

Digitile Executive Summary

Is this the most up-to-date file version? This is a commonly asked question amongst billions of employees every day. Files are often buried in long message chains, reside in multiple folders or the wrong folder creating issues with locating the latest version. According to Gartner's research, employees waste an average of 18 minutes per file to search and validate it's the right version. This wasted time costs companies an average of \$19,732 per year per employee. The workforce needs a frictionless way to search and share relevant files scattered across disparate cloud business solutions that is as simple as Googling information across millions of websites.

Solution

Digitile's a B2B Cloud file search platform that makes finding the right file quick and painless without employees having to switch between Google Suite, Microsoft Office, Slack, Dropbox, and other popular work apps. With its AI-powered file search platform, Digitile assembles all the user's files in one place, providing employees the peace of mind they're working with the most recent version.

Market Opportunity

According to Cisco's global cloud index, by 2023 it is expected that 86% of all companies will be running on purely SaaS. Digitile's addressable market includes companies using SaaS solutions with 100+ employees. There are 155 Million business professionals across more than 1.3MM businesses with 100+ employees using SaaS solutions. Digitile is aggressively targeting the marketing and sales department in those companies, which makes up 7.4 million people resulting in an \$880 Million revenue opportunity.

Why Digitile Wins and Customers Refer Business

- **File Management** - Having the ability to search and share files across platforms all in one place
- **File Inventory** - View multiple copies of the same file distributed across business platforms all in one place to quickly identify the most recent version

Management Team

Co-founder & CEO, Michelle Eichner is a seasoned entrepreneur and SaaS veteran with a deep understanding of the marketplace. Previously co-founder and VP of Client Services she had a successful exit with Pivotal Veracity in 2010 to Unica Corp. an IBM company for \$17.8 million. Her more than 25 years of in-depth B2B experience driving customer acquisition, product marketing and strategy helps to identify market challenges, gaps, and solutions.

Co-founder & CPO, Josh Topel is an experienced SaaS veteran with a deep understanding of the marketplace. Before co-founding Digitile, he served as a solutions engineer at IBM and worked closely with clients, product management and development. Josh's role was pivotal in the sales process driving over \$10 million in sales during his tenure. While at IBM, Topel was awarded Client Value Outstanding Technical Achievement and Managers Choice awards among a broad field of colleagues.

Lead Engineer, Michael Hillebrand is a full stack engineer that previously led a team at the University of Oklahoma where he worked with cross-functional teams to run their network of students, alumni, and prospective students.