

Qwick connects hospitality businesses (hotels, caterers, restaurants, bars, golf courses, etc.) with food and beverage professionals on-demand to fill shifts in real-time. When a business posts a shift on our platform, we send out notifications to all the workers that meet that criteria, then workers accept the shifts they want to work, and we pay them immediately after each shift.

**Business Model:** Qwick is changing the way people work. We connect food & beverage professionals who want on-demand work with businesses who need them. When a business posts a shift on our platform, we send out notifications to all the workers that meet that criteria. Workers accept the shifts they want to work, clock in and out using our technology, and get paid immediately at the end of each shift. Qwick has over 7,500 workers and 190+ businesses on our platform in Phoenix and San Diego.

**Problem:** Our workers desire freedom and flexibility, need to pick-up extra shifts to earn additional money, and have a hard time juggling schedules across multiple employers. Our businesses have an unreliable workforce with 250% turnover and daily call-outs / no shows. Businesses also struggle with demand spikes for events and seasonality.

**Solution:** Qwick's online platform allows workers to work when and where they want, picking up the shifts that work with their schedule and getting paid immediately afterward. Businesses are able to fill shifts in real-time with a qualified and vetted workforce at the fraction of the cost of traditional staffing agencies.

**Management:** Experienced team with a proven track record and expertise in the on-demand economy (Blaine with Uber), human resource technology (Jamie with Willis Towers Watson), and hospitality (Chris with Caliber). We have all developed and led large teams, successfully introduced new products to the market, and managed revenues in excess of \$200M each. Together we have launched Qwick, navigated through a large pivot, achieved revenue in 5 months, and preparing to launch our second city in Tucson.

**Target Market / Size:** Food & Beverage labor totals \$144 billion in the US, of which we believe \$28.8 billion is serviceable by this type of solution, and we can obtain a \$720 million share of this market. 45 million Americans already work in the Gig Economy, and it is predicted that the majority of workers will be part of the Gig Economy by 2027. This becomes a \$3 trillion opportunity as we look to scale internationally and expand into other verticals outside of just food & beverage staffing.

**Customers - Current / Potential:** Qwick has over 7,500 workers and 190+ businesses on our platform in Phoenix and San Diego, and we are launching 4-6 more cities in 2019 - Los Angeles will be next in April. Our clients include Fox Restaurant Concepts, Hilton, Aramark, Sheraton, Marriott, The Scott, Gainey Ranch Golf, Harrah's, and many more.

**Sales / Marketing Strategy:** We have two sides to our marketplace - workers (supply) and business (demand). We attract workers to our platform through job ads, social media, job fairs, and referral promotions. We utilize traditional business development, inside sales, and online marketing to attract businesses. We will be in 6-8 cities by the end of 2019 and annual revenue will be \$2-3M. We will also be building a centralized inside sales team to address the SMB market in each city we operate in.

**Competitors:** This industry is dominated by boutique staffing agencies which are antiquated, difficult to work with, and charge exorbitant fees. We are disrupting this industry with our rating system to ensure high quality workers, ease of use, immediate speed, and costs up to 60% less. There is significant market validation for technology-based staffing solutions including Coople (\$35M GMV), ShiftGig (\$27M GMV), and Wonolo (\$15M GMV). Qwick is focused on food & beverage, is easier to use, and costs less.

**Competitive Advantages:** Our business is able to scale much faster and more economically than our competition. Traditional agencies are labor intensive, require brick and mortar locations in each geographic location, and have very high customer acquisition costs. We currently have a 1:8 Supply CAC:LTV, and 1:4 Demand CAC:LTV. It only costs us \$2.65 to acquire each new worker and we can scale this 279% MoM to meet market demand.

**Describe your exit strategy:** Our exit strategy is an acquisition through any of the following channels -  
Traditional staffing firms (Manpower, Adecco, Kelly, TrueBlue, etc)  
Traditional job search boards (Indeed, Monster, LinkedIn, etc)  
Existing gig economy business in food & beverage space (UberEats, DoorDash, GrubHub, etc)  
Consolidation of existing players in this space (ShiftGig, Coople, Wonolo, etc)  
Private Equity