Agenda

- About Us
- Products and Services
- ČS & EIF InnovFin

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Document management and collaboration solutions for Microsoft SharePoint and Office 365
Highly customized, enterprise-grade bespoke software
Custom products & full range of professional services
Basic Facts

Technology specialist / Market generalist — Leader in SharePoint competency on the Czech market

- Privately owned
- 8 years track record
- Investing in software product development
- On a growth trajectory
Experienced Management Team

- Key people have 10+ years experience
- Maintaining full-time personnel to preserve know-how
- Six people with EU SECRET clearance

Ondřej Tučný
CEO

Zbyněk Bajer
Sales Director

Tomáš Ječmen
CTO

Lenka Šestáková
HR & BO Manager

Andrej Demovič
Consulting Manager
Partnerships

- Workflow
- Forms
- Mobile apps

- Storage optimization
- Backup & Recovery

- Scanning
- OCR

- Wiki
- Components

ČS & EIF InnovFin Case Study (January 2017)
References

- eRequest — custom request processing (since 2008)
- Corporate eFile — DMS
- Intranet

- Budget Management Tool
- Intranet
- Custom development

- Milky Way marketing portal
- Application maintenance and support

- Document Management System for construction documentation

- Document Management System

- World-wide Office 365 deployment consulting services
- Custom development
Products & Services

DMSX
ContentCommander
PROFESSIONAL SERVICES
Products: ContentCommander

File manager for Office 365 and SharePoint helping customers get organized in the cloud.

Target segment:
- SMBs — sold online through Microsoft Office Store, 75% users are in the US
- Enterprise customers — sold directly

Co-marketing and co-sale activities with Microsoft
Products: DMSX

Platform for building large DMS and management collaboration environments. Makes SharePoint work better for large-scale content scenarios.

Target segment:
- Enterprise customers — sold directly as part of our solutions

Foundation of our bespoke solutions
Professional Services

Full spectrum of business and technical consulting services for SharePoint and Office 365

Main target customer segments:
- Enterprise customers — sold directly
- EU institutions — prime or consortiums
- CZ public — subcontractor or prime

- Business and technology consulting
- Bespoke application development
- Support and maintenance
ČS & EIF InnovFin

FINANCING OPTIONS
OUR FUNDING NEEDS
EIF InnovFin
Česká Spořitelna

ČS & EIF InnovFin Case Study (January 2017)
Financing options on the Czech market

Three major financing options:
- Equity investment — for complex high-tech it’s like sci-fi
- P2P funding — better suited for B2C, well-understood business models
- Bank loans — usually overcomplicated and excessive collateral needs

Our core needs:
- Funding growth
- Funding product development
- Funding long project cycles

Only 6.4% of startups have received an equity investment from a local VC.

*) Czech startups 2016 — a study by Aspen Institute
Fiscal Year Characteristics Typical for IT

Relative Distribution in Time

- Q4 is the strongest quarter — 40–50%
- Costs are flat throughout the year
- Labor costs are the largest item
- Low CAPEX costs
Why Česká spořitelna?

So we went to about 10 banks on the Czech market and got... nothing

However, we were able to close a deal with Česká spořitelna thanks to the EIF InnovFin support

From our perspective the experience is very good:

- Long but customized process
- Flexible conditions tailored to our situation
- Looking for solutions instead of problems
EIF InnovFin Guarantee Facility

The deal was made possible thanks to EIF InnovFin:

- Unlocks bank financing for companies with no other collateral
- Ideal for innovative industries such as software
- Possible even for working capital financing

Core eligibility criteria: Innovative company (several criteria)

*Our case: R&D projects (product development) with documented costs*
Thank you!

For questions please contact:

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