intranet.ai

Your ready-to-go corporate intranet

We use Office 365 and AI to boost the productivity of your company

https://intranet.ai

Miro Radenovic – CoFounder intranet.ai

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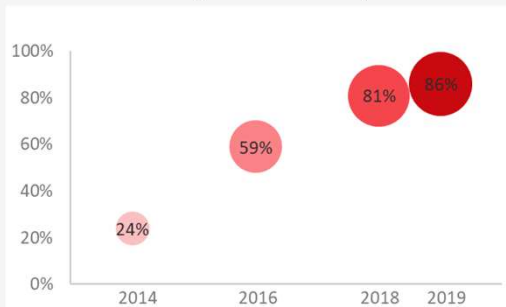📞 +39 334 5231678

ⓘ https://dev4side.com
https://office365italia.com

Intranet?

**An intranet is the focal point of internal communication and collaboration inside a company**

- In 2019 80% of the companies have invested in cloud-based solutions

Percentage of **corporates using** the **cloud (Saas solutions)***

100%
80%
60%
40%
20%
0%

24% — 2014
59% — 2016
81% — 2018
86% — 2019

- 79% of them have chosen Office 365 (+1M worldwide companies)

Percentage of **corporates using Office 365***

100%
80%
60%
40%
20%
0%

8% — 2014
34% — 2016
56% — 2018
79% — 2019
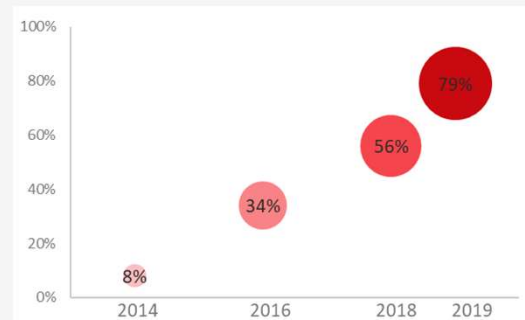
- Office 365 provides a stack of collaboration applications but it misses an efficient space to centralize processes.

Analysis of over 138.000 companies performed by Bitglass

Problem

Companies of **any size** need an **intranet** to **centralize internal processes,** but the project to create an intranet is:

Very slow

Often **12 months or more**.
Delays are common, as
multiple areas of the
company are involved
simultaneously.

Expensive

High development costs to
be paid also for features
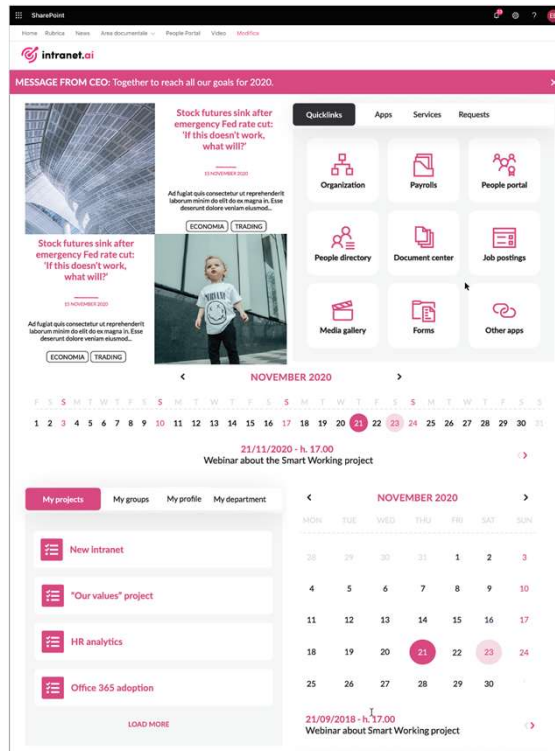that are always the same in
all type of intranets.

Risky

Unforeseen issues, slow
adoption, poor
engagement and
frustrated employees
can be easily a reality

Solution

Intranet in-a-box

A fully featured intranet solution **ready to use** with flexible and reliable apps enriched by **AI** (Artificial Intelligence)

Reduces **dramatically** the costs of creating and adopting an intranet

Instant deployable
Ready to use in 1 hour

Contents packs ready to use to make the corporate intranet an enjoyable environment

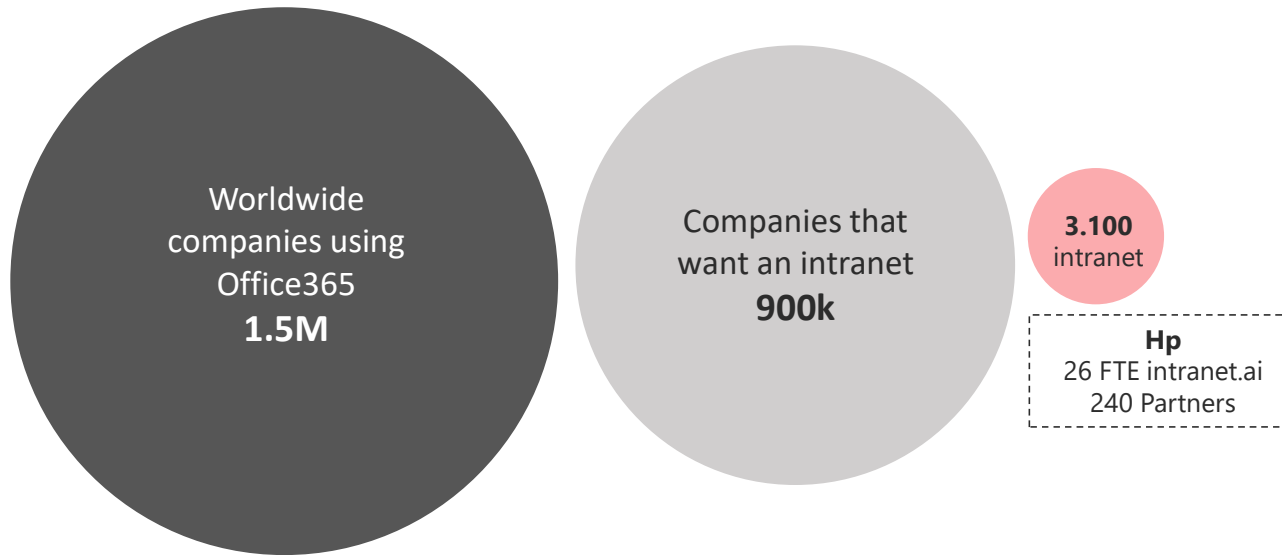Integrate and maximaze
Office 365 and **SharePoint Online**

More than **20 products** tested and **used in real cases**

Market

Target: Medium/large worldwide companies that use Office 365

Microsoft Office 365 has more than 200 million active users per month

(Microsoft data from April 2020)

Worldwide companies using Office365
1.5M

Companies that want an intranet
900k

3.100 intranet

Hp
26 FTE intranet.ai
240 Partners

2024

Intranet.ai will go to market faster

Sold directly by intranet.ai Srl

Distributed through Microsoft Cloud Solution Provider Program (CSP).

A **global network** of **70.000** qualified indirect providers who can sell intranet.ai

OFFLINE CALLS sales	ONLINE via DM

Demo presented

Conversion

270 intranet
2024

520 intranet
2024

OFFLINE CALLS to Business Partners

Demo presented to BP

BP acquisition

Demo

Conv.

2310 intranet
2024

Competitors

	intranet.ai	akumina Fund raised 8.8 M	Beezy Fund raised 1.5 M	MATCHPOINT EXIT 20 M	Powell Software Fund raised 16 M	unily Fund raised 68 M	Valo Fund raised 1.6 M	Wizdom EXIT 30 M
Product's feature								
News and publishing	●●●●●●●	●●●●●●●	●●●●●●●	●●●●●●●	●●●●●○○	●●●●●●○	●●●●●●○	●●●●●●●
User experience	●●●●●●○	●●●●●○○	●●●●●○○	●●●●●●○	●●●●●○○	●●●●●●○	●●●●●●○	●●●●●○○
Collaboration and social	●●●●●○○	●●●●●○○	●●●●●○○	●●●●●●○	●●●●●○○	●●●●●○○	●●●●●○○	●●●●●●○
Search and navigation	●●●●●●●	●●●●●●○	●●●●○○○	●●●●●○○	●●●●●○○	●●●●○○○	●●●●●●○	●●●●●●○
Analytics and governance	●●●●●●●	●●●●●○○	●●●●●○○	●●●●●●○	●●●●●●○	●●●●●●○	●●●●●●○	●●●●●●○
Digital workplace integration	●●●●●○○	●○○○○○	●●●●●○○	●●●●●○○	●●●○○○	●●●●●○○	●●●●●○○	●●●●●●○
Employee services	●●●●○○○	●●●●○○○	●○○○○○	●○○○○○	●●●●●○○	●●○○○○	●●●●●○○	●●●●○○○
Price band (**500 users**)	●●○○○	●●●●○	●●○○○	●●○○○	●●○○○	●●●●○	●●○○○	●●●●○
Price band (**5.000 users**)	●●○○	●●●○	●●●○	●●○○	●●●○	●●●●	●●○○	●●●○
Price band (**50.000 users**)	●○○○	●●○○	●●●●	●●○○	●●○○	●●●●	●○○○	●●●○

Key benefits of intranet.ai:

Fully automated installation **live in 1 hour**	Available both **SAAS** and **Self hosted**	**Innovative thanks to AI**	**Contents packs ready to use**

Business model

Customers can choose between
annual subscription or **one-time payment**

High scalability of the project: the increase in customers is not directly proportional to the costs

Annual subscription

SaaS solution

Self Hosted Updates

One-time payment

Self Hosted solution

Configuration support

Content packs
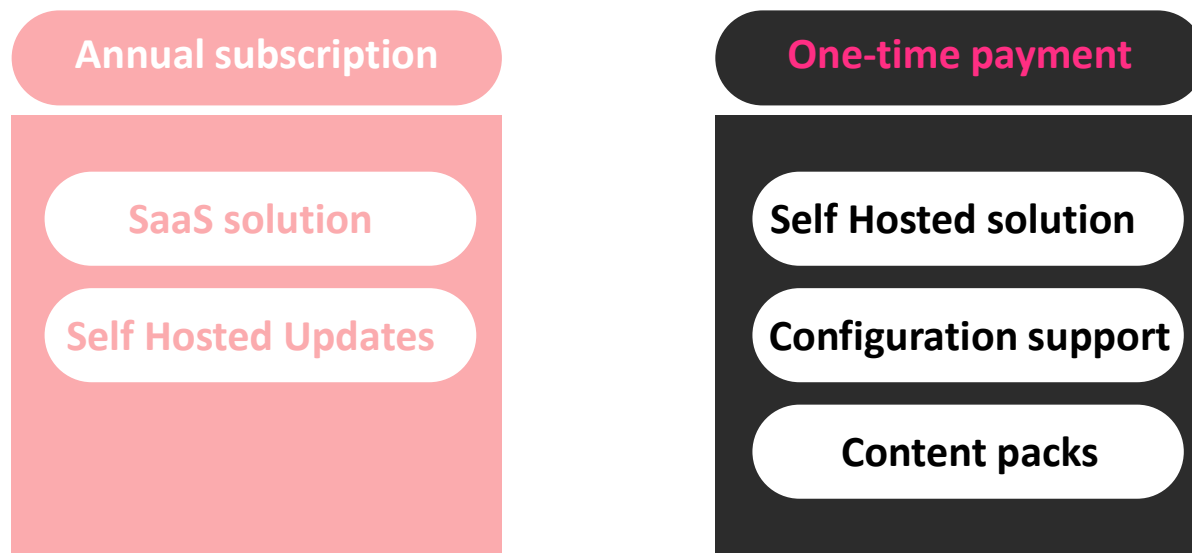
Team

intranet.ai

Giuseppe Marchi
Founder - CEO

- **Office 365 expert**
- **Microsoft MVP**
- 20 years on intranet development
- Dev4Side Software Partner - Software company with 10 years of experience in worldwide intranet development

Miro Radenovic
Founder - CTO

- **Software architect**
- **Azure cloud architect**
- **Digital Marketing strategist**
- 20 years in software development
- Dev4Side Software Partner - Software company with 10 years of experience in worldwide intranet development

Development team

Marcella Lombardini
Business development
Engineer with 10 years of experience in **project management** and **business development**

A. Marangoni
Key Account

G. Stelluti Scala
Developer

A. Pucci
Developer

G. Nobili
Developer

M. Musazzi
Developer

Achievements

2019 – Development of MVP

MVP development DEV4SIDE	**Founders investment** **100 k€**

2020 – Startup foundation and product development

intranet.ai **Innovative startup** registration	**Founders investment** **200 k€** 70% of software and infrastructure ready	**https://intranet.ai** **SEO + SEM**	**Content packs** partnership

Revenues

70 k€ 10+ intranets sold

Ongoing sales with 8 companies
- 2 companies < 100 users
- 4 companies > 150 users
- 2 companies >1200 users

Roadmap

2019	2020		2021 - 2023
	Q1 - Q2	**Q3 - Q4**	
• **Idea validation** Surveys with Dev4Side active customers • **Creation of the MVP** A "pre-release" version of the product has been sold in the Italian market	• **Website** and **SEO optimization** • Completion and **improvement** of product's **technical implementation** • Implementation of the **Saas infrastructure**	• **Go to market** Digital marketing campaign and participation in the main events about Microsoft technologies in Italy	• **Development of new features** More languages supported; Integration with MS Project Cortex; Go live of machine learning features; New features for HR and Internal Comm. • **Development of new content packs** • **Consolidation Europe and US market**

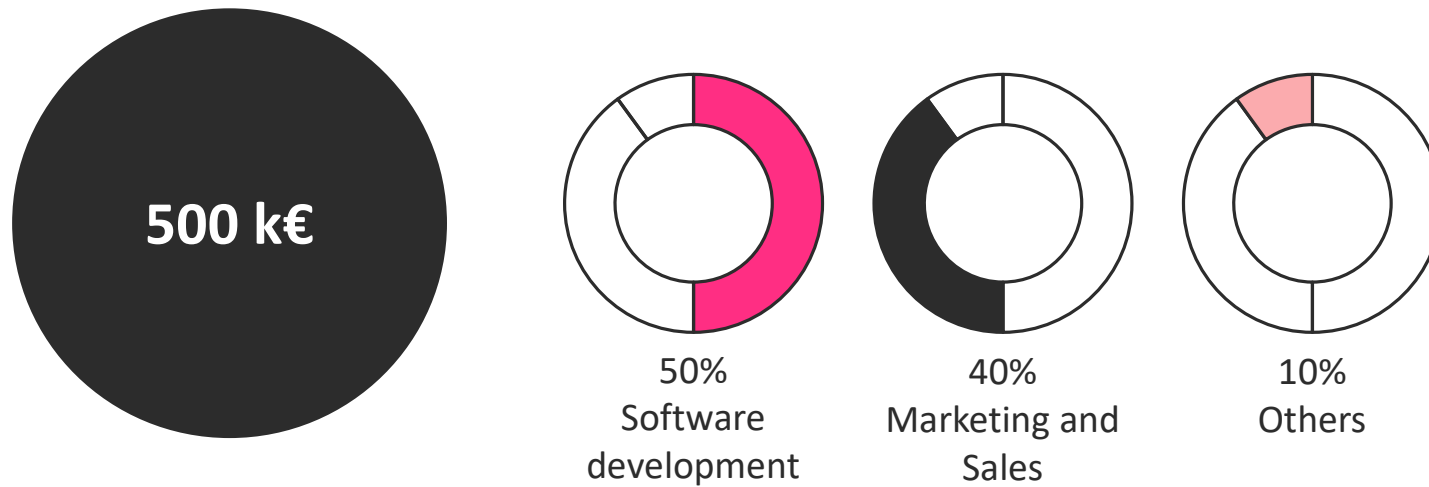# Financing
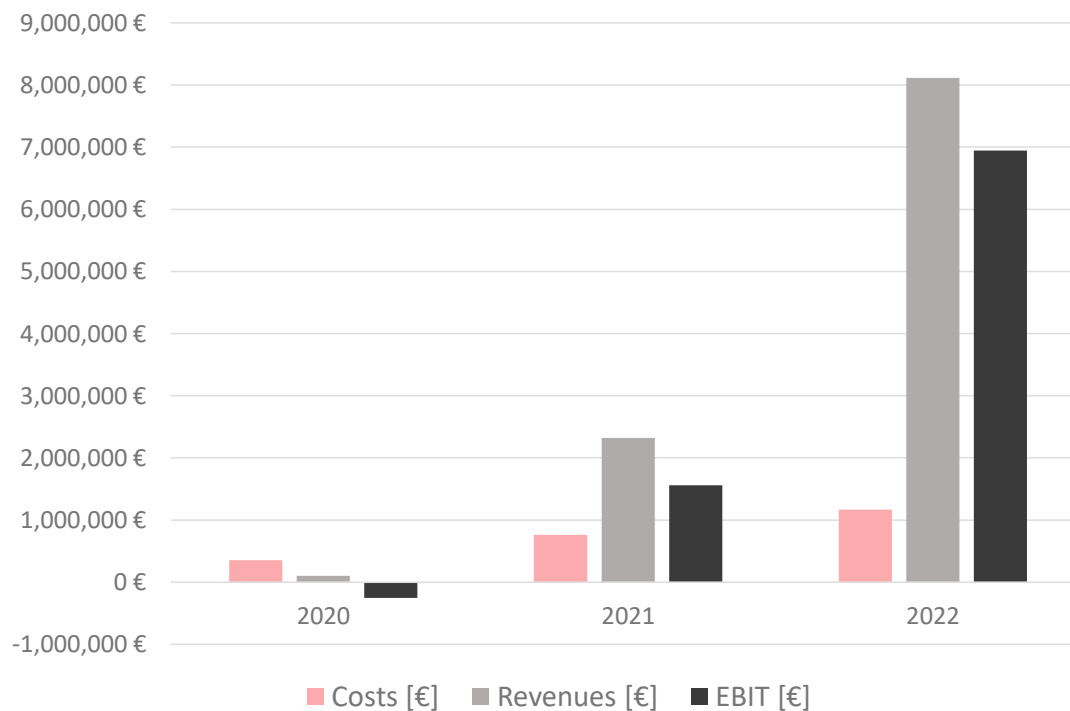
With the Saas sales method and the distribution through Microsoft Partners, the business model is supported by the high scalability of the project

Funding

To finance its **growth plan** intranet.ai intend to collect

500 k€

50%
Software
development

40%
Marketing and
Sales

10%
Others

Thanks

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