SaaS for retailers to manage quality, compliance, and staff

QUALON

Team

Andrey Podgornov
Co-founder, CEO

15+ years
in Enterprise Consulting

- accenture *Consultant*
- T··Systems· *Head of Business Development*
- SAP *Business Development*
- 2010 *TOP talent SAP employee*

Boris Shkolnikov
Co-founder, CTO

10+ years
in Enterprise Software
as technical expert

- CROC *Engineer*
- T··Systems· *SAP Mobile Expert*

35 employees fully equipped high performance team

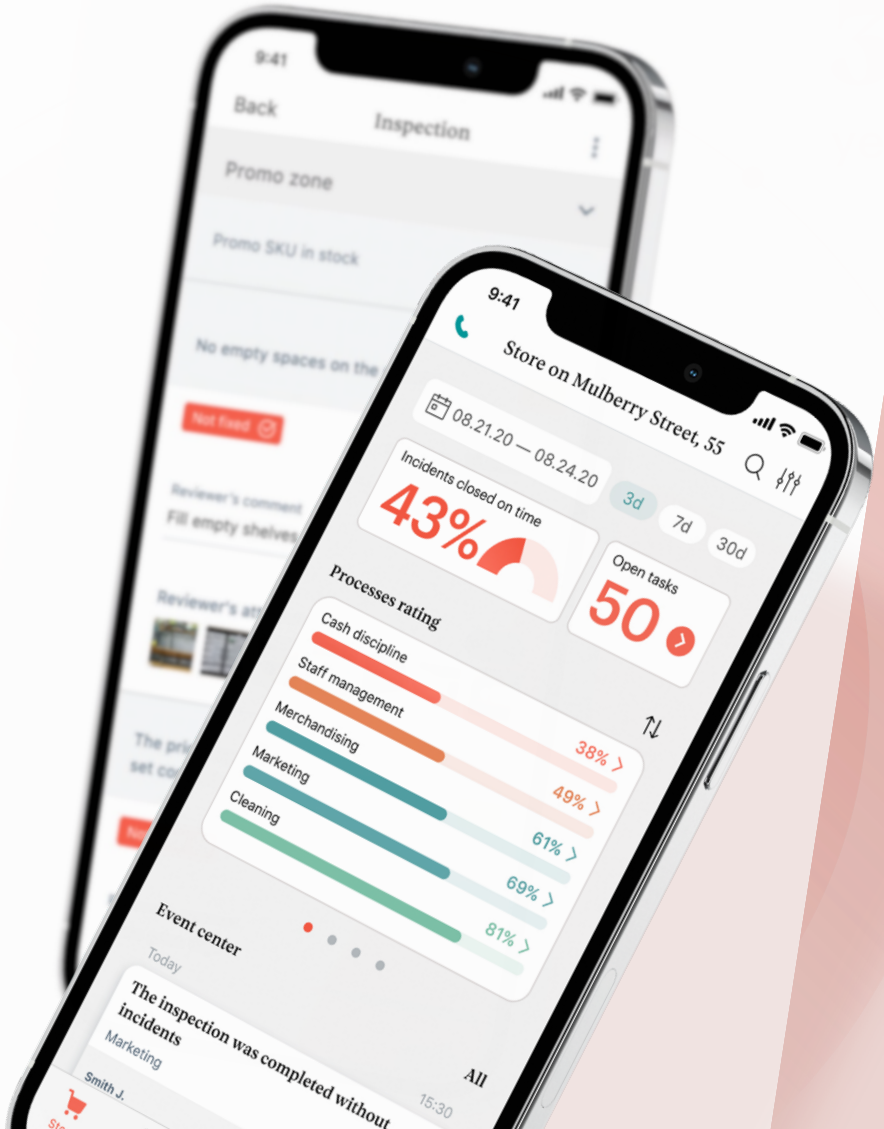
- Development
- Sales
- Customer support and success
- Industry experts

Since 2013 Boris and Andrey have been running their own businesses together

- Building 2 successful companies
- Working with retailers for more than 7 years

GLOMO Global Mobile Awards

retailers



$1.5M
2020 revenue

7
countries

65+
customers

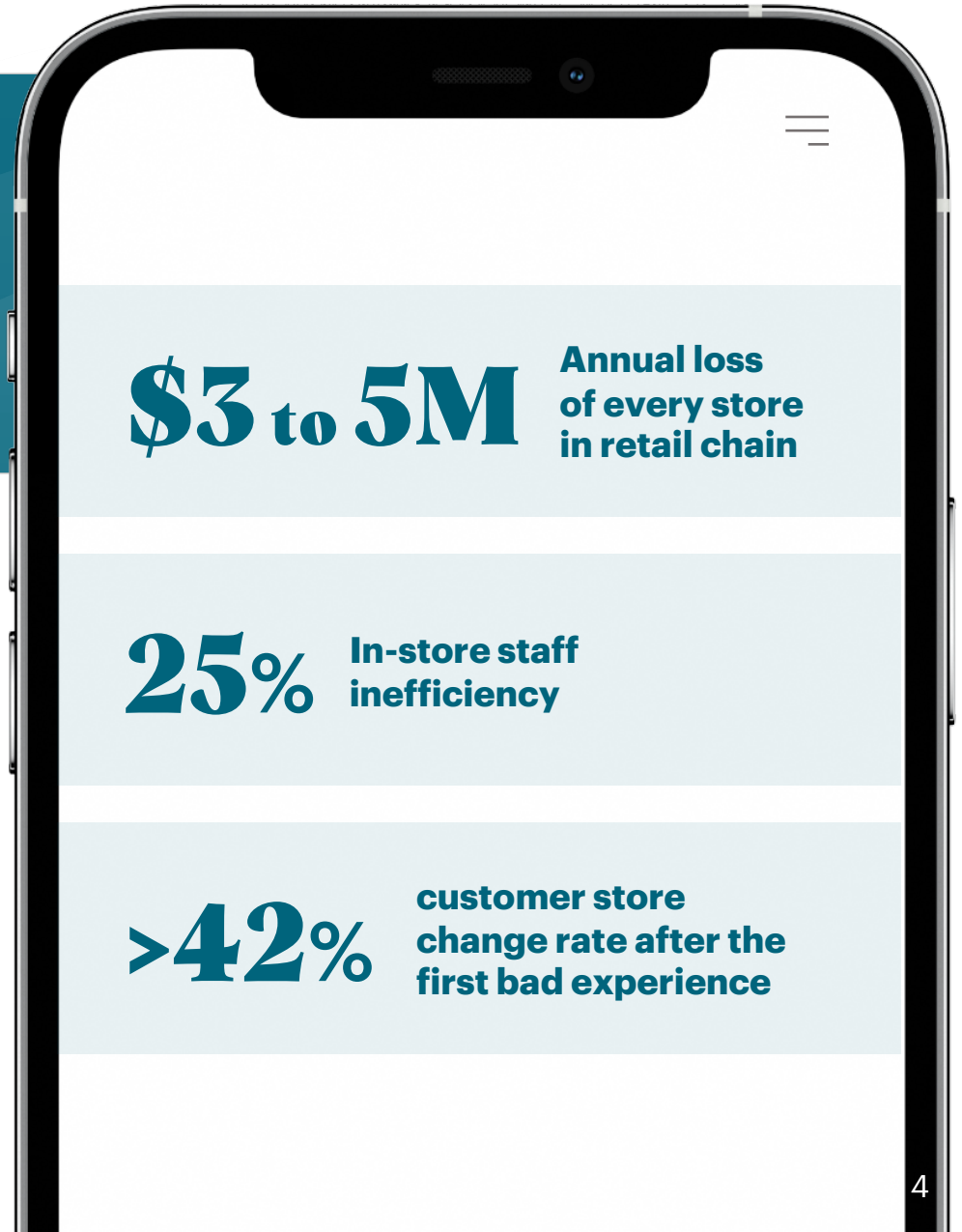
60k+
user accounts

2M+
inspections monthly

Today retailers may lose 20% of their turnover for non-compliance in operations and quality management

All the time store managers spend for paperwork and routine, even for quality control and self-education –

they don't sell



With Qvalon everything is quite simple

In-store Audit

Process Analytics

Customer Feedback

Task management

Financial data

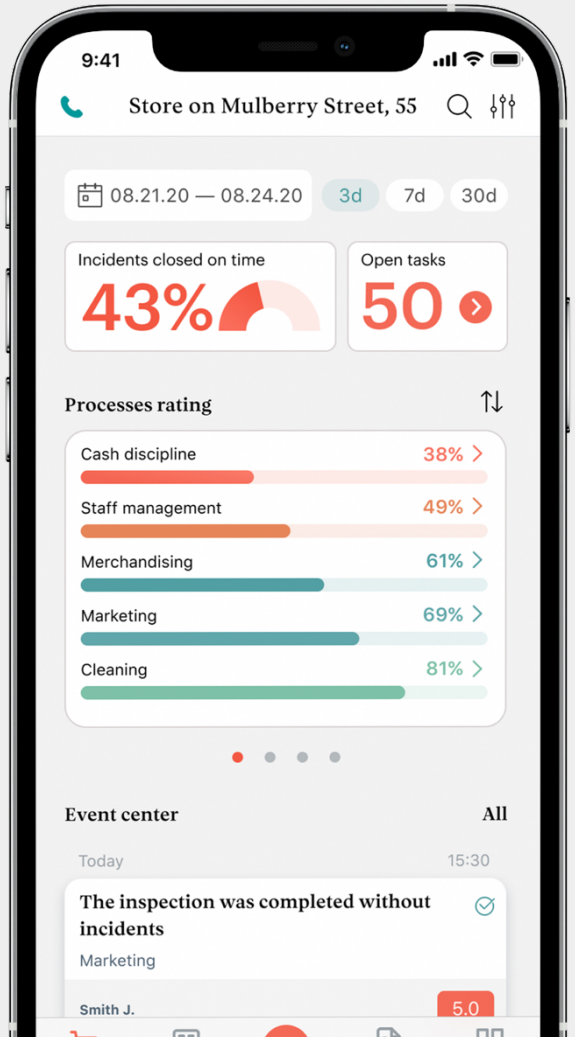
COO and Managers

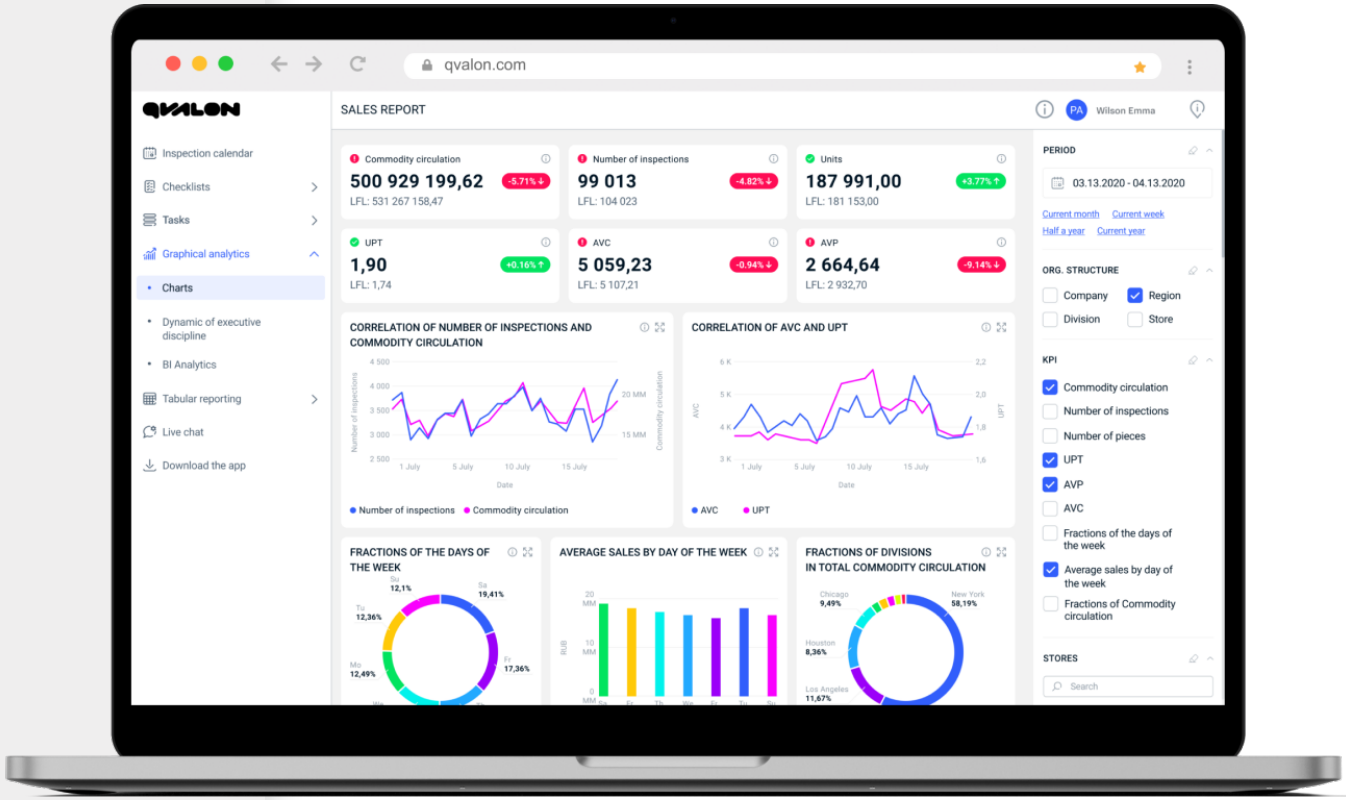
Get clear operation transparency in the reports

In-Store Staff

Simplify their daily routine by using mobile app

Quality & Compliance management for retailers





7% revenue growth

9% cost reduction

15% loyal audience growth

35% productivity growth

www.qvalon.com

Retail market is huge
Big players are trying to optimize their operations

$5 bn
Total Addressable Market

2.5M
retail locations in USA

$20
/User/Month Starting Price

1 average chain with 100 stores

=

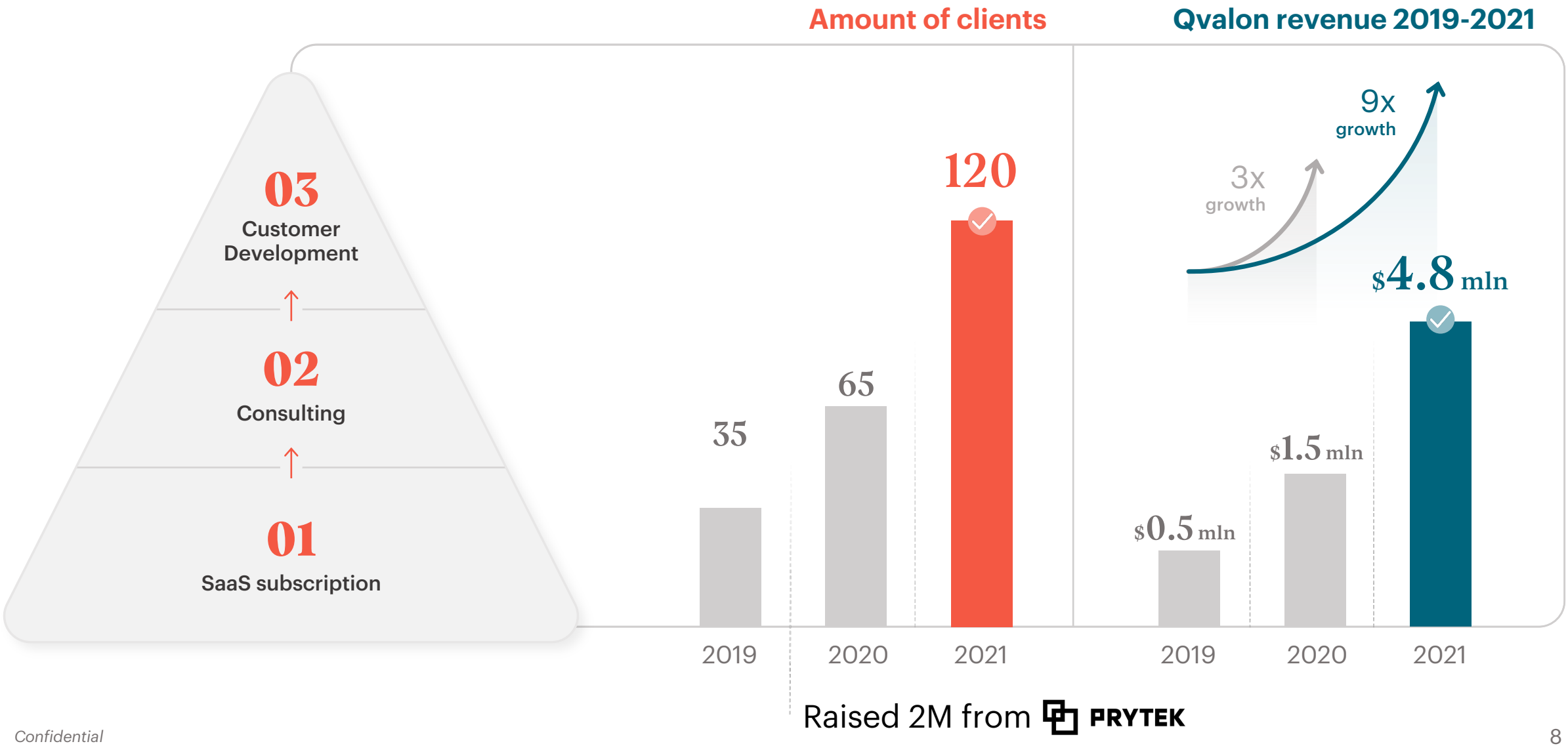
100 Locations x 3 Users in store x 20 $ x 12 months X

=

72 000 USD ARR per 1 customer

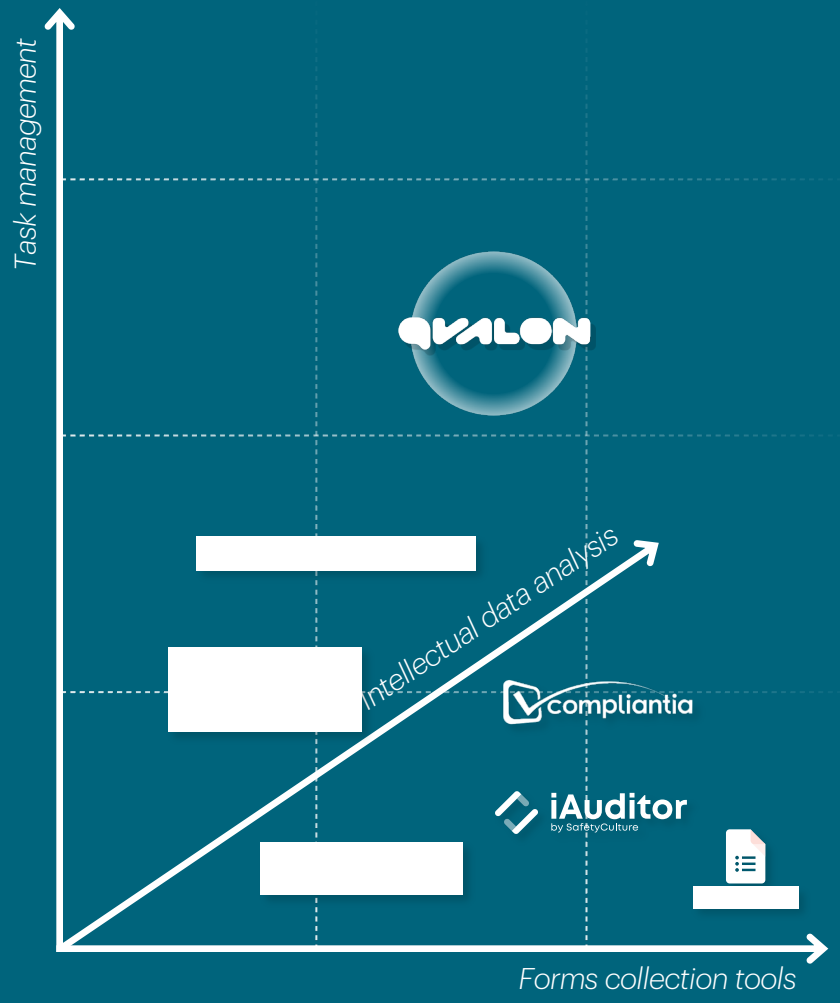
+ Upsell by new system features

Monetization strategy



Raised 2M from PRYTEK

Competitors



FUNCTION	Questi-onnaire	Classic Audit Tools	Enterprise Software	QVALON
Generating tasks after filling	✗	✗		✓
Organizational and staff structure	✗	✗		✓
Process model	✗			✓
Financial data influential analysis	✗	✗	✗	✓
Customer feedback analysis	✗	✗	✗	✓
Rapid implementation			✗	✓

Events

- Checklists
- Events
- Click Sense
- Zapier
- SAP
- AI events detection

Analytics

- Processes Analytics
- Performance Analytics
- Predictions
- Events

- Process library
- Org. structure
- Events to process mapping
- AI correlation analysis
- Events to action engine

Action

- Tasks
- Checklist
- Digital form
- Notifications /Alerts
- Education