



Scalable Global Solutions JSC



Partnership Presentation

Presenter:

**Channel Account
Manager**



WHAT DO WE DO?



Tired of keeping up with the competition ?



Facing challenges in acquiring customers with your existing solutions ?



Interested in continuous revenue stream ?



Looking for partnership promotions that really bring profit to your company ?

WE HAVE THE SOLUTION!



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



CRM system
for optimising
business processes



Asset
management and
equipment



Office space



WHO ARE WE? THE 1ST CLIENT MANAGED DEPARTMENT PROVIDER

HQ: Zagreb, Croatia

Industry: Future of Work

Geographic coverage: EMEA

Legal form: Joint Stock Company

Mission:

1st MANAGED DEPARTMENT PROVIDER

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

Vision:

CREATING THE FUTURE OF EMPLOYMENT

CHANGING HOW PEOPLE WORK, LIVE, PLAY and LEARN



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



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:

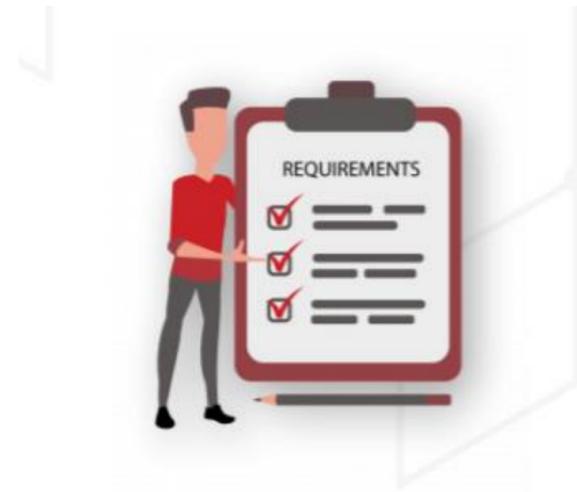
- ✓ **Cost Reduction (up to 40%)**
- ✓ **Focus on Business Expansion**
- ✓ **15% increase in productivity**
- ✓ **Long Term Contracts 36 month+**
- ✓ **Team & office ready in 2 months**
- ✓ **Legal & Compliant**
- ✓ **100% control of operations with a customer**

HOW DOES DaaS WORK?

https://sgs-daas.com/wp-content/uploads/2023/09/2023MMDD_Channel_Presentation_EN.pdf



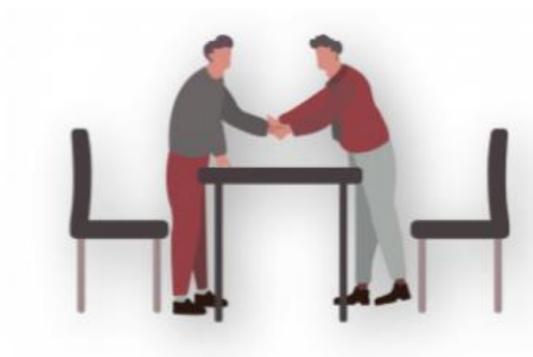
1. Client Requirements Plan



2. SGS Recruitment Process



3. Client Selection



4. Client Integration

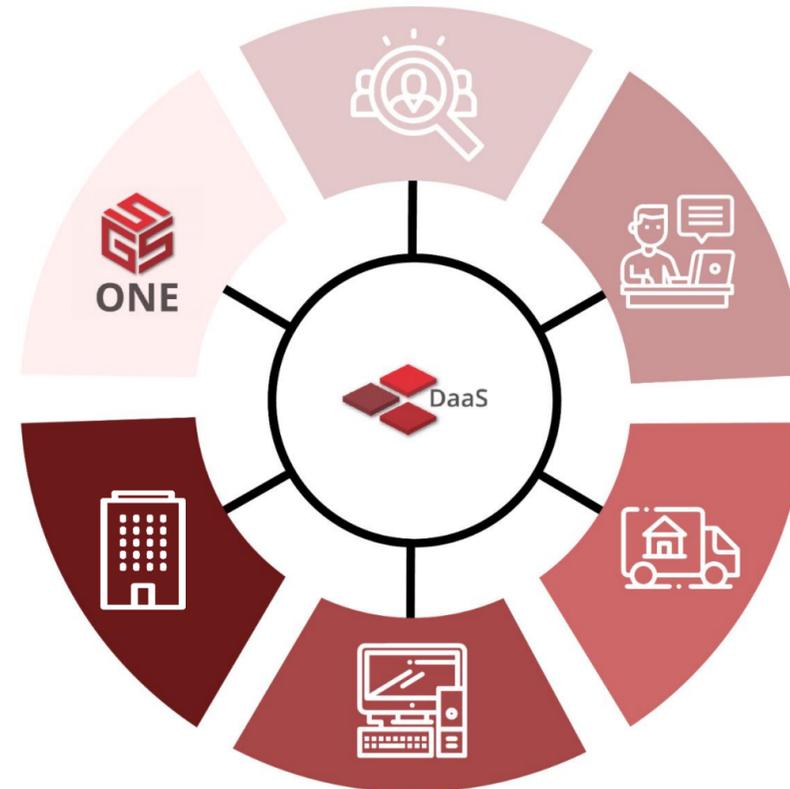
WHAT WE DO FOR OUR CLIENTS



Transparent and automated hiring process through the SGS ONE platform

SGS ONE – a simple CRM supporting your business

Facility management and office management



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

Complete relocation services (visas, work permits, accommodation)

Providing asset management and IT service

ONE MONTHLY INVOICE

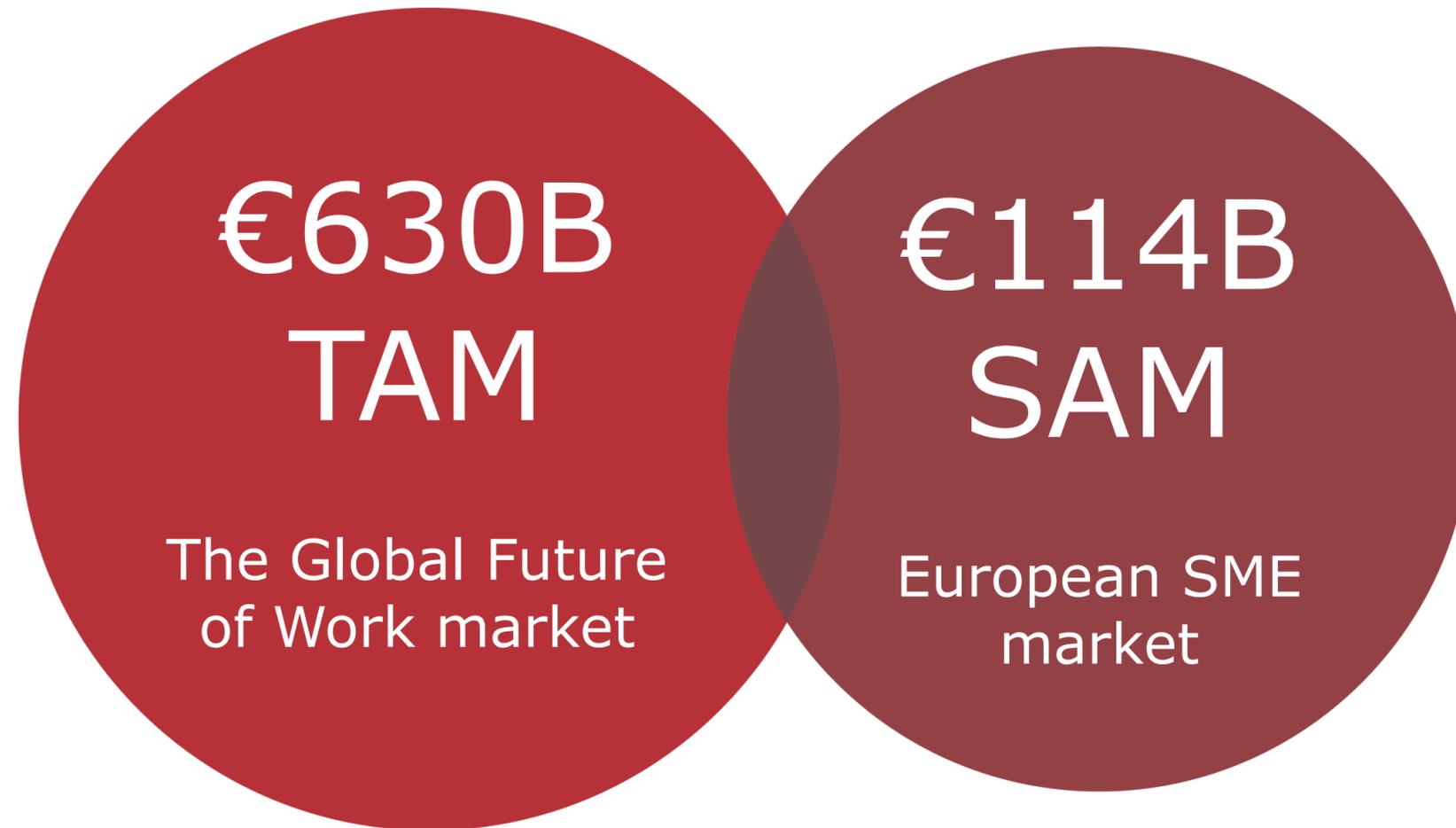
SGS ONE

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
https://sgs-daas.com/wp-content/uploads/2023/09/2023MMDD_Channel_Presentation_EN.pdf
- ✓ Implementation in 2 weeks
- ✓ Customization <2 months
- ✓ On average 50% lower in operating cost
- ✓ The next generation of AI will be implemented as version 2.0.



DAAS SOLUTIONS



„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 \(IDC\)](#)

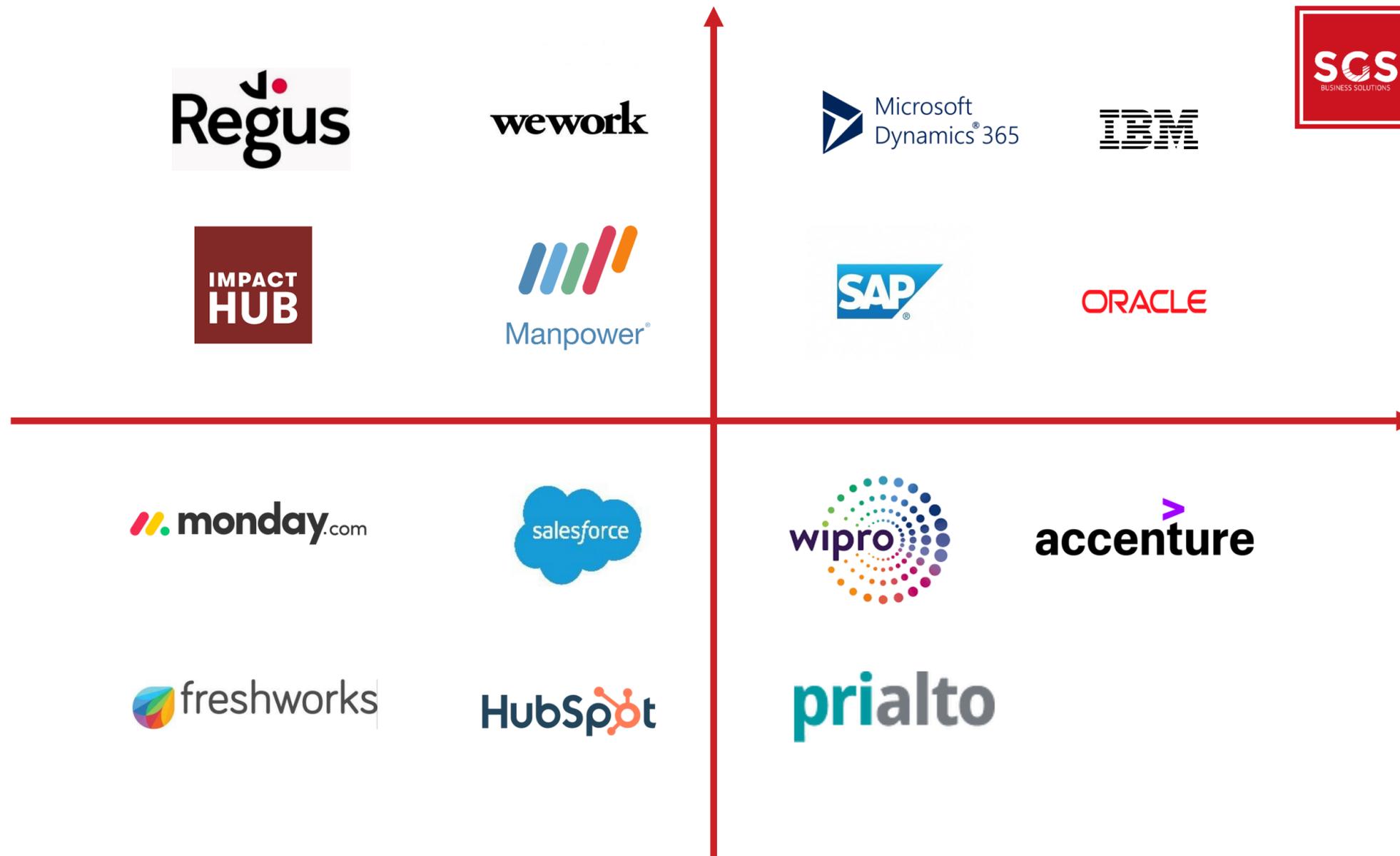
COMPETITIVE MAP



100% Services for ALL Departments

0% Control Of Operations

100% Control of Operations



0% Services for ONE departments

OUR CLIENTS



PARTNER OPPORTUNITIES



OUR PARTNER LEVELS BASED ON PARTNER SIZE AND EXPERTEISE



>1 EMPLOYEES



>20 EMPLOYEES



>40 EMPLOYEES



>60 EMPLOYEES

PARTNERSHIP PROGRAM



- ✓ **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 produktivity
- ✓ **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 130 Bill. Market potential going forward

BENEFITS OF THE PARTNERSHIP PROGRAM



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 DaaS grow over time.

PARTNER INTRANET: Specifically designed & developed to cater to our partners needs. You are able to:

- ✓ SUBMIT DEALS AND OPPORTUNITIES
- ✓ ACCESS TO PROMOTIONS
- ✓ ACCESS TO SUCCESS STORIES
- ✓ ACCESS TO MARKETING & PROMOTIONS
- ✓ OFFER CALCULATOR WITH AUTOMATED OFFERING
- ✓ ACCESS TO GLOBAL PARTNER LIST FOR COLLABORATION
- ✓ ACCESS TO ONLINE TRAINING AND UPDATES
- ✓ CASE AND TECH SUPPORT FOR SGS ONE AND SGS WORKFORCE
- ✓ ACCOUNT MANAGEMENT SUPPORT
- ✓ ABILITY TO GET DEALS AND LEADS FROM SGS

BENEFITS OF THE PARTNERSHIP PROGRAM



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

WHY CROATIA?



Region of talented and skilled people

Croatians are knowledgeable, well-educated people, most of the population speaks English 68%, German 34%, Italian, French and Spanish 14%, Benelux 3% and Scandinavian 2% . Located in the heart of Europe, has the same cultural understanding as Western Europe.

DaaS benefits for employees:

- ✓ Work remotely **from Croatia** for **international companies**
- ✓ Nurture **diversity & international** environment
- ✓ **Stop emigration** to other EU countries
- ✓ **Easy relocation process** from other countries compared to other EU countries
- ✓ Central European Time zone

Advantages of Croatia:

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

OUR DEDICATED CHANNEL ACCOUNT TEAM



Lucija Nakić



+ 38515102092

Channel Account Specialist

Mirta Radić



+ 38515102088

Junior Channel Account Manager



Contact Information:

partner@sgs-daas.com