

Humans

The foundation of your HR tech stack

 **Gio**
Head of People

 People

 Who's away

 My tasks 9

 Workflows

 Insights

 Reports

 Integrations

 Rewards

 Settings

Clocked in at 22:42 

 Book time away >

 Humaans

Owner

People

56 members



Search by name, email, team, location, etc.

New hires (7)

Events

Filters

Offboarded

Add new member



Florence Padilla Starts tomorrow 🗓️

Head of Design in Design
hey@kn8.it

Los Angeles
15:55

Payroll Moonshot



Danish Person Never logged in

Business Development Manager in Business Operations
danish@humaans.io

Copenhagen, Denmark
23:55 🙄

Send invite →



Aoife Green Never logged in

Designer in Design
aolfe@humaans.io

Copenhagen, Denmark
23:55 🙄

Send invite →



Gary Finch

Head of Content Marketing in Marketing
gary.finch@example.com

Tokyo, Japan
07:55

Acquisition



Lasse Green Probation ends in 6 days 🎓

Account Executive in Customer Success
lasse@example.com

Vilnius, Lithuania
00:55 🙄

Project Sushi



Ricky McCormack

CS Manager in Customer Success

Copenhagen, Denmark
23:55 🙄



Gabrielle Sanchez Birthday in 2 days 🎂 Never logged in

CFO in Business Operations
Gabsan@humaans.io

Copenhagen, Denmark
23:55 🙄

Send invite →



Fernando Peco Sintas

Software Engineer in Engineering
fernando+zero@humaans.io

Berlin, Germany
23:55 🙄



Frances Filippi

Product Manager in Product
frances.filippi@example.com

Oregon, United States
15:55

Humaans – At a glance

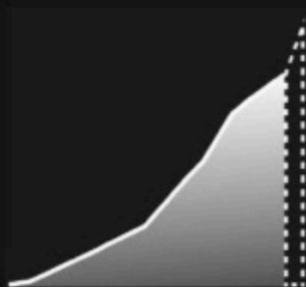
March 2022

Y Combinator W21 | Raised \$5M Seed in February 2021 | 16 employees

Metrics

\$x Annual Recurring Revenue

- Growing at ~x% MoM for the past 12 months
- NRR of ~x% for the past 6 months



x paying customers

Distributed across 25 countries, with employees distributed across 100+ regions & countries

Revenue composition

- x% paying monthly upfront
- x% paid 1 year upfront
- x% paid 2 or more years upfront

Avg. ACV by Segment

- \$x – 1 to 75 employees
- \$x – 75 to 250 employees
- \$x – 250 to 1,000+ employees

x days Avg. Deal Sales Cycle

- x days – 1 to 75 employees
- x days – 75 to 250 employees
- x days – 250 to 1,000+ employees

x% Avg. Closing Rate (x% in the past 6 months)

- x% – 1 to 75 employees
- x% – 75 to 250 employees
- x% – 250 to 1,000+ employees

Humaans – Series A: Goals & Beyond

Plan

Short term

- **Product** – Re-build HR software ground up: great design, collaborative, fast APIs, deeply integrated into the business tech stack
 - **Distribution** – Scale vertically serving small to large organizations & partner with best-in-class point solutions
 - **People** – Scale the outbound sales motion, build the functional leadership, increase Product & Engineering capacity
-

Ambition

Long term

- Become the data platform connecting the entire HR, IT, and Finance infrastructure, for any organization – globally
 - Become the single source of truth for all employee data
-

Projections

Series A

- Scale the team from X to Y in 2022
- Grow ARR to \$x in 2022 & to \$y in 2023

Trusted by fast-growing startups, scale-ups and modern leaders

We're building by learning from category defining companies

PLEO



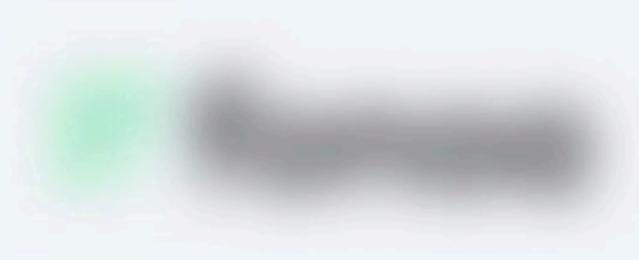
Juro

 **pento**



FIDEL

birdie



Manyone[®]

How customers feel about Humaans



When it comes to People Products, we at Pleo aim for delighting our people in whatever product or process they experience. Humaans is a perfect example of this – it's an HRIS that is simple, intuitive and puts the employee experience first. We love to partner with Humaans, and are so grateful for our relationship with them where we co-create and solve problems together. Having a Humaans account is as essential to us as having a Google Suite account.

Jessie Danyi, Senior People Leader – Pleo



Humaans makes everything visible to everyone – it's so much more transparent and aligned with what we want to do as an organisation. It's taken away extra work and makes my job so much easier. Humaans is a 10/10 experience – I'd recommend it to anyone.

Beatriz Lourenço, Talent Lead – Fidel API



Humaans is like Notion for our People team – it just does exactly what it's supposed to do. It makes our repeatable workflows like onboarding so much faster. Onboarding used to take the best part of a day to set up – and now, we've cut the time and amount of tasks in half. Plus, our employees constantly rate our onboarding process a 9 out of 10 or above.

Thomas Forstner, Director of People and Talent – Juro



Humaans has been a really great partner for us as we scale. It feels so aligned to the experience we want to deliver both for our employees, and our customers.

Jonas Larsen, CEO – Pento

Product offering is growing – fast

Major items shipped in the last 12 months

- Google Accounts Provisioning & Deprovisioning
- Rewards Marketplace
- Enhanced document management capabilities
- ContractBook integration (PDFs import, data mapping, account creation)
- Microsoft SSO
- Limited access roles
- Pento payroll integration
- Extended international holiday calendars
- Workflow triggers & due dates
- Ashby, Ledgy, Hofy, Idemeum, Assembly integrations
- Org Chart
- Workflows
- Workable integration
- Timesheets
- Lever integration
- Gender Pay Gap Analysis

Investors

We are privileged to have onboard some of the brightest minds in tech.



Y Combinator

Stripe, Airbnb, Coinbase



Lachy Groom

Notion, Figma,
Superhuman



Moonfire

Pento, Faculty



Frontline Ventures

Lattice, Greenhouse



Next Play Ventures

Slack, Figma, Front



Akshay Kothari

Notion COO



Jeff Weiner

Former LinkedIn CEO



Claire Johnson

Stripe COO



David Clarke

Former Workday CTO



Dylan Field

Figma CEO



Scott Belsky

Former Benchmark GP,
Adobe



Des Traynor

Intercom co-founder



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