

#nomorespreadsheets

THE TEAM



Kate Haines
CEO

Senior Executive
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Marco Sylvestre
CEO

Senior Executive
[unreadable]



Kim Huang
VP Development

Senior Executive
[unreadable]



Paul Hecht
CEO

Senior Executive
[unreadable]



Wen Lei Zhang
CEO

Senior Executive
[unreadable]



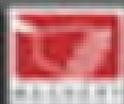
Clay Lovelace
VP Product

Senior Executive
[unreadable]



Jana Schuster
CEO

Senior Executive
[unreadable]



ABOUT VENZEE

- [Venzee.com](#) turns spreadsheets into real-time integration so the largest ecommerce companies in the world can add products and updates from vendors in seconds.
 - World class team with knowledge of this domain and prior exits.
 - Gaining traction in retail but Venzee can work for any industry.
 - Enterprise online retailers in North and Latin America in our pipeline.
 - Viral, network effect sales model within B2B = BIG revenue.
 - Accelerated by 500 Startups, unprecedented interest from investors.
-

METRICS



90%

Vendors use spreadsheets

\$1.25tn

Global ecommerce industry

26

Team members in Verizon

1000+

Companies integrated by 11Q1

4 months

Rapid agile development

\$60 million

SaaS revenue by 2017

ENTERPRISE PIPELINE



TOYS R US



STAPLES



GROUPON



Buy.com
Rediffusion Group



cymax



Overstock.com[®]



wayfair.com



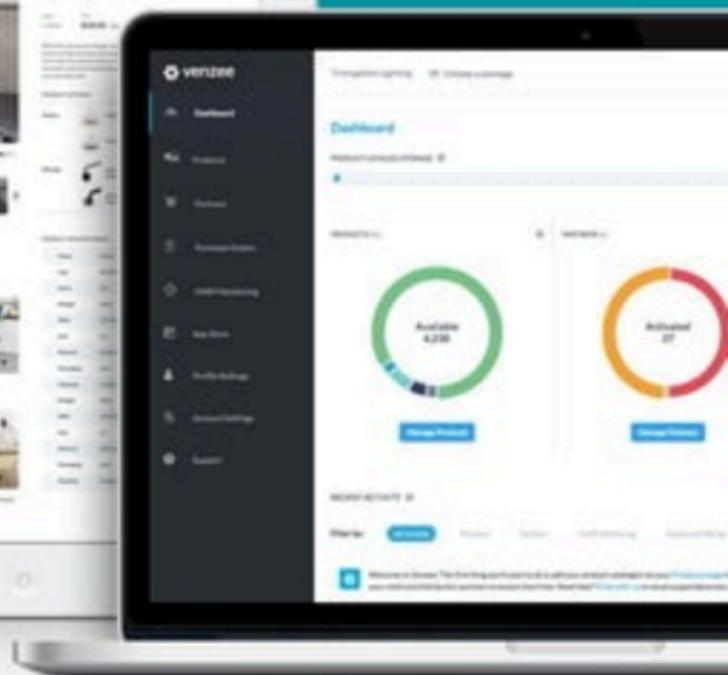
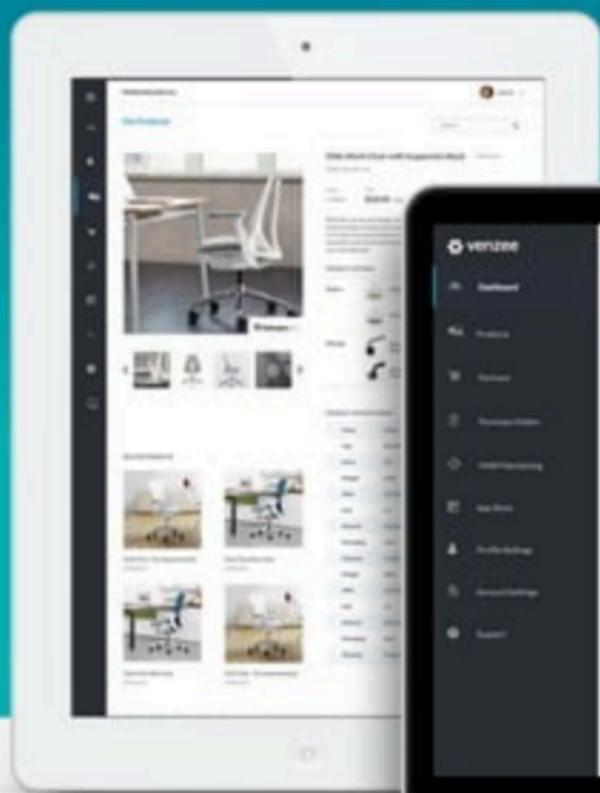
mercado
Libre



dafiti



DELPHI



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THE TEAM



Kate Hiscox
CEO

15+ years in ecommerce,
6 startups, 4 exits.



Marco Sylvestre
CTO

Ubisoft. Certified Agile Coach
and Scrum Master.



Xin Huang
VP, Development

Zynga. Engineering and
big data specialist.



Paul Hecht
COO

Founding team at
Expedia.



Wen Lei Zheng
CFO

Price Waterhouse. Taken 80
Chinese companies through IPO
(Nasdaq).



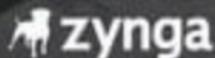
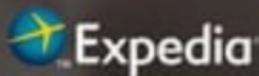
Clay Loveless
Chief Architect

Co-Founded Mashery.



Jana Schuster
CSO

Sears, Groupon. P&L
\$275MM/year (2013-2014)



PROBLEM



90% of the world's vendors use spreadsheets to share information about their products with their retailers.



Retailers hire teams of people to convert spreadsheets. This costs money and takes time.



Humans converting spreadsheets into product records is expensive, creates errors and delays ecommerce sales.



The biggest retailers in the world have this problem and need Venzee.

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cymax

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wayfair.com

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Libre.com**

 **dafiti**

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DON'T BE THIS GUY



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