

The screenshot shows a user profile for Rebecca Prince. At the top left, there are three small circular icons. The profile header includes a circular profile picture of a woman with dark hair, the name **Rebecca Prince**, and the title **Front End Engineer @ NewCo** with a location tag **New York, NY**. Below the header are several skill tags: **HTML**, **React.js**, **Angular**, and **JavaScript**. Further down are tags for **4-8 yrs exp**, **U.S. Citizen**, **Open to New York City**, and **\$100,000**. At the bottom, there is a tag for **Bachelors, University of Rochester, 2011**. On the right side of the profile, there are two call-to-action buttons: a speech bubble icon labeled **REQUEST INTERVIEW** and a document icon labeled **VIEW RESUME**.

Vettery is a two-sided marketplace that allows companies to discover candidates and request interviews.

The marketplace provides transparency, price discovery, intent, and ease.

Over 1,700 hiring managers have signed up in the 57 weeks since we launched connecting with over 4,700 candidates.

The Hiring Manager



VP of Technology



Intent
Access & Transparency
Control
Ease of Use
Cost Effective

The Candidate



Software Engineer
placed @



Ease of Use
Access
Price Discovery
Control

Monthly Interview Requests



Monthly Active Hiring Managers



Monthly Average Hourly Salary



Candidate Acceptance Rate / Week



Monthly QTY



Monthly Net Revenue



Requirements

- 1. Forecast the monthly quantity and net revenue for 2020.
- 2. Forecast the quarterly quantity and net revenue for 2020.
- 3. Forecast the annual quantity and net revenue for 2020.
- 4. Forecast the monthly quantity and net revenue for 2021.
- 5. Forecast the quarterly quantity and net revenue for 2021.
- 6. Forecast the annual quantity and net revenue for 2021.
- 7. Forecast the monthly quantity and net revenue for 2022.
- 8. Forecast the quarterly quantity and net revenue for 2022.
- 9. Forecast the annual quantity and net revenue for 2022.

Job Boards

MONSTER

LinkedIn

careerbuilder

indeed

Dice

Marketplaces

VETTERY

HIRED

indeed prime

Full Service Recruiters

letts consulting

deveris partners



Michael Page

Riviera

rh Robert Half

Price



VETTERY

May 2016

Vettery Vision

Vettery will be the marketplace used for hiring across all roles, levels, and geographies.



The screenshot shows a web browser window with the URL 'vettery.com'. The profile is for Rebecca Prince, a Front End Engineer at NewCo in New York, N.Y. Her skills are listed as Node.js, Angular, and JavaScript. She has 4-6 years of experience and is a U.S. Citizen. She is open to work in New York City with a salary of \$130,000. Her education is a Bachelor's degree from the University of Rochester, completed in 2011. On the right side of the profile, there are two call-to-action buttons: 'REQUEST INTERVIEW' and 'VIEW RESUME'.

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The Hiring Manager



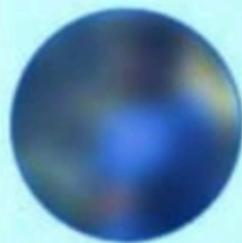
[Redacted]
VP of Technology

@ [Redacted]



Intent
Access & Transparency
Control
Ease of Use
Cost Effective

The Candidate



[Redacted]
Software Engineer

placed @ [Redacted]



Ease of Use
Access
Price Discovery
Control

Monthly Interview Requests



Monthly Active Hiring Managers



Monthly Average Invite Salary



Candidate Acceptance Rate / Week



Monthly GMV



Monthly Net Revenue



TAKEAWAYS

- 1. Revenue growth is strong and accelerating
- 2. Revenue growth is strong and accelerating
- 3. Revenue growth is strong and accelerating
- 4. Revenue growth is strong and accelerating
- 5. Revenue growth is strong and accelerating
- 6. Revenue growth is strong and accelerating
- 7. Revenue growth is strong and accelerating
- 8. Revenue growth is strong and accelerating
- 9. Revenue growth is strong and accelerating
- 10. Revenue growth is strong and accelerating

Annual U.S. Staffing Industry is

\$120 billion , \$500 billion Globally

14 U.S. Staffing Firms generate

>\$1 billion in revenue per year

Job Boards

MONSTER

LinkedIn

careerbuilder

indeed

Dice

Marketplaces

VETTERY

HIRED

indeed prime

Full Service Incumbents

betts recruiting

daversa partners



Michael Page

Riviera PARTNERS

rh Robert Half

Price

Vettery is building a large and highly profitable business

In April we had a 90.3% Gross Margin

In May, we estimate we will be profitable and cash flow positive

Long term, we believe this to be a very high margin business

Very high return on investment

(Candidate Acquisition Cost: \$77 / Average Revenue/Placement: \$15,960)

Data

Better Matching
Data driven curation
Candidate Targeting & Acquisition

Scaling

Employer On-Boarding
Candidate Registration and Activation
Streamlining the Interview Funnel

HR Ecosystem Integrations

Integrations with Applicant Tracking Systems
Workflow Management Tools
Real Time Hiring Intelligence

CV