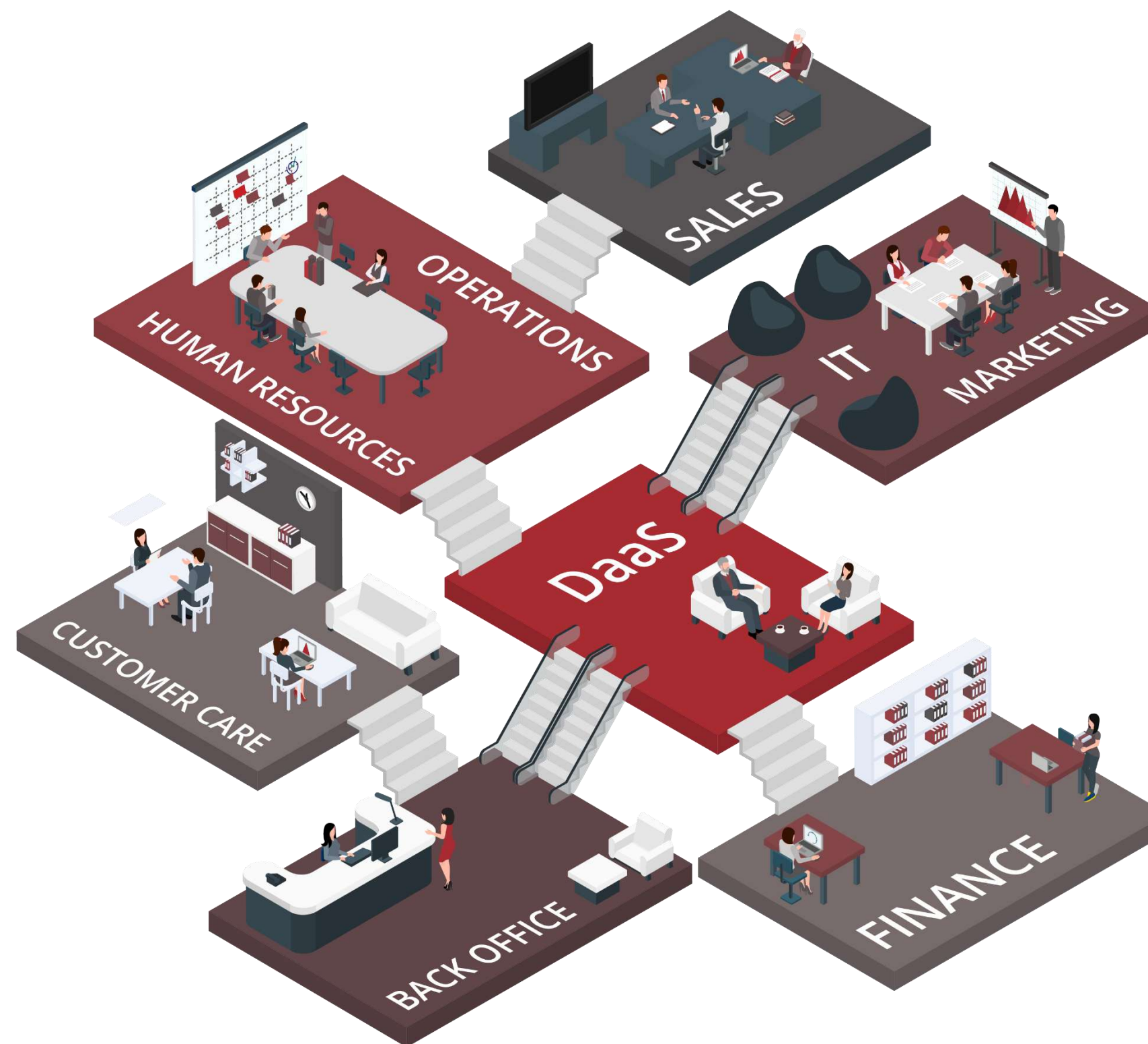




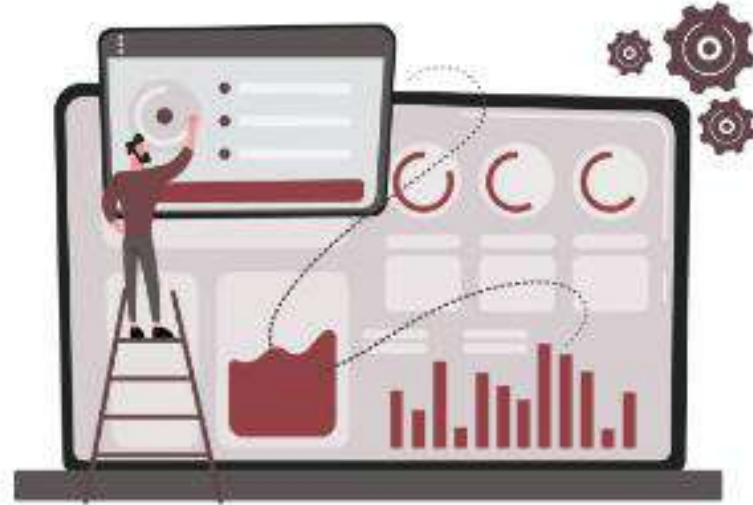
Scalable Global Solutions JSC



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 ?

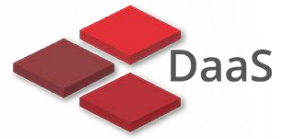


Looking for partnership promotions that really bring profit to your company ?

WE HAVE THE SOLUTION!



WHO ARE WE?



Industry: Future of Work

HQ: Zagreb, Croatia

Geographic Coverage: EMEA

• Mission •

1st MANAGED DEPARTMENT PROVIDER

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

• Vision •

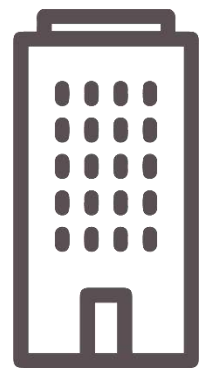
CREATING THE FUTURE OF EMPLOYMENT

Changing how people WORK, LIVE, PLAY and LEARN

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:



Office space



Asset management
and equipment



Globally sourced
talent

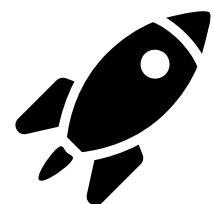


CRM system for
optimizing business
processes

PROBLEM



COST INCREASE



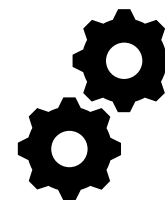
61% Increase in operating costs since 2019

LACK OF TALENT



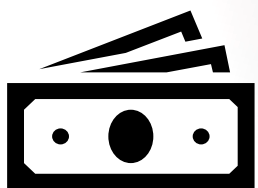
75% Customers struggle with finding competent and skilled talent

PROCESS OPTIMISATION



69% Companies do not have any process automation implemented

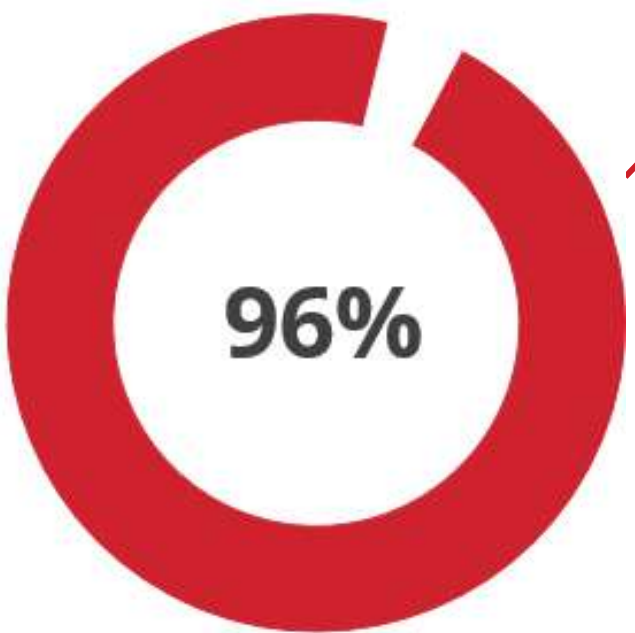
REVENUE LOST



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)

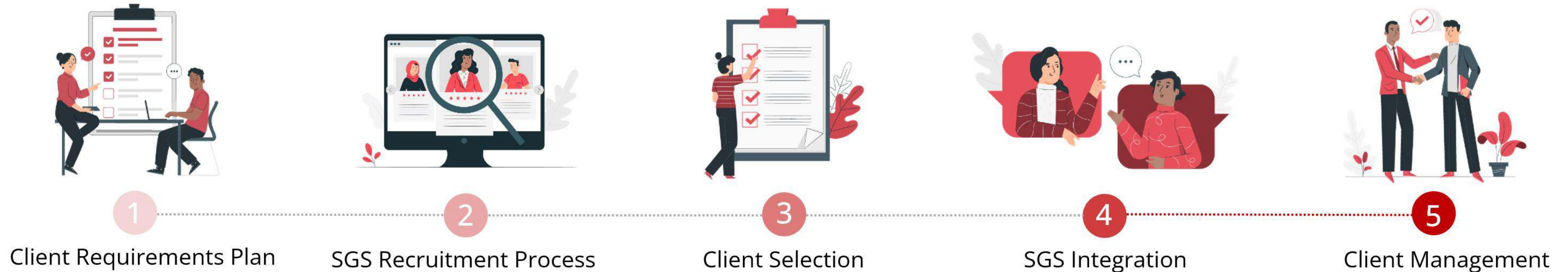


OUR TARGET CLIENTS

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

OFFICE & ASSET management & IT Service

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

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

ONE MONTHLY INVOICE

COST COMPARISON OF HIRING A "SPECIALIST"

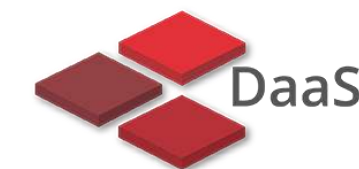


In house vs Outsourcing vs DaaS



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.



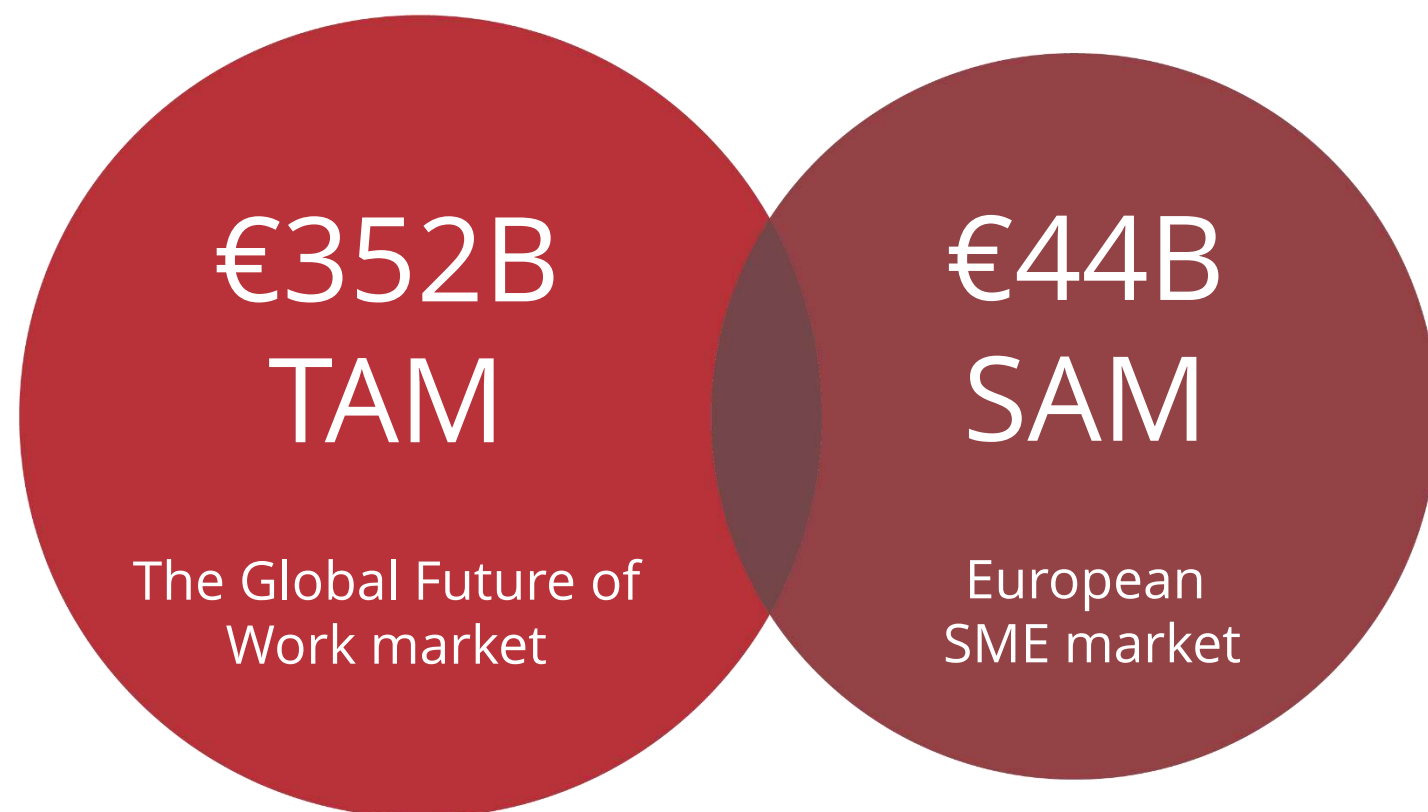
Martin F. Herrmann

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.

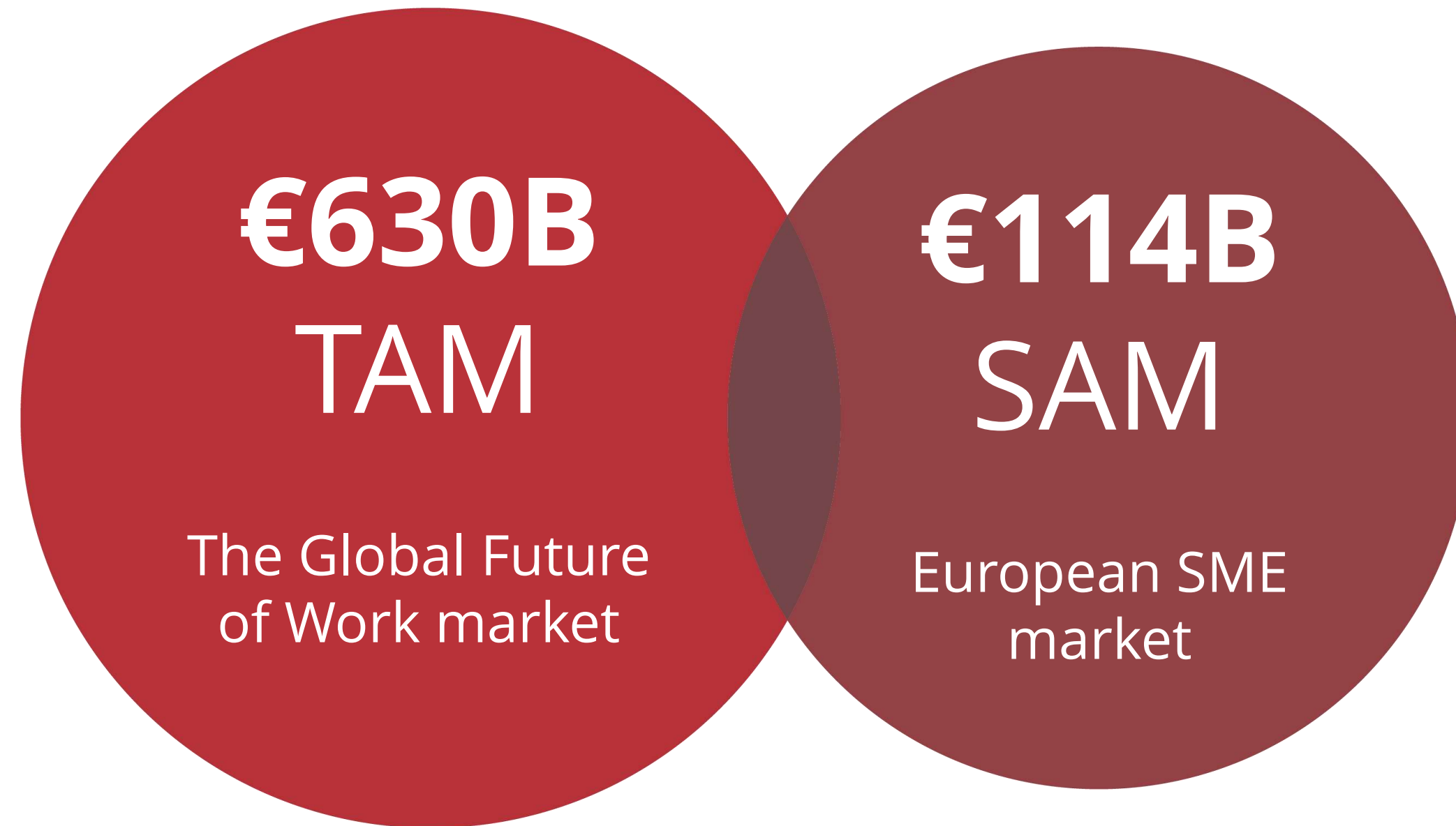
MARKET POTENTIAL



Pre - Pandemic



Post- Pandemic



„Investments supporting Future of Work initiatives will exceed \$1trillion worldwide in 2024, with an 18,8% CAGR over the five-year forecast period.”

[International Data Corporation \(IDC\)](#)

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**

PARTNER OPPORTUNITIES



OUR PARTNER LEVELS BASED ON PARTNER SIZE AND EXPERTEISE



< 10 EMPLOYEES



< 20 EMPLOYEES



> 40 EMPLOYEES



> 100 EMPLOYEES

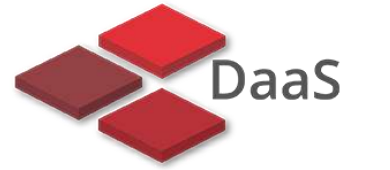
More information: <https://sgs-daas.com/channel-program>

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 productivity
- ✓ **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

OUR CHANNEL ACCOUNT TEAM



Mirta Radić



+ 38515102088

Junior Channel Account Manager

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

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.

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