

INTRODUCING

UtilizeCore

Is the first end-to-end automated platform to enable service management companies to procure, manage and pay contractors delivering repair and maintenance services to residential and commercial properties.



IDEAL CUSTOMER PROFILE

Service Management Company
(brokerage)

Service Assets



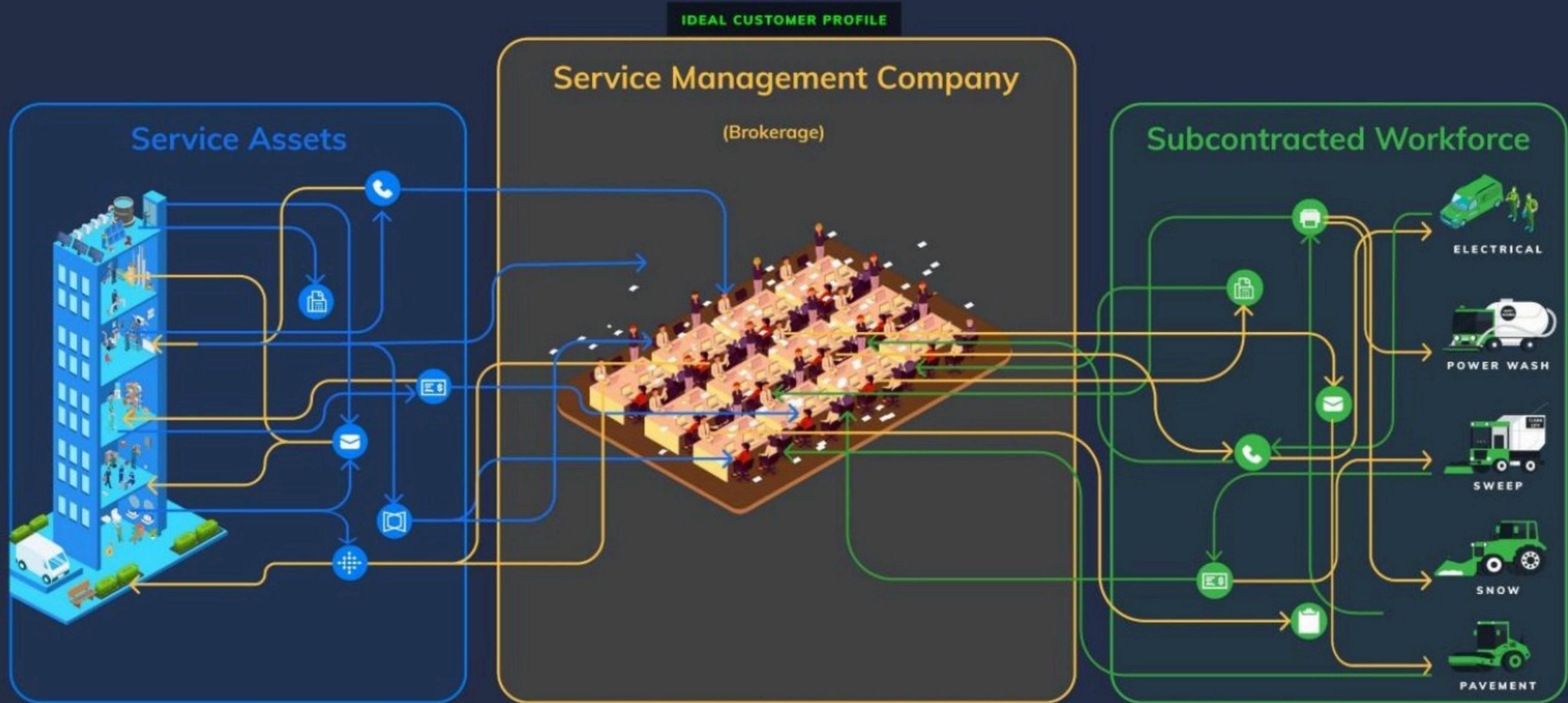
Subcontracted
Workforce



THE PROBLEM

Procuring subcontractors to deliver quality service is outdated + inefficient

-  Dual Entry
-  Manual Processes
-  Lack of Service Transparency
-  Lost And Siloed Data



THE SOLUTION

We've dramatically simplified the process for all trades



Seamlessly Recieve Work



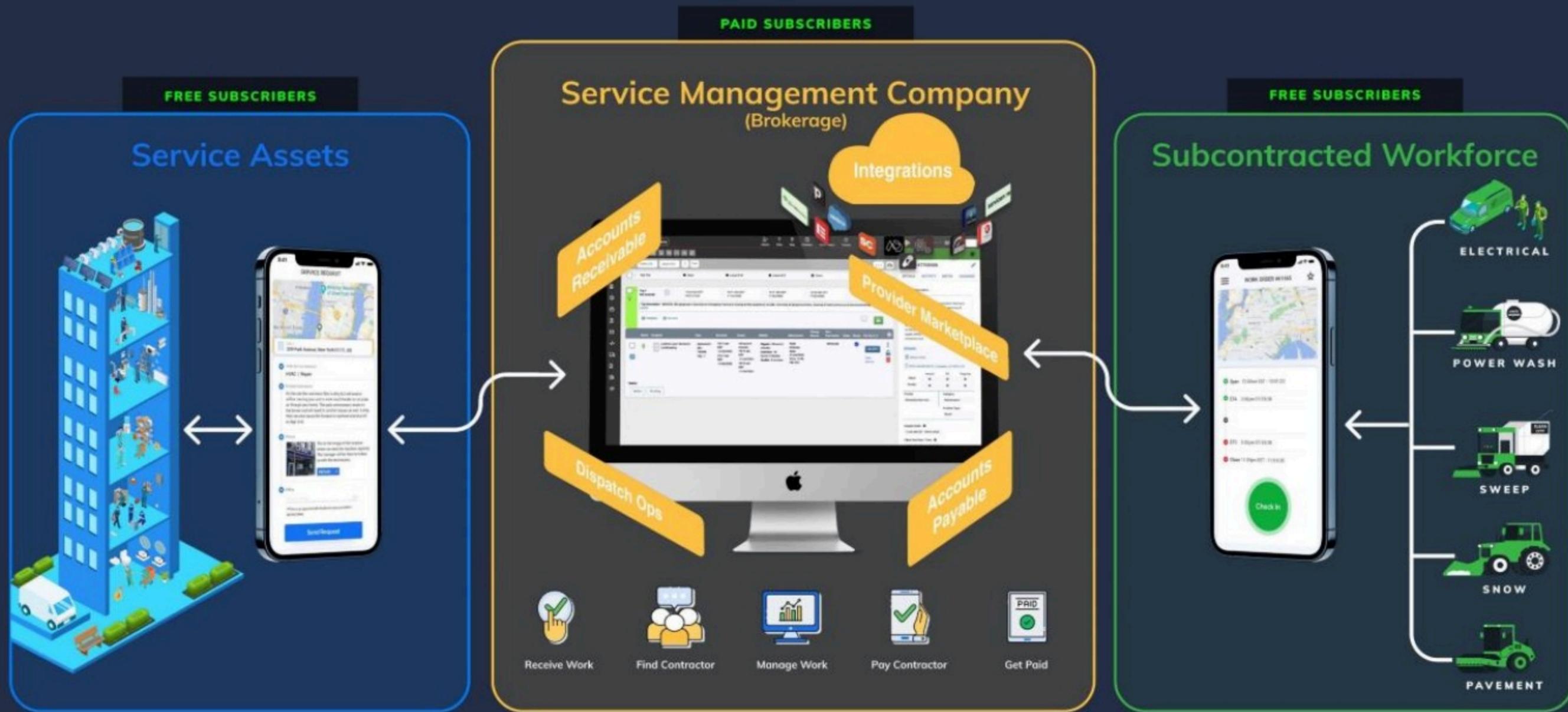
Manage The Work



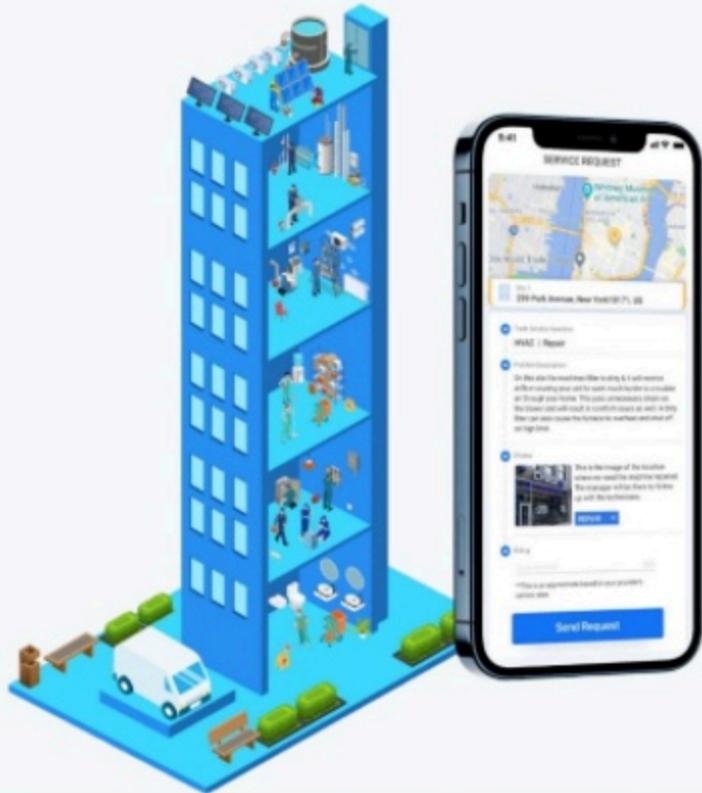
Automatically Source a Provider



Pay & Get Paid on Time



🏠
Requester Login



FREE

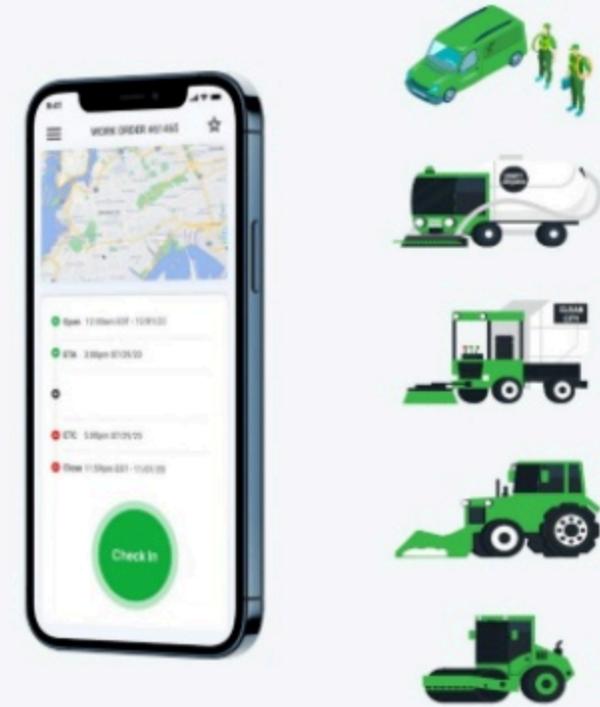
Paid Subscriber

**Service Management
Automation Platform**

**Recurring Subscription
&
Alternative Billing**



🏢
Subcontractor Login



FREE

PLATFORM METRICS

Our growth by the numbers

2,337,839

WORK ORDERS PROCESSED

125,312

HIGHEST MONTHLY CHECK-INS

\$1.3B+

MANAGED SERVICES

50,000+

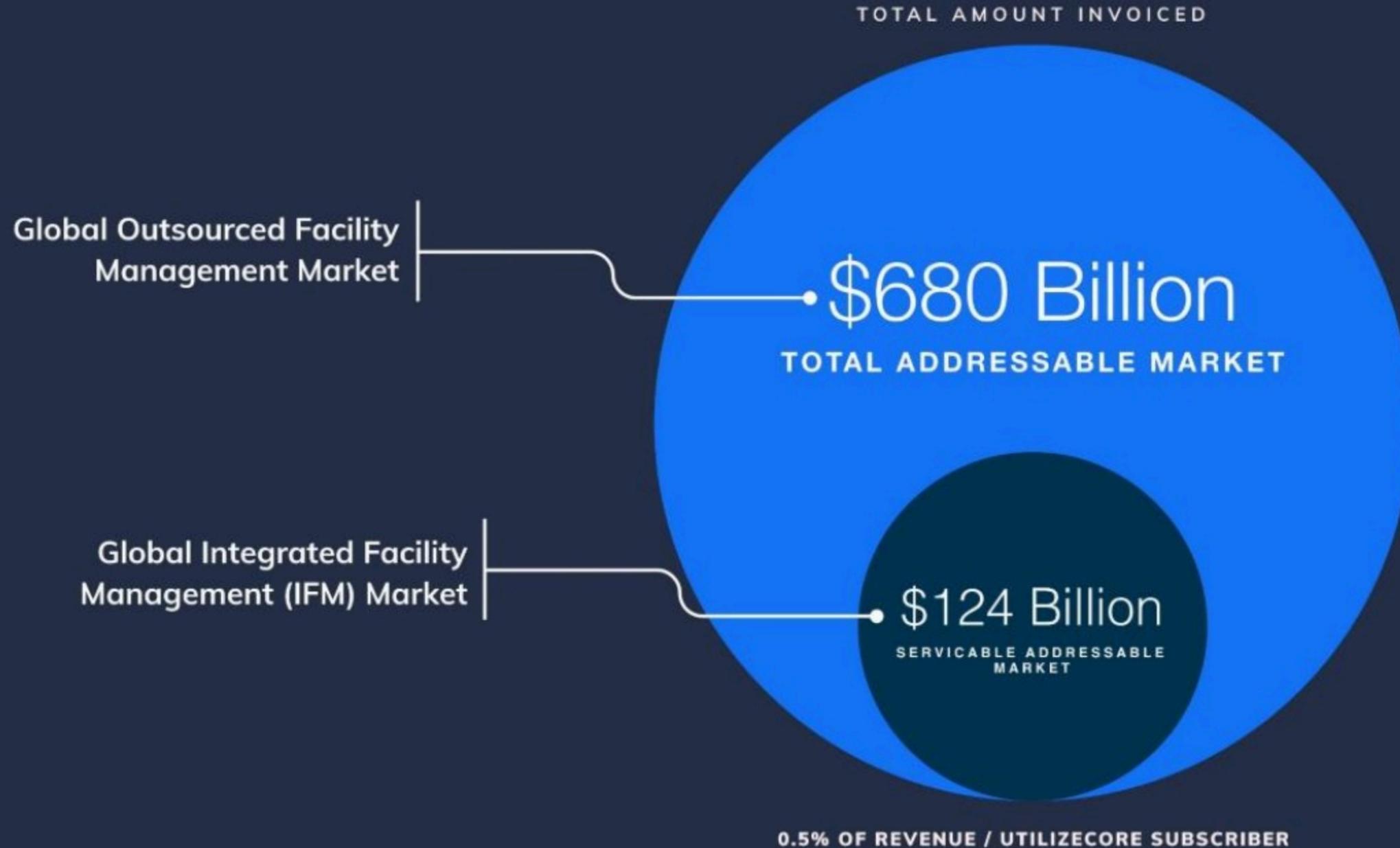
COMPANIES ON UTILIZECORE

24

THIRD PARTY INTEGRATIONS

INITIAL MARKET OPPORTUNITY

Global outsourced service management



MEET THE TEAM

Management team and directors



Ryan Gottfried (Co-Founder)
CEO | Director
University of Michigan

- 10 years in Product for VMS and FMS platforms
- Co-Founded & Product | Vetty (backed by ERA & 3Lines Ventures)
- Product | ServiceChannel (backed by Accel Partners)
- Product | WorkMarket (an ADP Company)
- 2nd Generation Cloud Entrepreneur



Jason Kwait (Co-Founder)
President | Director
University of Michigan

- 7 years in Business Development
- Co-Founded | Vetty (backed by ERA & 3Lines Ventures)
- Co-Founded | GuideU, premier tutor market place for universities
- 3rd Generation in the Service Industry



Johnny Zhu (Co-Founder)
COO | Director
University of Michigan

- 7 years of Operations & Development
- Founded Alto Arts Mobile Platform
- Vice President | Shunyi Real Estate Development
- Vice President | Shunxiang Technology



Tom Edwards
CFO
Rochester Institute of Technology

- CFO | 2009- 2015 | ServiceChannel (backed by Accel Partner)
- Senior Vice President | 2005- 2007 | First Advantage
- CFO / COO | 2000 – 2005 | Recruiting Solutions
- Senior Manager | 1992-2000, Ernst & Young



**Built ServiceChannel's ARR from ~0-100m*
Steven Gottfried
Chairman of the Board
George Washington University

- CEO | Founder | Board | 2017-present, EquipID (Backed by Contour Ventures)
- CEO | Founder | Board | 1999-2020, Servicechannel (Backed by Accel Partner)
- CEO | Founder | Board | 1983-1998, ServiceTechnology (Acquired by Bayard)
- Technology Director | 1979-1983, Gotham HVAC (Acquired by Emcor Company)



Gary Korn, JD-MBA
Director
Cornell, Wharton (UPenn)

- Partner | 2017-present, Wharton Equity Partners
- Board of Directors | 2014-2017, Servicechannel (backed by Accel Partners)
- Principal | 2008-2012, Charter Realty Development
- Board of Directors | 2007-2008, Pay Simple (an Evercommerce Company)



MEET OUR ADVISORS

SaaS Focused



Bill Macaitis

Previous CMO & CRO @Slack
@Zendesk @Salesforce

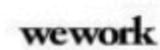
- CMO, CRO and Board Advisor | Oct 2014 - Sep 2017 | Slack
- Chief Marketing Officer | Aug 2012- Aug 2014 | Zendesk
- Senior Vice President, Marketing | Dec 2008 – Aug 2012 | Salesforce



Grant McGrail

SaaS & Real Estate Sales
Executive

- Senior Vice President, Sales | 2020 – Present | TripActions, (backed by A16z)
- Senior Vice President | 2017 – 2020 | WeWork
- Senior Sales Director | 2008 – 2017 | Oracle & NetSuite
- Regional Sales Manager | 2006 – 2008 | OpenAir



Justin Effron

Venture Backed SaaS Tech
Entrepreneur

- Founder & CEO | 2012 – Present | Alice (exit to Expedia)
- Analyst | 2012 – 2013 | Citigroup
- Hospitality industry experience
- Built and sold SaaS company



FM & Service Industry Focused



Eric Schechter

Facilities Management and
Service Industry Executive

- Chief Commercial Officer | 2018 – Present | DegreeOne
- Chief Revenue Officer | 2018 – Present | MetroTech HVAC Service LLC
- Interim Construction & Facilities Director | 2017 – 2018 | Krispy Kreme



Robert Lessack

IFM Service Broker Business
Owner

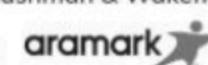
- 30 year veteran Facility Maintenance
- Sold last business to large Service Broker (exit to SMS Assist)
- Entrepreneur with several successful exits
- Built custom platform, now one of the leading FM solutions



Joseph J Tinney, Jr

Service Business Executive,
Private Equity Backed Corps

- President | 2020-Present | Pritchard Industries, Inc
- CEO | 2017-2020 | APG (backed by Dubin Clarke)
- President | 2014-2016 | Brightview ES (back by KKR)
- President | 2005-2014 | Business & Industry Group , Aramark
- Vice President & General Manager | 1994-2004 | UNICCO Service Group (Acquired by Cushman & Wakefield)



UtilizeCore

Automated Service Management Platform



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