

INTERMET RESOURCES  
LIMITED (ITT.ASX)

TO BE RENAMED

1-PAGE LIMITED, 1PG.ASX

A Next Generation Human Resource Solution

Equity Raising of up to \$7m at \$0.20/sh

June 2014



# DISCLAIMER

Some of the information contained in this presentation contains “forward – looking statements” which may not directly or exclusively relate to the historical facts. These forward – looking statements reflect ITT’s and 1-Page’s current intentions, plans, expectations, assumptions and beliefs about future events and are subject to risks, uncertainties and other factors, many of which are outside the control of ITT or 1-Page.

Important factors that could cause actual results to differ materially from the expectations expressed or implied in the forward-looking statements include known and unknown risks. Because actual results could differ materially from ITT’s and 1-Page’s current intentions, plans, expectations, assumptions and beliefs about the future, you are urged to view all forward-looking statements contained herein with caution.

# TRANSACTION OVERVIEW

- InterMet Resources Limited (“ITT” or the “Company”) is an ASX listed company that is proposing to acquire, in an all scrip transaction, the entire issued share capital of 1-Page Inc (“1-Page”) (“Acquisition”).
- 1-Page is a Silicon Valley based technology company founded in 2011 with multiple patents pending, cloud-based recruitment software platform which revolutionises the way corporations identify and recruit top talent. The platform provides significant improvements in time, cost and retention rates, particularly for companies with large staffing requirements.
- Contemporaneously with the Acquisition, ITT (to be renamed 1-Page Limited;1PG.ASX) is undertaking an equity issue of up to 35m ITT Shares at an issue price of A\$0.20 per ITT Share (post 1-for-20 consolidation) to raise up to A\$7m (“Offer”). Up to A\$0.5m of the Offer will be made available to existing ITT shareholders as a Priority Offer. The proceeds of the Offer will be used to fund accelerated sales and marketing activities, marketing initiatives and working capital.
- Foster Stockbroking and KTM Capital have been appointed Joint Lead Managers to the Offer.
- Following approval by ITT shareholders to proceed with the Acquisition (expected to be obtained mid July 2014) and re-compliance with Ch 1 and 2 of the ASX Listing Rules, ITT is expected to re-list on the ASX as ‘1PG’ in early August 2014 with an indicative market cap of approximately A\$21m and cash of up to approximately A\$6.5m.
- As part of the transaction, the current Board of ITT other than Mr Scott Mison will step down. Mrs Joanna Weidenmiller will be appointed Managing Director and Mr Rusty Rueff will be appointed Non Executive Director. It is expected an additional Non Executive Director will also be appointed as part of the re-listing process.

# CAPITAL STRUCTURE & USE OF FUNDS

## PRO FORMA CAPITAL STRUCTURE

Existing ITT shares (m):	395 (19%)
Post 1-for-20 consolidation (m):	20
Consideration shares to 1-Page <sup>5</sup> (m):	50 (48%)
Equity issue shares <sup>1</sup> (m):	35 (33%)
Pro forma shares on issue (m):	105 (100%)
Market cap at \$0.20/sh (A\$m):	21
Options <sup>2</sup> on issue at listing (m):	17
Performance Rights <sup>3</sup> on issue at listing (m):	15

## USE OF FUNDS<sup>1,4</sup>

Sales and Marketing	A\$3.9m
Product development cost	A\$1.4m
G&A	A\$1.3m
Offer costs	A\$0.4m
<b>TOTAL FUNDS RAISED</b>	<b>A\$7.0m</b>

1. This assumes that the maximum subscription of A\$7 million is raised under the Offer.

2. Options summary:

10m unlisted advisor options with an exercise price of \$0.20 and expiry 1 July 2019.

0.5m unlisted director options with an exercise price of \$0.20 and expiry 1 July 2019

6.3m unlisted options with an exercise price of \$0.20 and expiry of 1 July 2016.

3. 15m Performance Rights to 1-Page vendors based on the following milestones:

5m upon A\$2m revenue over a 6 month reporting period within 2 years;

5m upon 1PG trading at more than \$0.50 based on a 20 day VWAP; and

5m upon EBIT of A\$2.5m over a 6 month reporting period within 3 years.

4. Please note that this table is an estimate of the proposed Use of Funds and subject to change.

5. Board and Management escrowed for 24 months, remaining 1-Page vending shareholders escrowed for 12 months.

# 1-PAGE BACKGROUND

Founded in Silicon Valley in 2011.

Proprietary technology platform (5 patents pending) developed to provide a real solution to a lengthy and expensive hiring life-cycle for corporations.

Enables companies to rank and select candidates for employment based upon their ability to solve real-time business challenges and achieve strategic objectives in the role they are applying.

Concept developed from the New York Times all-time best business seller “The One-Page Proposal” written by 1-Page Chairman, Patrick G. Riley.

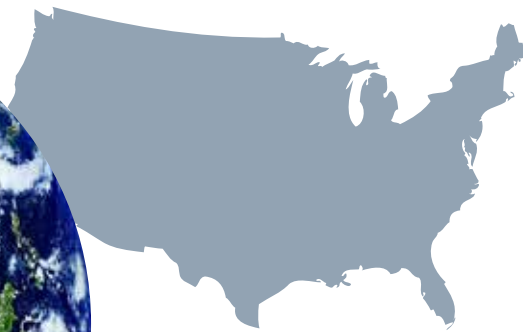
Highly credentialed and proven board and management team.

Over \$3m invested to date by major US venture capital firms to develop and complete the technology and software.

US beta product launched in January 2013 and commercially rolled out in 2014. Global clients currently including First Republic Bank, BevMo!, Orange, Alex Lee and UST Global.

Now seeking to list on ASX in an effort to attract additional clients (including Asia) and as a platform to listing on the NASDAQ. Will be the first ASX-listing of a Silicon Valley start-up.

# GLOBAL MARKET



## 112M

**U.S. WORKFORCE**

Worth \$190B in 2013

IBISWorld

## 3B

**GLOBAL WORKFORCE**

Worth \$589B in 2013

IBISWorld

**+ REPEATING:** 100% TURNOVER EVERY 2.4 YEARS

(U.S. Bureau of Labor Statistics)

**+ GROWING:** 600M NEW HIRES EVERY 15 YEARS

(World Development Report 2013)

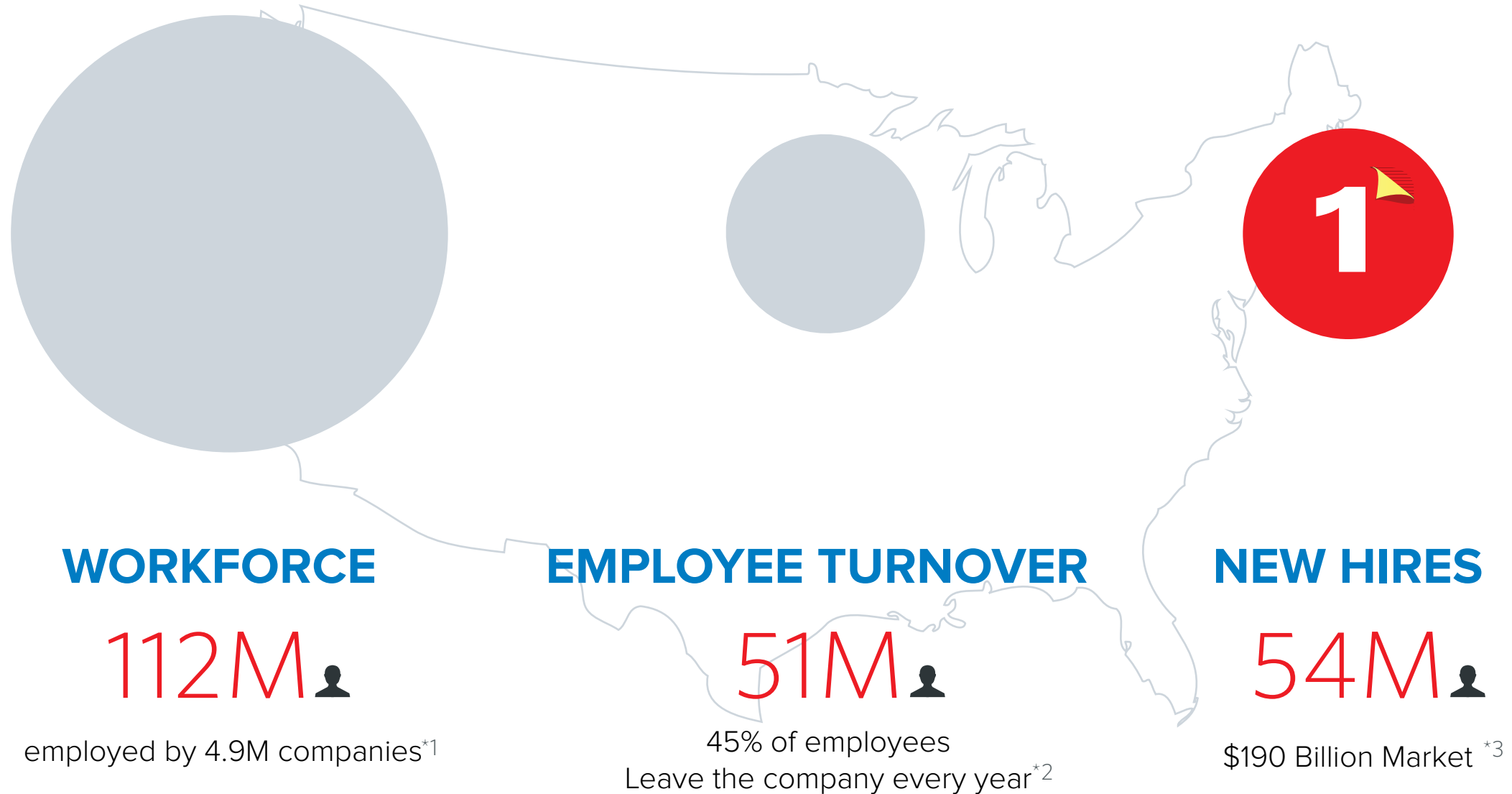
**+ CHANGING:** BABY BOOMERS RETIRING **10K/DAY**  
2030: MILLENNIALS **75%** OF WORKFORCE

(PBS, U.S. Bureau of Labor Statistics)

# U.S. RECRUITMENT MARKET



Worth \$190B in 2013



1. Business Dynamics Statistics, United States Census Bureau (<http://www.census.gov/>)

2. Job Openings And Labor Turnover - January 2014, Bureau of Labor Statistics, U.S. DEPARTMENT OF LABOR (<http://www.bls.gov/>)

3. Karen O'Leonard, The Talent Acquisition Factbook®2011, the Bersin & Associates Research Library.

# RESUME-BASED RECRUITING IS DEAD



## Too Many Resumes

6.8B resumes (75% unqualified) sent for 5M US companies in 2013\*

\*LinkedIn & Berstein



## The Wrong Content is Transmitted

Resumes are backward looking & lack solutions & ideas about the future



## Companies Lack the Technology to Make the Right Hiring Decision

**45% of companies declare that they can't find qualified candidates\***

\*CareerBuilder Report 2013



# 1-PAGE IS THE SOLUTION



## **Fast.**

Reduces time to hire from **13 weeks to 4 weeks**



## **Effective.**

Improves retention by up to **70%**



## **Economical.**

Decreases cost-per-hire by up to **75%**

Note: Statistics based upon data from 1-Page pilot program with existing clients.

# THE 1-PAGE PLATFORM



1

**BRANCH MANAGER**

You've been selected by The Company to respond to a challenge!

**Deadline:** September 1, 2013  
**Location:** San Francisco, CA  
**Contact email:** [jobs@firstrepublic.com](mailto:jobs@firstrepublic.com)

**ABOUT THE COMPANY**  
At First Republic Bank, our competitive advantage is our people. We think it's important to provide benefits that support our employees and help them reach their future.

**UNIQUE TO THE POSITION**  
In addition to strong analytical skills, we're looking for very capable individuals who can communicate with, and support, our clients. We're looking for people who are engaged in relationships.

**SKILLS**  
Excellent verbal and written communication skills, with a focus on building long-term professional relationships with clients.

**PERSONAL TRAITS**  
Must show high interpersonal and team-building skills. We know that if they enjoy their work they'll do a better job and that will benefit the client.

**CULTURAL FIT**  
We want our employees to be confident and have a positive attitude. They play that well they'll do a better job and that will benefit the client.

**PROCEED**

2

**PROPOSAL TITLE**  
IT'S A PRIVILEGE TO SERVE YOU® AND SHOW YOU PERSONALLY HOW TO USE FIRST REPUBLIC'S EVOLVING & INNOVATIVE MOBILE SERVICES TO OPTIMIZE YOUR LIFE.

**TARGET**  
What is a target you will make customer experience?

**SECONDARY TARGET**  
What is a secondary target you will make customer experience?

**RATIONALE**  
What is your rationale for your proposal? How is your proposal better than others?

**IDEA SOLUTION**  
What is your idea solution to respond to the challenge? How is your idea solution better than others?

**78 of 3600 CHARACTERS USED**

**PROGRESS**  
1 OF 4 SECTIONS COMPLETE

3

**IT'S A PRIVILEGE TO SERVE YOU® AND SHOW YOU PERSONALLY HOW TO USE FIRST REPUBLIC'S EVOLVING & INNOVATIVE MOBILE SERVICES TO OPTIMIZE YOUR LIFE.**

**To increase market share.**

• Strengthen client loyalty and provide more "touch points" to our banking services.  
• Provide exceptional "need-to-serve" to outside clients that provide our customers using social media.  
• Trust and prove the pilot program, that if successful can be scaled globally.

**RATIONALE**  
Banking customers are increasingly going mobile -- and for good reason. Telling us why people need mobile banking services is easy, according to First & Bulfinch, a research firm. The number will climb to 45 million by 2014. The reason is simple: customers want to go mobile. And when it comes to banking, mobile is the future. People are busy, their priorities are divided and they have multiple devices. People are busy, their priorities are divided and they have multiple devices. People are busy, their priorities are divided and they have multiple devices. People are busy, their priorities are divided and they have multiple devices.

**IDEA SOLUTION**  
First Republic, First to rise, delivers exceptional client services via multiple channels.

**Candidate Profile: RAMSEY BLAINE**  
Assistant Buyer - THE RACES MAGAZINE  
**5.0** 1-Page Score  
5 Strategy  
4.9 Personal Background  
5 Competitive Analysis

4

**ANALYTICS**

**Candidate Participation**  
Completed: 15  
Skipped: 23  
Opted Out: 47  
TOTAL: 85

**Companies Mentioned**  
Bancorp First Financial: 10  
Citigroup Private Bank: 16  
JPMorgan Chase Bank: 16  
Bank of America: 8  
New York: 6

**Word Cloud**

**Proposal Sections**  
IDEA TARGET RATIONALE PERSONAL BACKGROUND FINANCIAL


Name	Score
Ramsey Blaine	5.0
Siva Nagarajan	4.9
Jason Wang	4.9
Michelle Rizzuto	4.8

Challenge Created & Delivered


Candidates Complete Proposals


Proposals Scored & Analyzed

Top Talent Identified



PROCEED >





You've been selected by  
The Company to  
respond to a challenge!

**Deadline:**  
**September 1, 2013**

**Location:**  
**San Francisco, CA**

**Contact email:**  
**[jberridge@firstrepublic.com](mailto:jberridge@firstrepublic.com)**

## BRANCH MANAGER

First Republic Bank takes pride in providing exceptional client service. For over twenty years, we have established and maintained professional relationships to ensure repeat, referred and word-of-mouth business to our clients. The Branch Manager is a pivotal as you will also be acting as a Brand Ambassador. Your challenge is to reveal how you can continue First Republic Bank's legacy as well as provide an innovative service that helps us scale.

### ABOUT THE COMPANY

At First Republic Bank, our competitive advantage is our people. We think it's important to provide benefits that support our employees now and for the future.

### UNIQUE TO THE POSITION

In addition to strong analytical skills, you must be very capable of tracking and communicating sales performance at the store level. Understanding of how our products are enjoyed in entertainment.

### SKILLS

Excellent verbal and written communication skills, mathematics skills, sales skills; working knowledge of bank operating policies and procedures.

### PERSONAL TRAITS

Must place high value on providing great service, collaboration and building long-term professional relationships with clients.

### CULTURAL FIT

We want our employees to be positive and have fun. We know that if they enjoy their work they'll do a better job—and our clients will feel the difference.

**Turn Job-Descriptions into Real-time Challenges  
based on business needs and strategic objectives of the role**

# 2 CANDIDATES COMPLETE JOB PROPOSALS



**1**

RESEARCH Proposal PREVIEW PUBLISH

1 OF 8 SECTIONS COMPLETE 78 of 3600 CHARACTERS USED

**PROPOSAL TITLE**  
IT'S A PRIVILEGE TO SERVE YOU® AND SHOW YOU PERSONALLY HOW TO USE FIRST REPUBLIC'S EVOLVING & INNOVATIVE MOBILE SERVICES TO OPTIMIZE YOUR LIFE.

**TARGET**  
What is the biggest way you will outdo customer expectation?

**SECONDARY-TARGET**  
What are some other related results/benefits that the company might see if they were to hire you?

**RATIONALE**  
What organization or company do you identify as having great customer service? Why?

**IDEA/SOLUTION**  
What idea do you have to improve the company customer experience?

Challenge Examples Notes

Deadline: September 1, 2013  
Location: San Francisco, CA  
Author: Jessica Berridge  
Email: jberridge@firstrepublic.com

**FIRST REPUBLIC BANK**  
It's a privilege to serve you™

**BRANCH MANAGER**

First Republic Bank takes pride in providing exceptional client service. For over twenty years, we have established and maintained professional relationships to ensure repeat, referred and word-of-mouth business to our clients. The Branch Manager is a pivotal as you will also be acting as a Brand Ambassador. Your challenge is to reveal how you can continue First Republic Bank's legacy as well as provide an innovative service that helps us scale.

See All

**Gamify hiring and engage candidates to solve business challenges with a winning 1-Page Job Proposal**

# 3

# TRACK CANDIDATE PROGRESS



**4 COMPLETE**

Candidate	Score	Share	Invite	pdf
<input type="checkbox"/> Sarah Pulver	5	Share	Invite	pdf
<input type="checkbox"/> Lindsey Ashlock	4.9	Share	Invite	pdf
<input type="checkbox"/> Lars Olson	4.7	Share	Invite	pdf
<input type="checkbox"/> Marni Larwrence	4.7	Share	Invite	pdf

**15 IN PROGRESS**

**7** NOT YET LOGGED IN

**4** READING CHALLENGE

**4** WRITING

CANDIDATES	PROGRESS	DEADLINE	NUDGE
<input type="checkbox"/> Chad Hamilton		March 13	Remind
<input type="checkbox"/> Timothy Wholtman		March 13	Remind
<input type="checkbox"/> Kirti Miguti		March 16	Remind
<input type="checkbox"/> Sarah Pulver		March 16	Remind
<input type="checkbox"/> Lindsey Ashlock		March 16	Remind
<input type="checkbox"/> Scott Kolbo		March 17	Remind
<input type="checkbox"/> Dan Keberle		March 17	Remind
<input type="checkbox"/> Norman Dea		March 17	Remind
<input type="checkbox"/> Tim Walsh		March 17	Remind
<input type="checkbox"/> Jan Vanden Bosch		March 17	Remind

**PROJECT DETAILS** +

**STAKEHOLDERS** +

**CANDIDATES** +

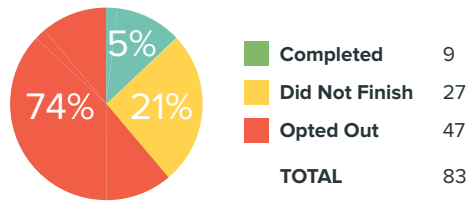
**Real-time candidate progress dashboard  
with automatic re-invite capability**

# 4 TOP TALENT IDENTIFIED

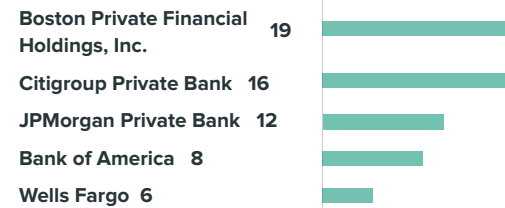


## ANALYTICS

### Candidate Participation



### Companies Mentioned



### Word Cloud



## Proposal Sections

IDEA TARGET RATIONALE PERSONAL BACKGROUND FINANCIAL

sort by: Name Score



5 ★★★★★

Ramsey Blaine

6 YEARS EXPERIENCE

Show you personally how to use First Republic's evolving & innovative mobile services to optimize your life.



4.9 ★★★★★

Siva Nagaragjan

5 YEARS EXPERIENCE

Strengthen client loyalty and provide more "touch points" to our banking services.

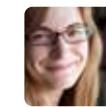


4.9 ★★★★★

Jason Wang

5 YEARS EXPERIENCE

Promote exceptional "word-to-mouth" to outside clients that profile our customers using social media.



4.8 ★★★★★

Michele Rizzato

2 YEARS EXPERIENCE

Increase market share through the 12 million people using mobile banking services



Leverage 1-Page's patented algorithms and Natural Language Processing technologies to automatically identify the top proposals

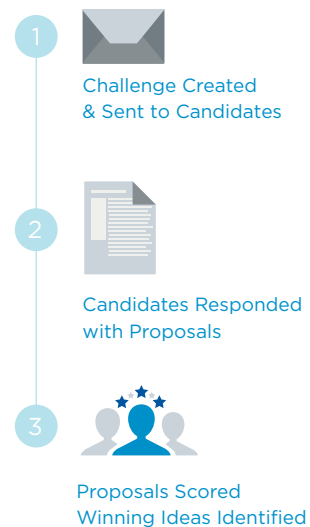
# 5

# LEVERAGE THE POWER OF 1-PAGE DATA



## 1-PAGE EXECUTIVE SUMMARY

### THE PROCESS

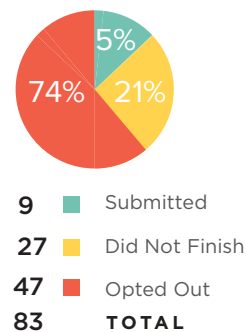


### THE CHALLENGE

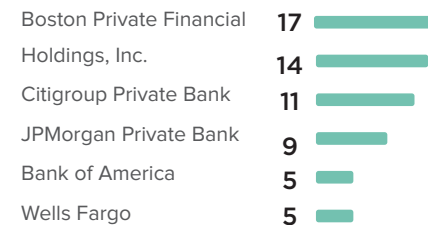
First Republic Bank takes pride in providing exceptional client service. For over twenty years, we have established and maintained professional relationships to ensure repeat, referred and word-of-mouth business to our clients. The Branch Manager is a pivotal as you will also be acting as a Brand Ambassador. Your challenge is to reveal how you can continue First Republic Bank's legacy as well as provide an innovative service that helps us scale.



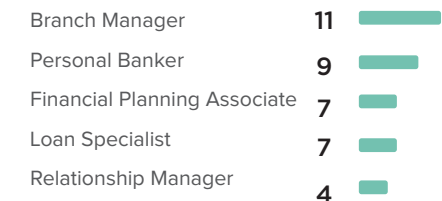
13 APPLICANTS PARTICIPATED



6 COMPANIES & COMPETITORS MENTIONED



JOB TITLES MENTIONED IN PROPOSALS



## APPLICANT RANKING

1. **Ramsey Blaine** Show you personally how to use First Republic's evolving & innovative mobile services to optimize your life.
2. **Lawrence Green** Strengthen client loyalty and provide more "touch points" to our banking services.

## WINNING PROPOSALS

1. **RAMSEY BLAINE**  
Providing a "Genius Bar" with mobile specialists with extensive knowledge of First Republic mobile products, who...

**Aggregate all proposal data & identify trends to assess competition, partners & forward-thinking innovation**

# 1-PAGE CLIENTS



FIRST REPUBLIC BANK  
It's a privilege to serve you™

(NYSE: FRC)

\$7B 2,174



(NYSE: FRC)

\$1B 5,000



(TYO: 6367)

\$7B 51,000



14,000



\$60B 168,000



\$3B 10,000

## AS SEEN IN

### Entrepreneur.

"Engaging candidates to solve companies' challenges enables businesses to crowd-source ideas and innovation and accessing prescriptive data for enhanced strategic decision-making."

### Forbes

"1-Page technology helps both side of the job market: it gives candidates a tool to pitch their value to the company, and it helps managers engaging and screening candidates beyond the resume"

### Mashable

"This Resume Alternative Could Land You Your Dream Job... Instead of sorting through hundreds of resumes figuring out how best to fill a role based on previous experience or work, candidates place themselves with a proposal – and solve an problem for the company as a whole."

### LinkedIn

"1-Page allows you to develop your own proposal as a vehicle to let organizations know exactly what you bring to the table. The platform has the capability to help you communicate your skill set and your creative solutions to specific problems.."

## RECENT AWARDS

- 1 of the 150 world's most disruptive tech startups
- Venture Capitalist Award for "Next Billion Dollar Company"
- #1 Woman-Led Startup
- Top 3 HR Tech Companies in America awarded by largest global HR organization, May 2014



# 1-PAGE REVENUE MODEL



<b>SMALL BUSINESS</b> (Under 100 Employees)	<b>MEDIUM BUSINESS</b> (100–500 Employees)	<b>LARGE BUSINESS</b> (500–1,000 Employees)	<b>ENTERPRISE</b> (1,000+ Employees)
Estimated Monthly Invoice:  \$100 - \$2,000 PER MONTH	Estimated Monthly Invoice:  \$2,000 - \$5,000 PER MONTH	Estimated Monthly Invoice:  \$5,000 - \$10,000 PER MONTH	Estimated Monthly Invoice:  \$10,000 - \$20,000+ PER MONTH
No. of US Companies in Segment:  4,800,000+	No. of US Companies in Segment:  90,000+	No. of US Companies in Segment:  9,000+	No. of US Companies in Segment:  9,000+

**Revenue model consists of a monthly service fee and a fee per proposal.**

**Fee depends upon size of business:**

Ranges from \$100/month to \$20k/month

Ranges from \$1/proposal to \$5/proposal

# 1-PAGE SALES PROCESS



## **Sales Team**

scours the market to set up meetings with decision-makers at target accounts.

## **Sales Executives**

convert targets into accounts by connecting with these decision-makers and building long lasting relationships.

## **Sales Executives**

and **Customer Success team** work with new accounts to integrate 1-Page platform into current workflow.

## **Customer Success**

team unlocks the account by training and evangelizing 1-Page usage throughout all various departments and regions.

# LEADERSHIP: SAN FRANCISCO BASED MANAGEMENT TEAM



Joanna Weidenmiller

**CEO & CO-FOUNDER**

Nominated Female Entrepreneur of the Year 2012  
Managing Partner at **Hubert Burda Media**  
Built and sold **Performance Advertising**  
Co-founder of **360Fashion** Network -  
scaled to 10 million users  
International Training Recruit at **FBI**



Patrick G. Riley

**CHAIRMAN & CO-FOUNDER**

Author of NYT All-Time Best Seller,  
**The One-Page Proposal**  
President of **Bandai North America**  
Senior National Consultant to **Fuji Film**



Jeff Mills

**CHIEF REVENUE OFFICER**

Sales Development at **Yahoo!**  
Director of sales at **Kayak/SideStep, Inc.**  
VP of Sales and Partnerships at **Criteo**  
VP of Strategic Partnerships at **Sojern**  
Chief Revenue Officer at **Gengo**  
Board of Advisors at **Orange Fab**



Jeremy Malander

**HEAD OF CUSTOMER SUCCESS**

Director of Customer Success/Business Operations  
of **Blue Jeans Network**  
Manager of Global Customer Engagement  
Operations of **Yammer, Inc.**  
Customer Success Manager at **Salesforce.com**



Brian Gontowski

**HEAD OF ENGINEERING**

Lead Software Engineer at **eBay**  
Senior System Administrator at **AAA**



Aditi Swamy

**HEAD OF PRODUCT**

**IBM** Excellence award  
Hult MBA Global Innovation Award  
**Shell** Star International award winner



Rocco Sannelli

**HEAD OF MARKETING**

**P&G**, Brand and Product Marketing,  
**IBM**, Gamification in Retail Banking  
**SAP**, Gamification applied to UI improvement  
MBA, Hult International Business School

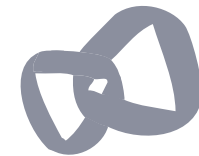


Peter Hatch

**UI/UX DESIGNER**

2013 **SXSW** UX #1 Design award  
Best Apps Market, **AT&T, American Airlines**

# INVESTORS



TMT INVESTMENTS

**GEORGETOWN ANGELS**  
Professionalizing Angel Investing



Western Technology Investment



# INDICATIVE TRANSACTION TIMETABLE

Notice of meeting lodged	17 June
Marketing Roadshow	
Hong Kong	17 – 18 June
Singapore	19 – 20 June
Sydney	24 – 25 June
Melbourne	26 – 27 June
Perth	30 June
Prospectus lodged/offer opens	2 July
Commitments in place	4 July
Offer closes/cleared funds due	17 July
Expected re-listing on ASX	Early August

# INVESTMENT HIGHLIGHTS

- A disruptive **cloud-based recruitment software** platform & services company which revolutionises the **talent acquisition** process.
- **Award winning**, scalable platform with global application. Awards include:
  - Venture Capitalist Award for "Next Billion Dollar Company"
  - Selected as 1 of the 150 world's most disruptive tech start-ups
  - Winner: #1 Woman-Led Start-up
  - Top 3 HR Tech Companies in America 2014
- Currently **generating revenue** from a rapidly growing base of clients including leading global companies including First Republic Bank, BevMo!, Orange, Alex Lee and UST Global.
- Significant growth potential, leveraged to the lucrative and growing **\$190B (annual) US recruitment market.**
- The proposed ASX listing will provide 1-Page with the appropriate funds to accelerate revenue growth and a platform for **global expansion.**
- Management team with a **proven track record** of building, commercializing and monetizing technology companies.

# Joanna Riley Weidenmiller, CEO

[joanna@1-page.com](mailto:joanna@1-page.com)

“Great jobs, world-class jobs, jobs people kill for...  
Those jobs don't get filled  
by people emailing in resumes. Ever.”

-**Seth Godin**, American Author, Entrepreneur, Marketer, and Public Speaker

1-Page 

Ideas Simply Delivered

# APPENDIX



# HR TECH ANALYSIS



Top 10 Staffing Companies generate \$33B in revenues\*

## Recruiting & Staffing Firms

	Annual Rev.
<b>Allegis Group</b>	\$7,063 M
<b>Adecco</b>	\$4,485 M
<b>Randstad Holding</b>	\$4,188 M
<b>Manpower Group</b>	\$4,094 M
<b>Kelly Service</b>	\$3,149 M
<b>Robert Half International</b>	\$2,343 M
<b>Recruit Co. Ltd.2</b>	\$2,255 M
<b>Express Employment Professionals</b>	\$2,029 M
<b>Insperty</b>	\$1,976 M
<b>The Select Family of Staffing Companies</b>	\$1,778 M

### ...WITH A COST:

Charging 15-30% of year salary per hire  
Risk of bad hire = 30%

In 2014, 23% of Enterprises will invest in Hiring Solutions

## Talent Acquisition & Management Platforms

### 1-Page's Competitive Advantages Vs Leading Platform

		<b>Kenexa</b> <small>an IBM company</small> <small>acquired by IBM</small> <b>\$1.3B USD</b>	<b>Jobvite</b> <small>Raised</small> <b>\$30.45 M</b>	<b>SilkRoad</b> <small>technology</small> <small>Raised</small> <b>\$145 M</b>	<b>HireVue</b> <small>Raised</small> <b>\$53M</b> ★
Talent Search	✓	✓	✓	✓	✓
Social Recruiting	✓	✓	✓	✓	●
Social Intelligence	✓	●	●	●	●
Gamification	✓	●	●	●	●
Automated Scoring	✓	✓	✓	✓	●
Collaborative Scoring	✓	●	●	●	✓
Real-time business objectives vs. Standardized tests	✓	●	●	●	✓
Flexible integration with customer's existing platform	✓	●	●	✓	✓
Big Data Analytics	✓	✓	●	●	●
Cross-Function Hiring (beyond Tech)	✓	✓	✓	✓	✓

\*Timothy Landhuis, 2012 List of Largest U.S. Staffing Firms Crain Communications Inc.

\*wikipedia.com, jobvite.com, pevcdowjones.com, techcrunch.com

# HR TECH SECTOR



## Recent IPOs

Workday	2012	<b>\$3.8B USD</b>
Veeva Systems	2013	<b>\$2.4B USD</b>
Halogen	2013	<b>\$295M USD</b>

## Recent Acquisitions

ADP acquires RightThing, Asparity, & Advanced MD	2011	<b>\$9.9B USD</b>
SAP acquires Ariba	2012	<b>\$4.3B USD</b>
SAP acquires Successfactors	2012	<b>\$3.4B USD</b>
Enterprise Resource Planning acquires Lawson	2011	<b>\$2B USD</b>
Oracle acquires Taleo	2012	<b>\$1.9B USD</b>
IBM acquires Kenexa	2012	<b>\$1.3B USD</b>
LinkedIn acquires Rapportive, & Slideshare	2011 / 2012	<b>\$134M USD</b>
LinkedIn acquires Bright	2014	<b>\$120M USD</b>
LinkedIn acquires Pulse	2013	<b>\$90M USD</b>
SAP acquires Datango	2012	<b>\$63M USD</b>
Workday acquires Identified (raised \$22.5M to date)	2014	---
Yahoo! acquires Distill (raised \$1.3M to date)	2014	---

\* dates & numbers from forbes.com, crunchbase.com, techcrunch.com