

Meeting Mate

Making Meetings Great again!

Todd, Mark, Cynthia, Swaroop, Darrell, Peter
April 15th 2019



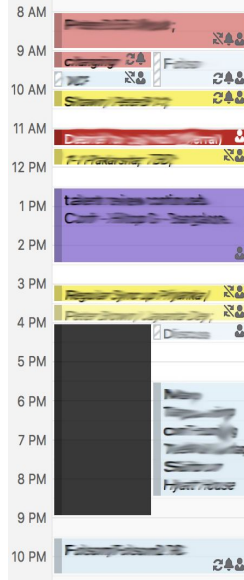


Opportunity

Billions of Hours and Dollars ...



When will I get MY
work done?



14 hours/week average of meetings

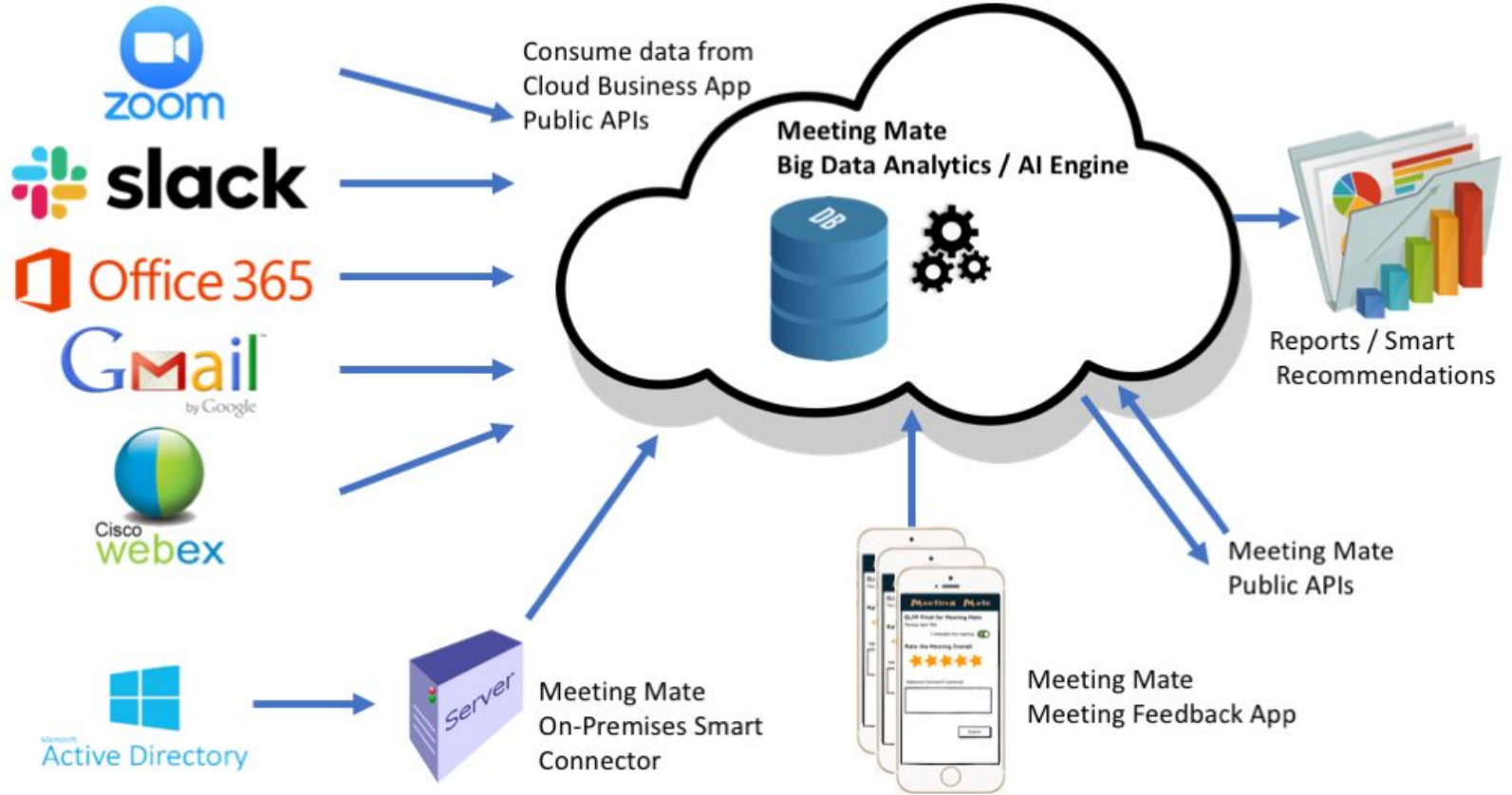
... Wasted in Unproductive Meetings.



38% rated inefficient by participants

There is an expanding opportunity to capture Billions in Lost Productivity

Meeting Mate: What is it?



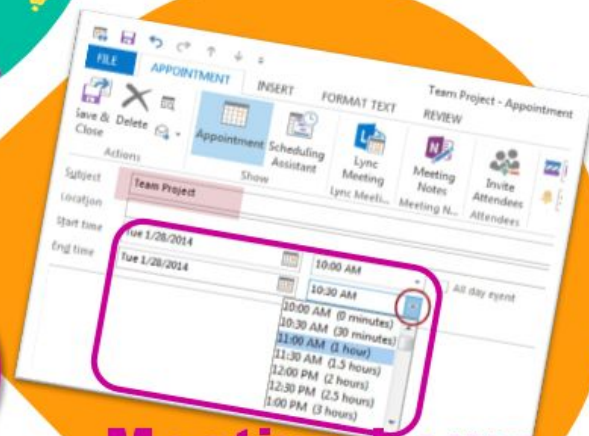
How it Works: Pre-Meeting



Cost



Time Zones



Meeting hours

**Meeting Mate
Data Aggregation**

Attendees

How it Works: In-Meeting

Equal speaking

Emails sent

Interruption

Texting

**Meeting Mate
Smart Analytics**

Device usage detection

Smart audio analytics

How it Works: Post-Meeting

1 Pre-Meeting Data Aggregation

- Information collection



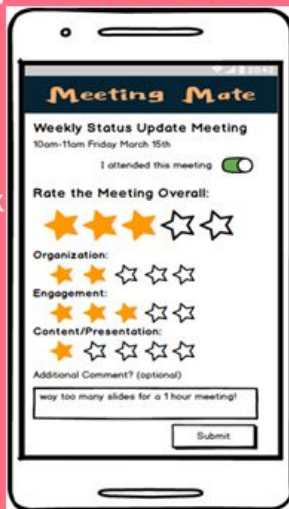
2 In-Meeting Smart Analytics

- Engagement detection
- Smart audio analytics



3 Post-Meeting Survey/Feedback

- Auto launch
- Easy to use
- Quick feedback

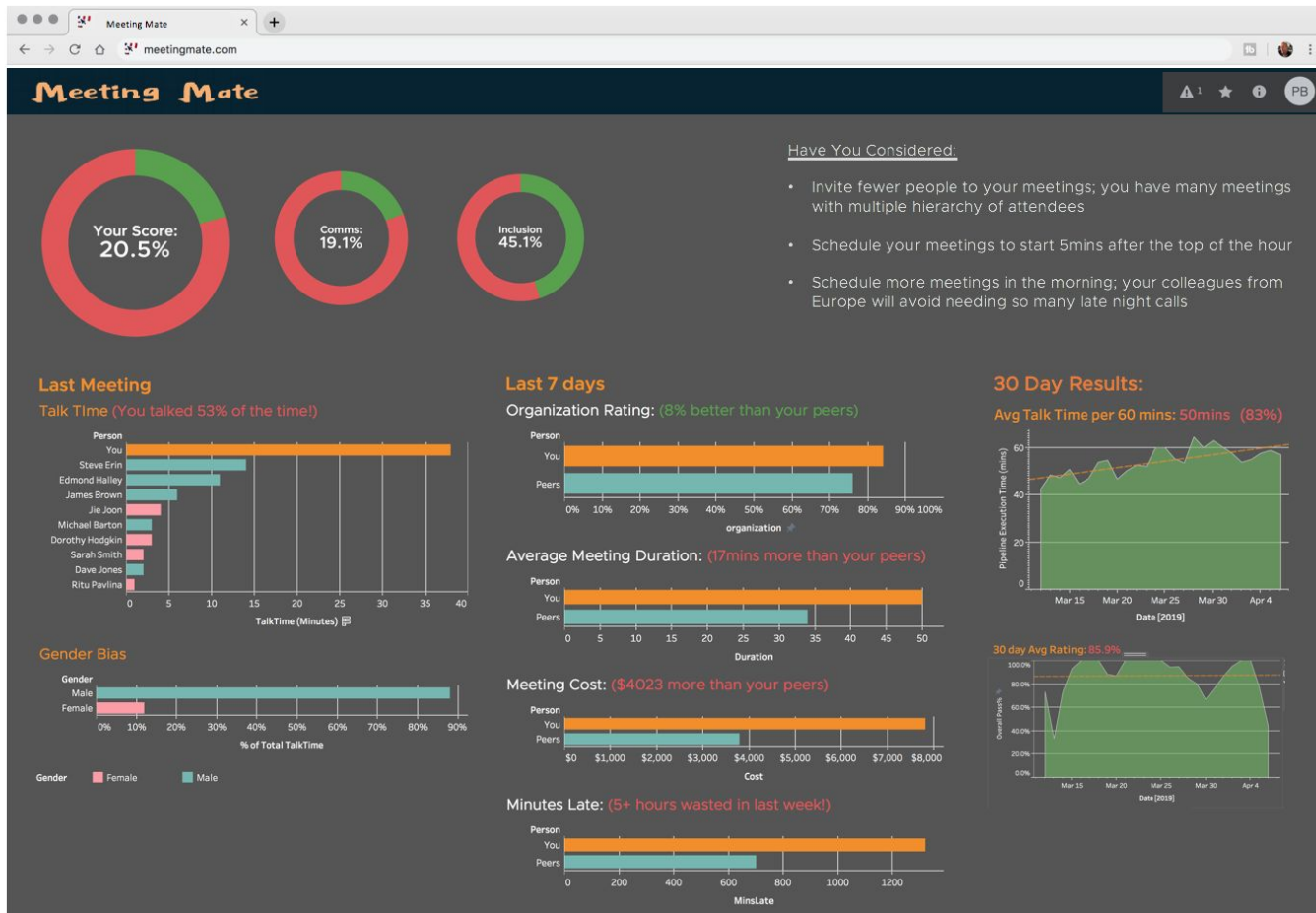


Meeting Mate
Big Data Analytics
AI Engine

Meeting summary reports

Intelligent recommendations

How it Works: Sample Dashboard



Landscape

Web Conferencing



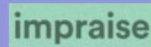
Data Analytics



Meeting Scheduling



Feedback/Survey



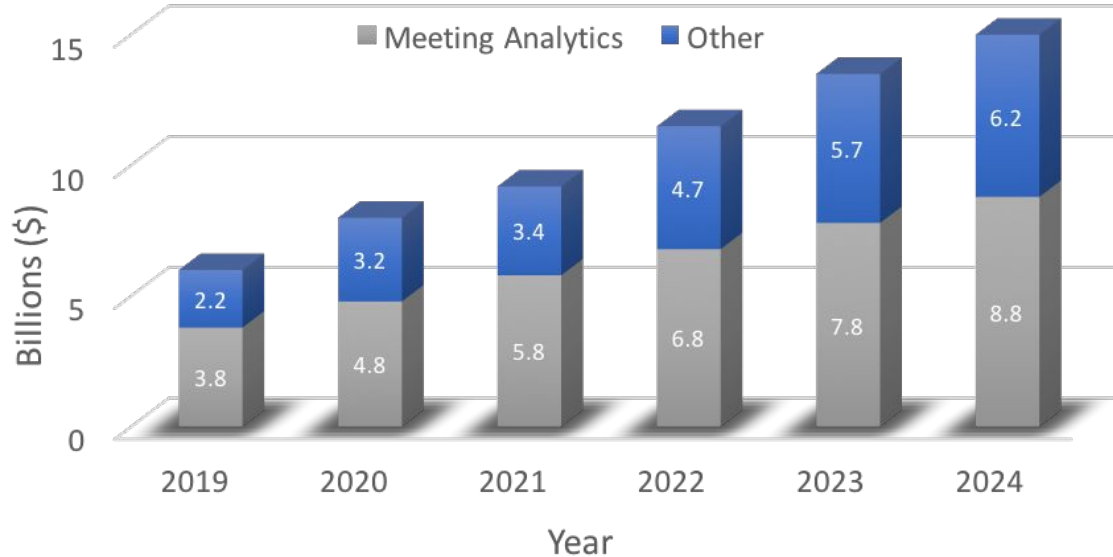
Landscape



Our unique solution connects all 4 sectors

Potential Market Growth

Market Growth in Analytics



<https://www.enterpriseirregulars.com/128015/10-charts-that-will-change-your-perspective-of-big-datas-growth/>
<https://www.ameriresearch.com/product/web-conferencing-market/>

***Meeting Mate will benefit from strong continued market growth
in meeting productivity analytics***



Validation

We surveyed 120 professionals from around the world (Individual Contributors, and Managers / VPs). Respondents averaged between 10 and 40 hours of meetings per week

At all levels, we got consistent data:

- **40%** of meetings are considered to be inefficient
- **70%** would willingly and regularly provide feedback if a simple process was available
- **80%** of respondents would appreciate receiving feedback on presentations and meeting effectiveness

HR Values Improved Meeting Efficiency



VP HR

“Meetings are the **heartbeat** of our organization”



HR Productivity Manager

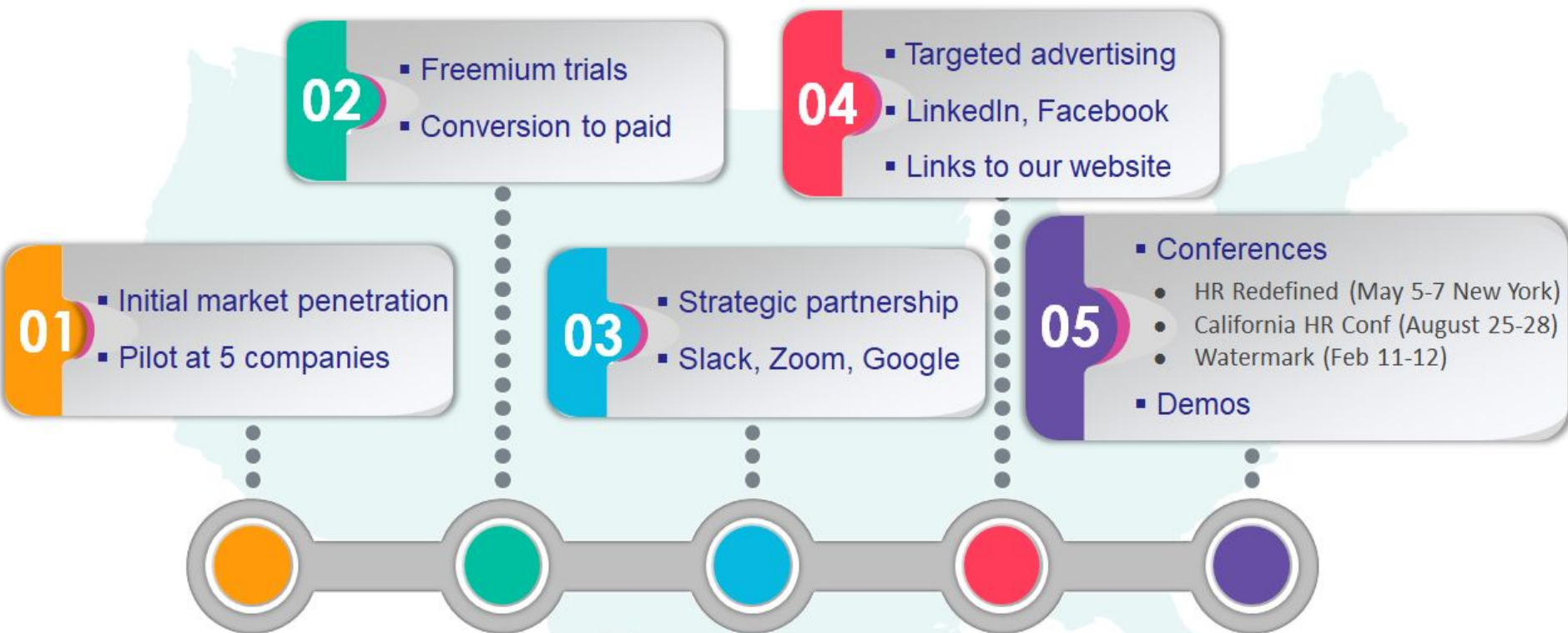
“Solving this with existing tools...
is an **exciting approach**...”



HR Group Leader

“Meeting inefficiency is a
top-three HR priority”

Go to Market Strategy



Target corporate HR for companies greater than 150 employees



Pricing Strategy

Find the **Meeting Mate Plan** that best fits your needs. You only ever pay for what you use, based on active users per month;

Freemium

\$0

- ☐ Meeting Feedback
- ☐ Individual Meeting Report summaries
- ☐ 3 day time limit on reports

Standard

\$7

Per active user, per month

- ☐ As per Freemium +
- ☐ 7 day time limit on reports
- ☐ Individual Reports (14 day history)
- ☐ Outlook Integration
- ☐ Plugins for: Zoom/Outlook/Webex
- ☐ Smart Audio & Video Integration

\$8/user/month if billed monthly

Professional

\$15

Per active user, per month

- ☐ As per Standard +
- ☐ No time limit on reports
- ☐ Individual / Team / Org Reports
- ☐ Corporate exports for all messages
- ☐ On-Premise installation available

\$19/user/month if billed monthly

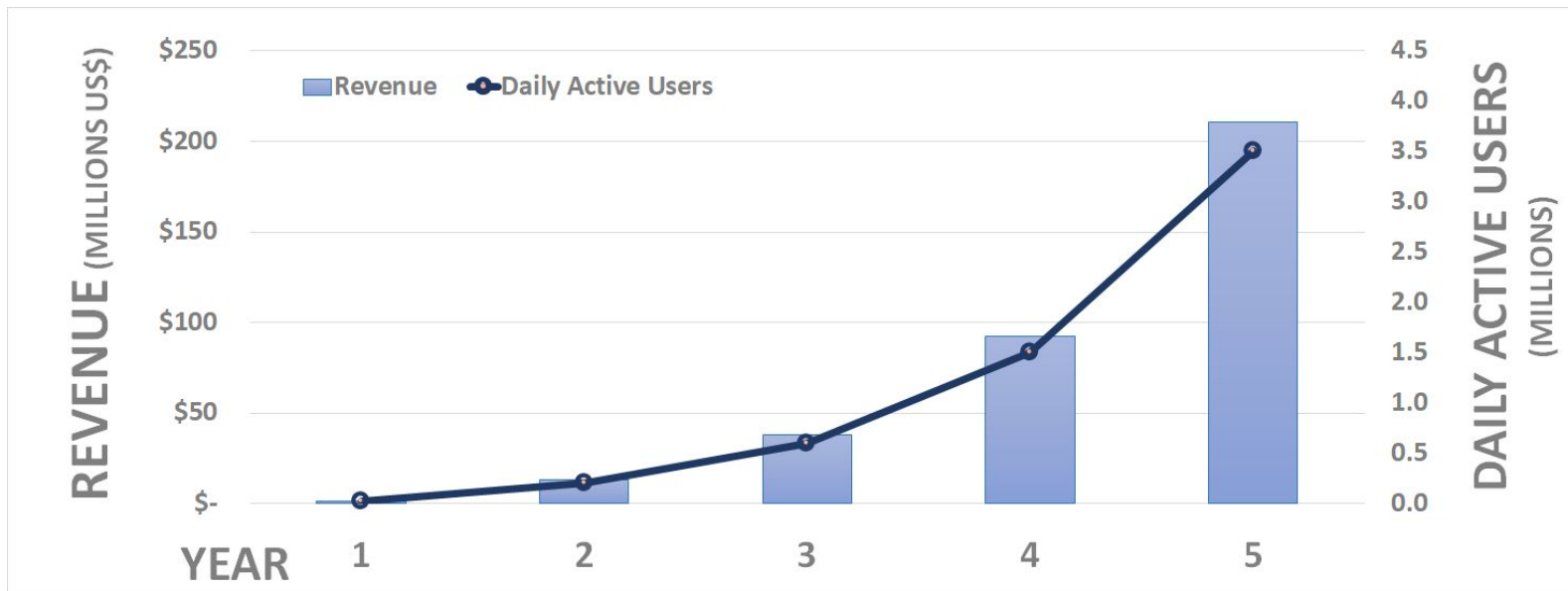
Consultancy

\$Contact us

- ☐ Want help making your teams more productive? Talk to us about the training and coaching packages we can offer to help.
- ☐ The anonymized data has value. Talk to us about how you can leverage this data in your applications and organizations.

All tiers are SaaS, cloud hosted, with mobile apps available for iOS and Android devices.

Revenue and Active User Projection



Revenue	\$1.5	\$13.0	\$38.0	\$92.5	\$210.9
Cost of Goods Sold	\$0.4	\$3.5	\$10.3	\$25.5	\$59.0
Gross Margin	72%	73%	73%	72%	72%
Operating expenses	\$5.0	\$20.1	\$36.2	\$64.1	\$111.0
Cash Balance	-\$3.4	-\$12.9	-\$20.6	-\$18.0	\$18.8
Net profit margin	-234%	-73%	-20%	3%	17%



Meeting Mate - Ready for Business

Request Series A Investment of \$3.5 Million

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Who's Who of Meeting Mate



Peter Brown
CEO



Cynthia Hsu
CMO



Darrell Ehrlich
CFO



Mark Saly
VP Business Development



Todd Egan
VP Engineering



Swaroop Venkatesh
CTO

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