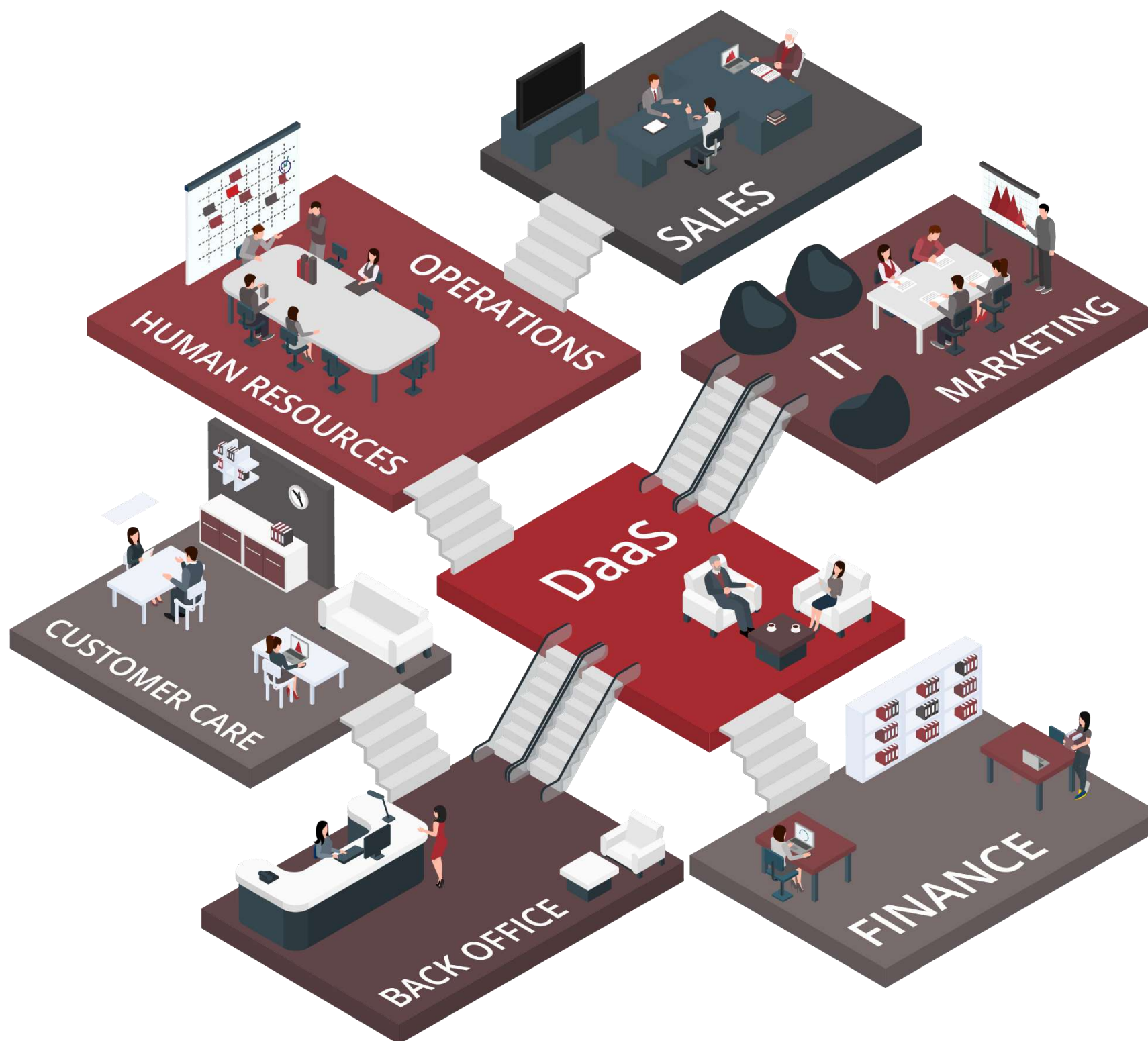


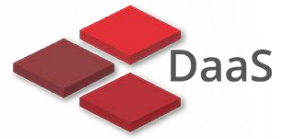


# Scalable Global Solutions JSC



Company Presentation

# WHO ARE WE?



**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 •

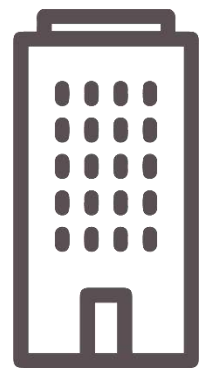
**CREATING THE FUTURE OF EMPLOYMENT**

Changing how people WORK, LIVE, PLAY and LEARN

**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:



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Office space



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Asset management  
and equipment



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Globally sourced  
talent



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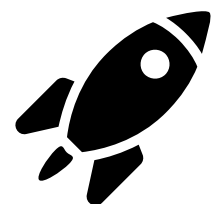
CRM system for  
optimizing business  
processes



# PROBLEM



## COST INCREASE



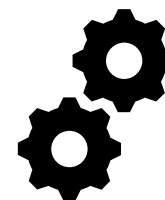
**61%** Increase in operating costs since 2019

## LACK OF TALENT



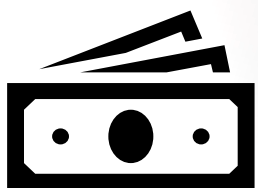
**75%** Customers struggle with finding competent and skilled talent

## PROCESS OPTIMISATION



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

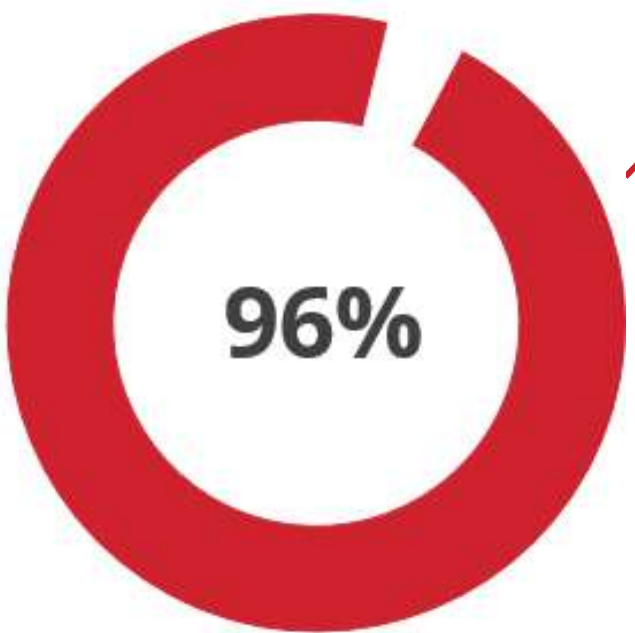
## REVENUE LOST



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

## FOCUS IS KEY

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

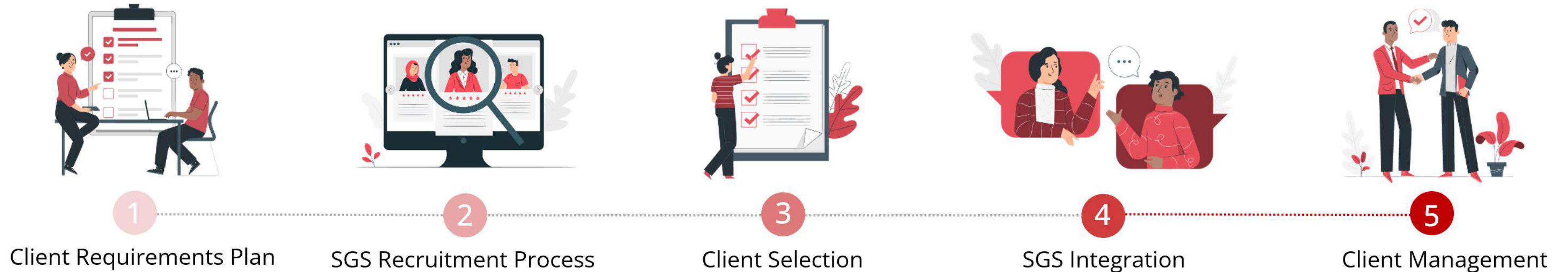


## OUR TARGET CLIENTS

**96%** of the Global Workforce

## The Future Of Employment

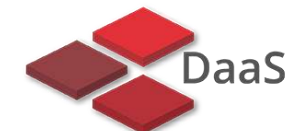
**DaaS [Department as a Solution]** is an industry-agnostic, complete solution for creating and managing your own department, from talent selection to office decor and equipment.



## DaaS Benefits:

- ✓ Cost reduction (up to 40%)
- ✓ 15% increase in productivity
- ✓ Team & office ready in 3 months
- ✓ Legal & compliant

# WHAT WE DO FOR OUR CLIENTS



**SGS ONE** - Transparent and automated CRM system to support your business

**WORKFORCE APP** – check candidates SGS found for your positions on-the-go

**FACILITY/ OFFICE**  
management &  
Fleet management

**DaaS** - Taking care of the whole employee administration, benefits, pension and health insurance

**RELOCATION** - Complete relocation services (visas, work permits, accommodation)

**OFFICE & ASSET**  
management & IT Service

ONE MONTHLY INVOICE



# COST COMPARISON OF HIRING A "SPECIALIST"

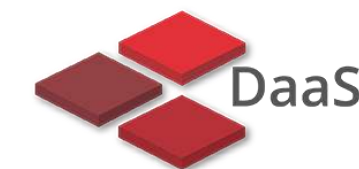


## In house vs Outsourcing vs DaaS



IN FULL CONTROL OF CUSTOMER

# TEAM



Kristina Šmidt Grancarić  
COO

*"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  
Project Manager R&D

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

## Key Advisors



Istvan Alpek

*Istvan brings a wealth of experience to the table. He's been a startup CFO/COO for 8 years, an investor from venture funds for 16 years, and has provided strategic advisory, mentoring, and angel investing for the last 4 years.*



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.*



## Region of Talented & Skilled People

68% speak English and 34% speak German, while 14% also speak Italian, French, and Spanish.

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**
- ✓ The **IT industry** is becoming one of the **driving forces** of Croatian Economy
- ✓ **Visa** and **integration** processing **handled by SGS**

# OUR CLIENTS



## MANUFACTURING



ITALY & GERMANY

## RECRUITMENT



FINLAND

## SW DEVELOPMENT



AUSTRIA

## DISTRIBUTION



USA & GERMANY

## FINANCIAL SERVICE



AUSTRALIA & UNITED KINGDOM

## HOSPITALITY & TOURISM



CROATIA

## PROPERTY MANAGEMENT



GERMANY

## SYSTEM INTEGRATOR



D/A/CH

# **WILL YOU GET THE PEOPLE YOU NEED?**

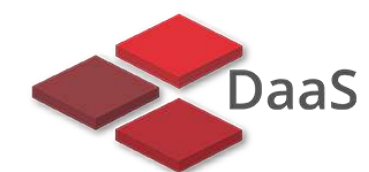
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**"Since incorporation, SGS was able within the 4-month ramp-up with every client defined to deliver the teams they requested. It never took longer for the initial team than 4 months.**

**"WE STAND FOR QUALITY BEFORE QUANTITY IN A TIMELY MANNER"**





Contact Information:

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