

# Facilitating remote client and team interaction

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## Samenvatting

**Datum:** 30 November 2020

**URL:** <https://venturecapital.nl/facilitating-remote-client-and-team-interaction/>

## Contact & Site

## Extra beschrijving

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### **Beschrijving onderneming:**

Built on current revenue producing services, this startup facilitates remote client and team interaction with two SaaS solutions covering the "One on One" remote counseling and "Many to many" team conversations. This contains remote chat communication, videoconferencing, treatment, counseling and the subsequent task management. Accommodating the need to run business processes connected to remote clients and team members. Current businesses are concentrated around the USA and South America with a combined revenue of \$210K. The plan is to scale the mature services into different nice markets and expand globally.

### **Business Model:**

The revenue is all subscription based. Monthly recurring revenue (MRR) is currently \$17K with a customer Lifetime value of \$1600 for service 1 and \$1300 for service 2. Service 1 has 70% of its customer base in the USA and service 2 80% in South America. Current churn rates are 2-3 %. Both services grow 7-10% each year without any marketing.

### **Type klant:**

B2B

### **Gewenst type investeerder:**

Angel investor; Early stage Venture Capitalist

**USP's:**

They fill in the gap left out by most current Remote working tools where task management is not a coherent part of the Video or Chat tool.

**Benodigd Kapitaal:**

€765K excluding the 2% broker broker fee

**Investeringsbehoefte:**

- €390K acquisition of the assets of the services, - €14K Acquisiton costs, - €290K working capital + €15k broker fee

**Sector:**

B2B Software; ICT; Media, Reclame & Communicatie; Zakelijke dienstverlening

**Bedrijfsfase:**

Early Growth

**Aantal founders:**

2

**Aantal huidige werknemers:**

1-5

**Omzet (huidig) per maand:**

€14.5K

**Omzet (Prognose) komende 12 maanden:**

€236k

**Omzet (Prognose) maand 13 - 24:**

€290K

**Huidige maandelijkse kosten:**

€2.900

**Reeds toegezegde financiering:**

0

**Is er door de ondernemers reeds een investering opgehaald bij derden voor de betreffende onderneming?:**

No

**Wordt er binnen 24 maanden nog een vervolginvestering verwacht?:**

No

**Overige relevante informatie:**

The investment is for the acquisition of the assets and the following growth plan. Current costs mentioned are not representative for the new company structure to be set up needed to grow the business. This is all explained in detail in the businessplan. Of course they will disclose the services as soon as NDA's are signed. Last but not least: All is prepared with the sellers and they are ready to send out the letters of intent. Other buyers are on the market so they want to act extremely fast.

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