

# weprof:it

The Software Development Marketplace

# The Problem

*1,7 mln. SMEs in Europa*  
*Invest 340 bln. in IT Change*

*But how do they source ?*

Rocket Scientist all over the world  
form competitive IT Suppliers

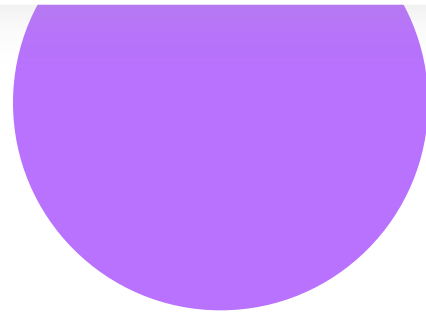
*But how do they find buyers ?*

weprof:t

# Our Vision



**Making global markets accessible for all**



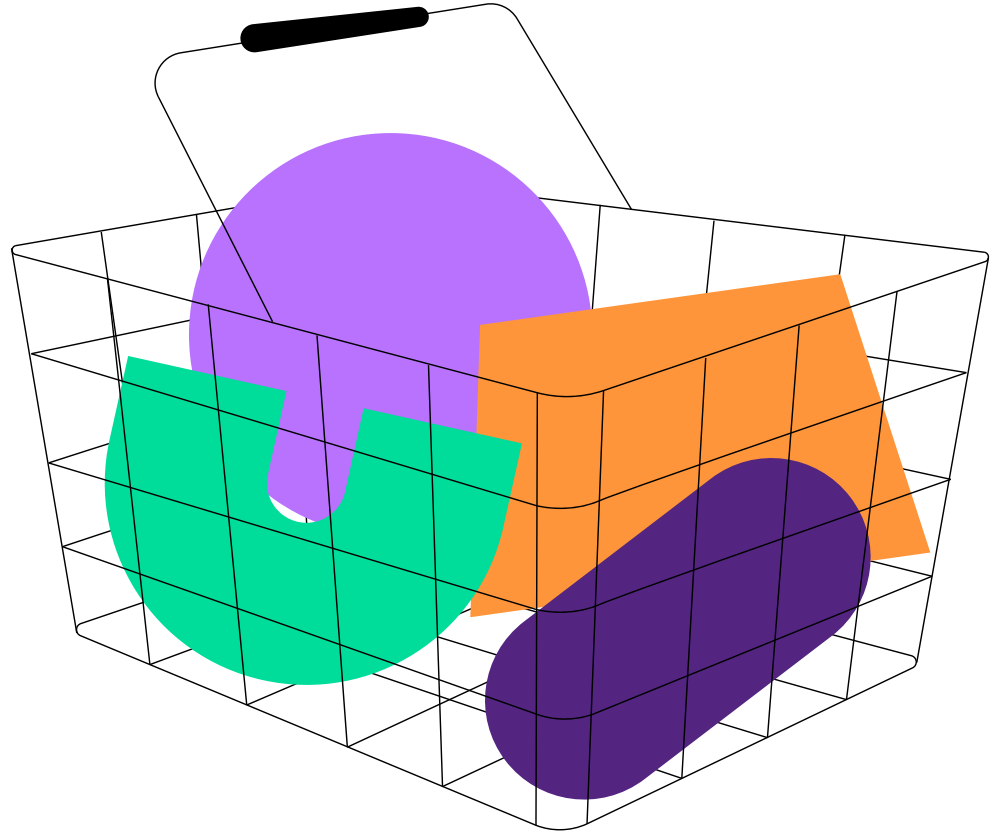
# The Software Development Marketplace

Find developer companies  
& succeed with your IT projects:

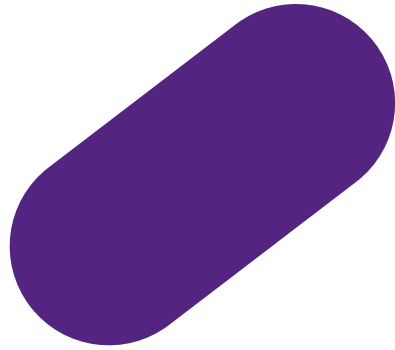
digital

safe

trusted



# Anyone can be part of the WeProfit ecosystem



## Buyer

Posts new software development projects at any time in any industry & finds matching suppliers

## Connector

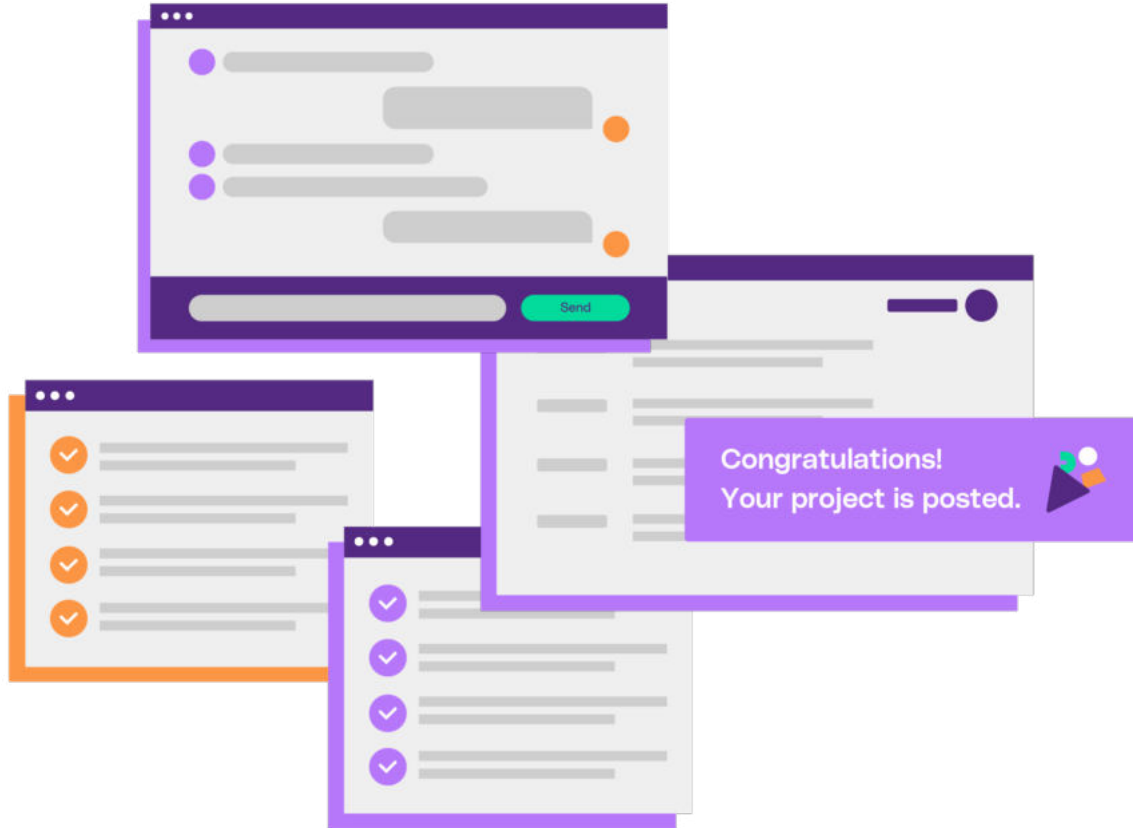
Uses the network to connect projects with suitable suppliers & earns a commission



## Supplier

Presents the company portfolio, finds new projects, competes on global markets & grows

# Added value of the WeProfit platform



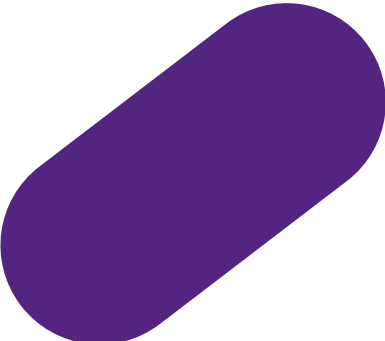
Carefully filtered pool of certified developer companies  
*for an efficient matching*

Holistic project support & best execution (low project risk)  
*from initiation to payment*

Efficient customer channel for high quality developer companies  
*for smooth communication*

# Bringing companies together that belong together and vibe: one example

Buyer:



Project:

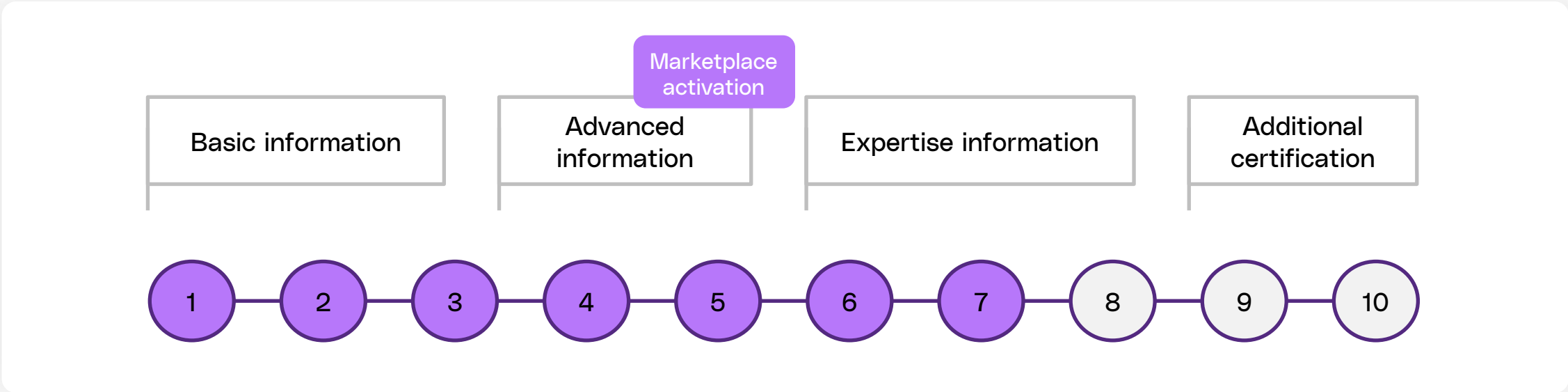
Development of a multifunctional scraper and a database for the LegalTech product "Lexguard"



Supplier:



# Scoring System: every supplier can register – but only the best can win projects



## Supplier workflow:

- > Registration > Profile creation > Certification via score (marketplace activation requires a score of 3) > Bidding access > Possibility to upgrade to Premium (to enable the number of possible bids)



# Your data security is our top priority



**2 Factor authentication**



**Servers hosted in Germany**



**https encryption**



**2 Factor authentication**

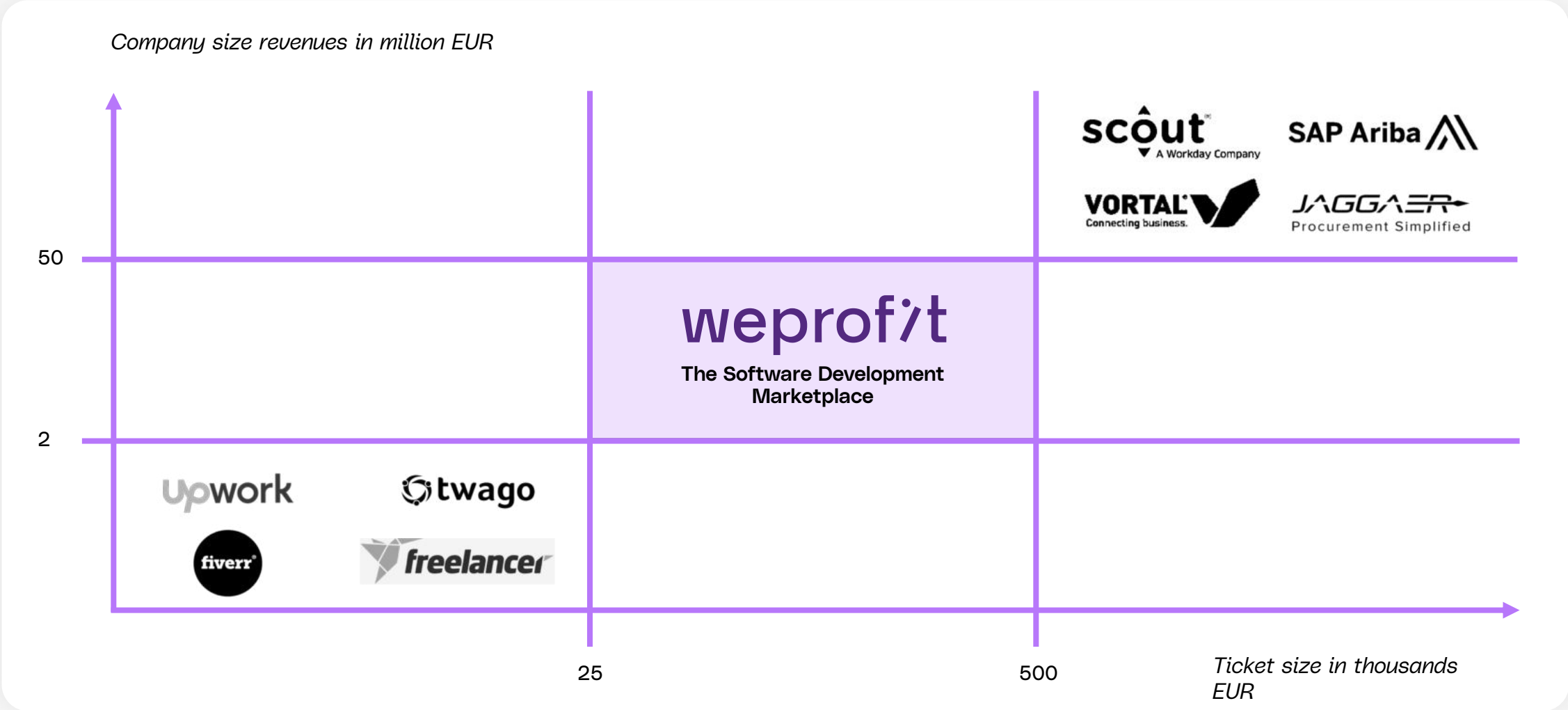


**Strong data governance**



**EU-GDPR compliance**

# Positioning in the Mid Market



# The Founders



Arsen Abrahamyan - CTO  
Tech Guy

Responsible for technological, digital topics & the platform development



Sahak Artazyan - CEO  
Economist

Responsible for strategic direction & financial decisions



Matteo Emmanuello - COO  
Creative & Legal

Responsible for quality assurance & the innovation capability

# Our Advisory Board from different fields



**Armen Kocharyan**  
(Outsourcing pioneer)

Founder of a market leading software development company from Armenia



**Clemens Bollinger**  
(Mid Cap Entrepreneur)

Successful hessian entrepreneur from the civil aviation industry



**Dr. Ara Abrahamyan**  
(Lead Investor)

Most recently Chief Digital Transformation Officer at Erste Group Bank AG



**Vahe Andonians**  
(Serial Founder)

Senior lecturer (AI) at the Frankfurt School of Finance & Management



**Matthias Butzlaff**  
(MD public relations)

Head of public relations & corporate communication at the Bankhaus Metzler


# At a glance

## Our development companies are:

global 

experienced 

scalable 


transparent 

## The WeProfit Marketplace supports with:

match-making 

payment & legal 

communication 

milestone tracking 

**Start Your  
*Proof of Concept***



**WeProfit –**  
***making global markets***  
***accessible for all***

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