. Start-up Mentor. Advisory Board member for the Women in Tech Global Movement, Global Startups Committee, and a member of the WBAF. "

ACHIEVEMENTS



11

Clients

€75K

Current Monthly
Revenue

10 %

MoM Revenue
Growth

232 %

YoY growth

€3M

In Signed Deals
for 2023+

14

Investors

€2.06M

Raised since
incorporation

31 %

Company
Valuation
YoY Growth

WHY CROATIA?



Region of talented and skilled people

Croatians are knowledgeable, well-educated people, most of the population speaks English 68%, German 34%, Italian and Spanish. Located in heart of the Europe, has the same cultural understanding as Western Europe.

DaaS benefitsfor employees:

- ✓ Work **from Croatia** directly for **international companies**
- ✓ Nurture **diversity & international** environment
- ✓ **Stop emigration** to other EU countries
- ✓ **Easy relocation process** from other countries comparing other EU countries
- ✓ CEST time zone

Advantages of Croatia:

- ✓ Excellent **strategic geographical position** with proximity to major European cities–easy reachability and direct travel
- ✓ Fully **integrated** into the **European Union** (Euro, Schengen zone)
- ✓ The **IT industry** is becoming one of the **propelling forces** of the Croatian Economy
- ✓ **Low** corporate **taxation**

BENEFITS FOR INVESTORS



Cash-out options in later financing rounds, like series A

Potential Exit for 2029+ with targeted returns of 20x+

SGS is looking for a capital raise of €1.000.000

Closing this round would enable us to:

- ✓ Sign 150 new partners in 2023
- ✓ Win 35+ new clients in 2023
- ✓ Grow the Channel team by additional 8 people
- ✓ Grow the sales team by additional 8 people
- ✓ Increase the research and recruitment team by 12 people
- ✓ Start developing SGS ONE 2.0
- ✓ Increase company value by 30%+



Contact Information:

investment@sgs-daas.com