SESSIONE PITCH 4

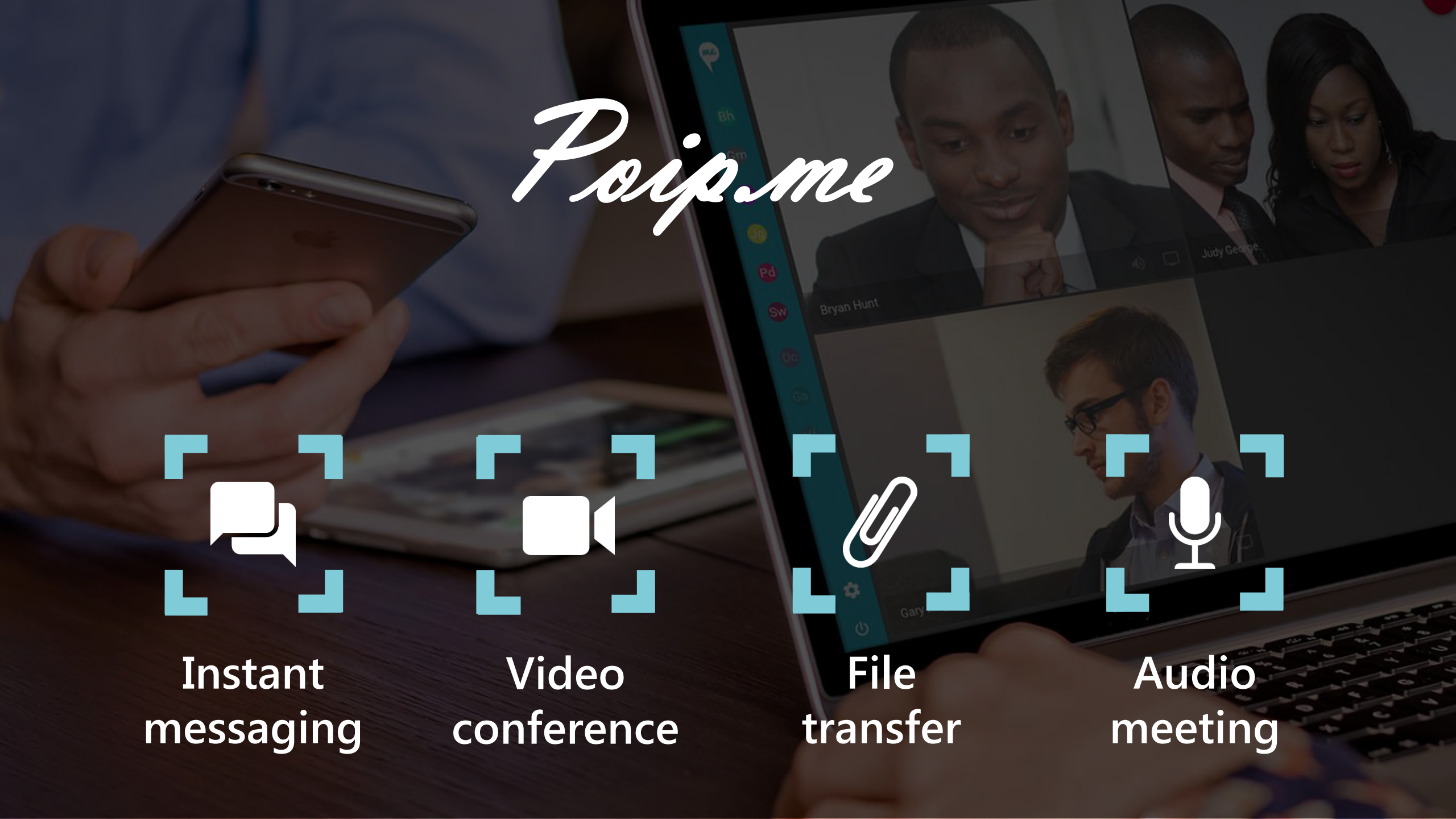
Smart Working, Collaboration ed eLearning

Poip - Poip.me – Collaboration in modalità SaaS

Alessandro Giuliano, CFO*, Poip*

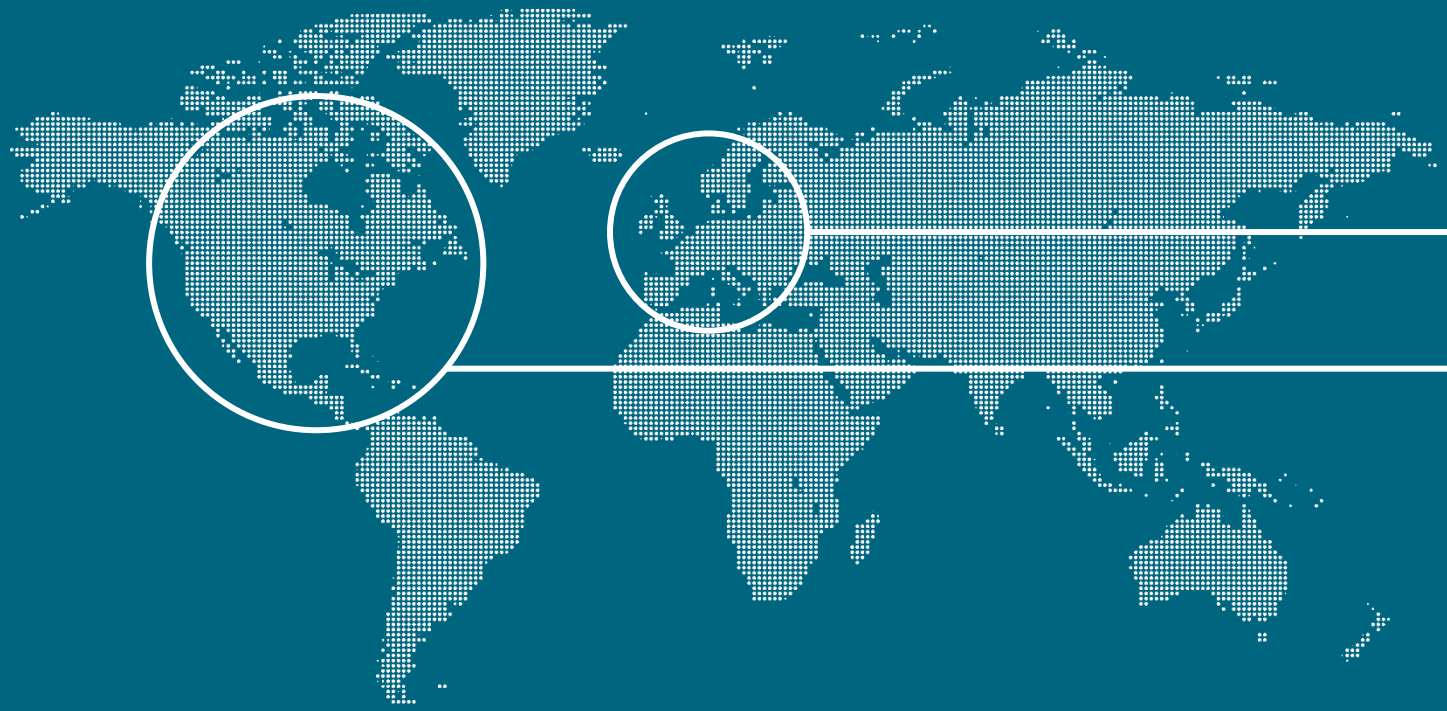
Secure cloud videoconferencing in a click

PRESENCE
CLOUD
REAL-TIME
SHARE FILE
1-TO-1
CONNECT TEAM
LINK
ORGANIZE CALL
SMS
SETUP CONFERENCE
EMAIL
PRIVACY
INSTALL APP
CHAT
COMPATIBILITY
POLICIES
SCHEDULE
NETWORK
SEND
INVITE PARTIES
MEDIA
PHONE
TIP
BROWSER
SIZE LIMIT


Poip.me
Bryan Hunt
Judy George
Gary
Instant messaging
Video conference
File transfer
Audio meeting

Encrypted temporary data channels **Proprietary secure transmission system** Sensitive services can be hosted in house **Single sign-on** Token-based authentication **DTLS-SRTP** Advanced cryptographic algorithms **HMAC-SHA256** Private serverless

MARKET OPPORTUNITY

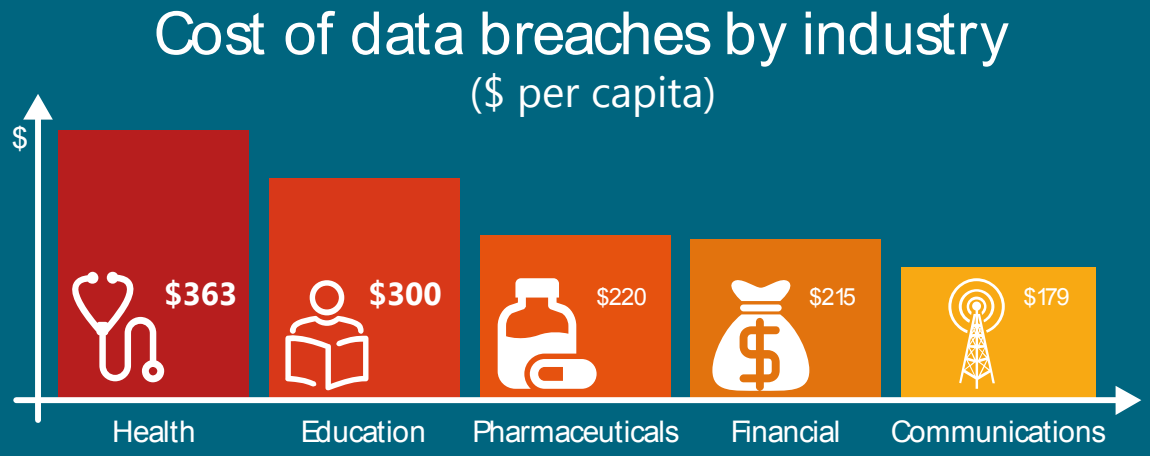


€ 3,8B Europe

€ 6,3B USA

UC addressable market

+14% CAGR



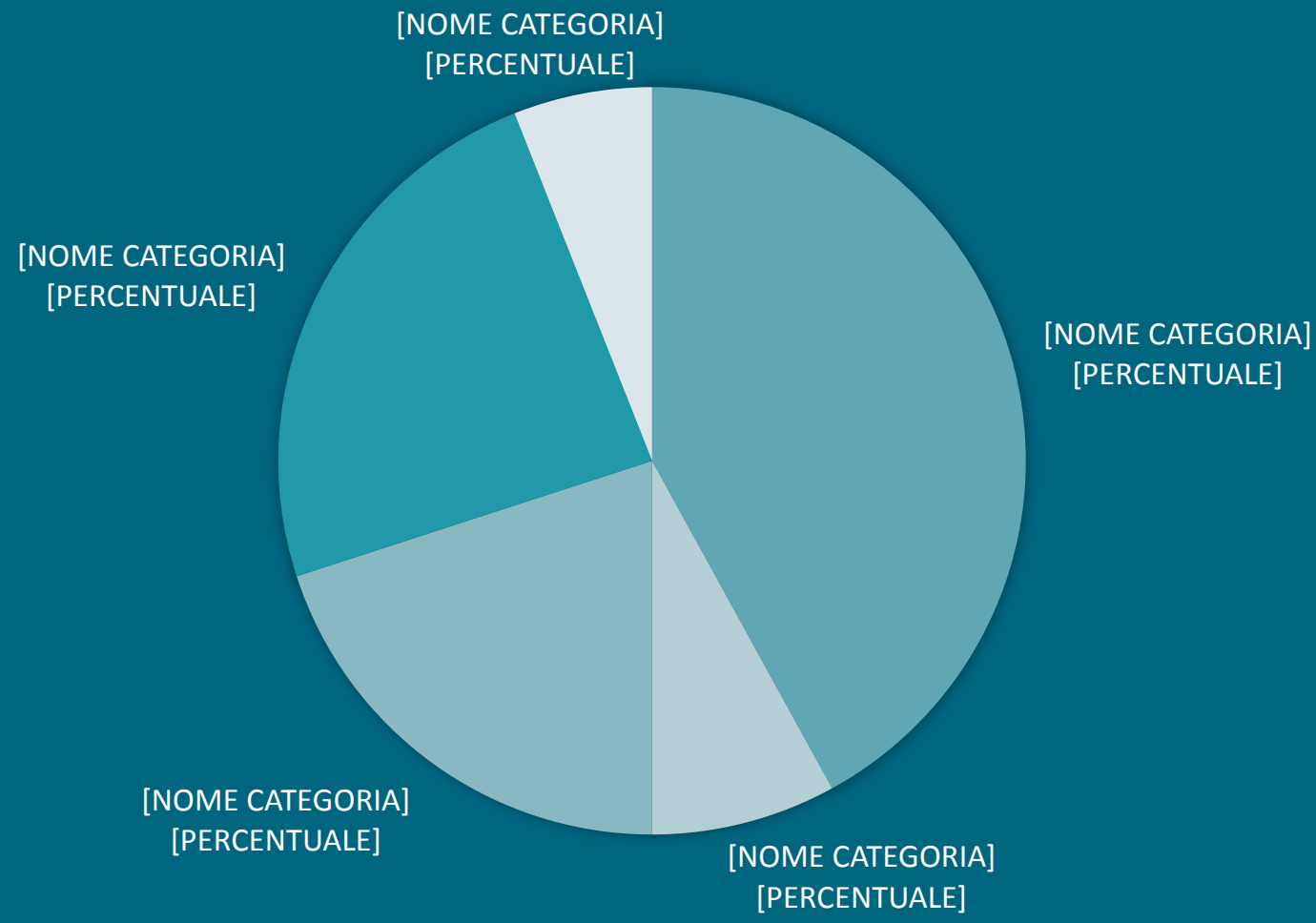
** Ponemon Institute 2015 / Odin*

MARKET OPPORTUNITY

92% physicians use unsecure SMS for patient care risking HIPAA violation, data breaches and fines up to **$ 1.5M** per year.

45 minutes wasted per day due to communication challenges = **$ 5.1B** annualy wasted in healthcare

HEALTHCARE AND SOCIAL ASSISTANCE ADOPTION RATE (USA)



BUSINESS MODEL

Free tier

SUBSCRIPTION

€ / user / month

STAND-ALONE SERVICES

CUSTOM INTEGRATIONS

PAY PER USE

Edoardo Tosetti
CEO & Co-founder

External relationships, Organization, Sales

Edoardo and Alessandro's previous experience was in the telco sector, developing a fiber optic network for SME in a mid-sized city in the North-West of Italy. They experienced Unified Communication adoption barriers in SME, while speaking with entrepreneurs on the field.

After a bad experience with their first team, they rebuilt it to continue the challenge, and finally, in December 2013, they won Switch2Product, PoliHub's “call for ideas”. The whole team works and fights together since 2013.

Alessandro Giuliano
CFO & Co-founder

Finance, Accounting, HR

Alberto Villa
CEO & Co-founder

IT infrastructure
Software development

Michele Rosso
Designer

User interface & experience
Solution branding

Alberto Villa (a FreeBSD developer) was employed as a consultant by Médecins Sans Frontières to work on the assessment of an international healthcare project in Amman, Jordan, where he experienced the difficulties in arranging communications and exchange data among the many camps and the headquarter.

Michele Rosso completely redesigned the user interface of Blender (3D modeling software) as the subject of his master's thesis, making him fully qualified for the realization of a user-friendly UI.

Engineer Guido Gerlotti, advisor with multi-year Experience: domestic / international / global Executive positions in the IT industry at IBM.

ACHIEVEMENTS

Award Winner

Incubated at

Global Entrepreneur Program

Top 100 European interesting startups

i-deals
everis group

Luis Navarro, i-deals, Everis Group

"I've been working hand in hand with POIP members and, in my humble opinion, they include all the ingredients to build something amazing... Good ideas supported by professionalism and hard work."

Our mission is to deliver the most secure software solutions to help our clients improve remote teamwork.

www.poip.me