

## Full Stack Recruitment Solution

### Let's Go Hunting

#### Financial Info

- Company Stage:  
Prototype ready;  
Initial paying  
customers

#### Founding Team

- CEO:  
**Paz Yanover**  
8 years management  
and recruitment  
experience.  
Engineering Director,  
Dell
- CTO:  
**Moshe Friedman**  
8 years research  
leading experience.  
Research Lead,  
Peer39 (Sizmek)

#### Summary

Recruit a perfect-match employee while doubling the employee's quality & process efficiency, in 75% direct cost reduction.

#### Problem

Recruiting the suitable employees to a company is one of the most challenging and critical missions which affects the company's success directly and dramatically.

The current methods to find and attract good candidates are out of date, mostly manual with low quality rate and reveal candidates with weak match to the company's culture & atmosphere. As a result, the whole recruitment process for the company and the hiring manager is long, frustrating and time & money consuming.

#### Solution

Using predictive analytics and big data technologies, to scan the maze of the network automatically and 'hunt' passive candidates who perfectly match the specific company and its employees along with the required skills.

Using Artificial Intelligence technologies to 'activate' these candidates to be interested and enthusiastic about the job offer towards a successful and quick hiring process.

#### Target Market

A target market of \$4B (9% CAGR). We target SMB at the high tech sector.

#### Competition

We are competing against employment agencies, head hunters and job boards, as well as technological recruitment options such as LinkedIn Talent Solutions.

#### Competitive Advantages

We identify perfect match candidates by scanning and applying advanced technologies over almost unlimited resources and avoid reaching only active candidates. As a result, our process is the most efficient, quick and precise.

We provide full sourcing service including the phase of activating the passive candidates; a time consuming phase which traditionally characterized with very low success rate and ignored by the existing technological recruitment options.

#### Go To Market

We will approach companies directly as well as look for integrations and co-operations with ATS (Applicant Tracking System) vendors and Job boards

#### Revenue Model

Charging a monthly retainer (SaaS model) for each Open Position's service

#### Transaction

\$520K seed funding for 8 months