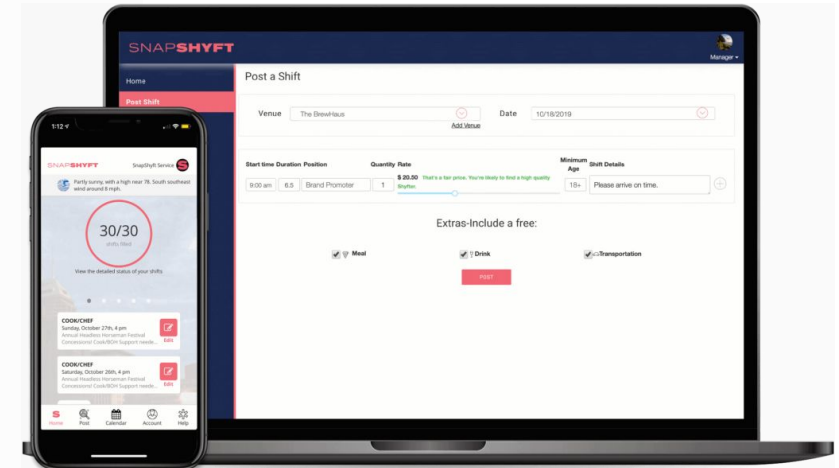


angel.co/snapshyft

thor@snapshyft.com **S**



SNAPSHYFT®

THE MOST RELIABLE LABOR MARKETPLACE. EVER.

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Most food & beverage and hospitality operations continue to be forced to address staffing like it's still 1999

\$76B

**LOST ANNUAL
REVENUE DUE TO
BEING UNDERSTAFFED**

HIGH TURNOVER RATE

- OVER 155% FOR WORKERS (OVER 61% FOR MANAGERS)

SHORT AVERAGE LENGTH OF EMPLOYMENT

- < 2 MONTHS FOR HOURLY POSITIONS
- 4 MONTHS FOR MANAGERS

HIGH EMPLOYEE REPLACEMENT COSTS

- \$5,900 ANNUAL COST/EMPLOYEE

HOW WE SOLVE THIS

The SNAP**SHYFT** labor marketplace connects understaffed food & beverage and hospitality operations with qualified industry pros, on-demand.



VETTED



EXPERIENCED



ON-DEMAND



TRACKING &
ANALYTICS



ZERO
PAPERWORK



DUAL RATING
SYSTEM

- **Scale up workforce on-demand**
- **Comprehensive Support**
- **Industry-leading Fulfillment**

THE TEAM



THOR

CEO

14 YRS F&B
12 YRS RECRUITING



STEPH

COO

10 YRS F&B
20 YRS HR/OPS

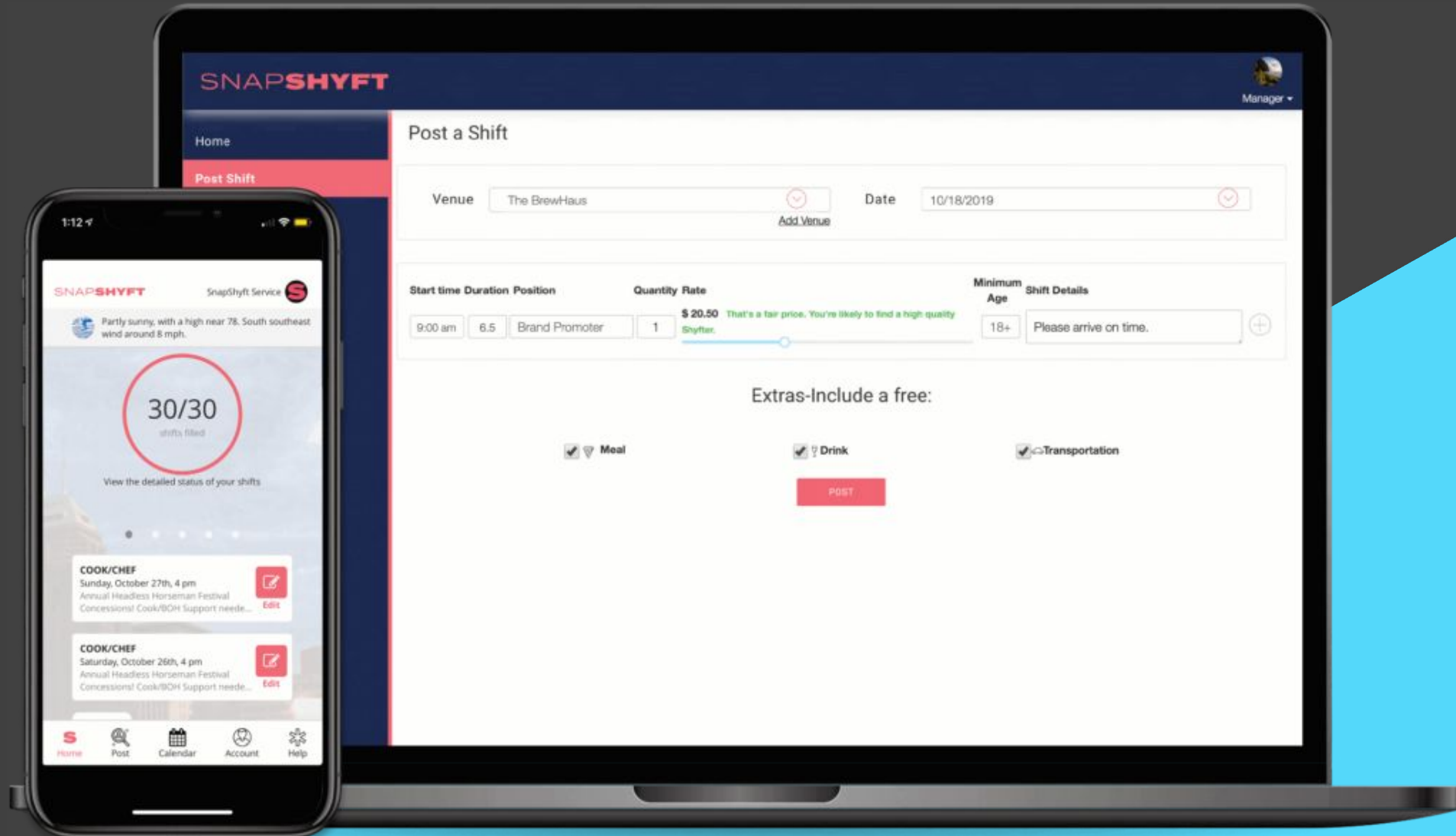


TONY

CTO

20 YRS ENGINEERING
16 YRS HR SYSTEMS





FULLY STAFFED. FULLY FUNCTIONAL. FULLY SUPPORTED.

CLIENT SNAPSHOT

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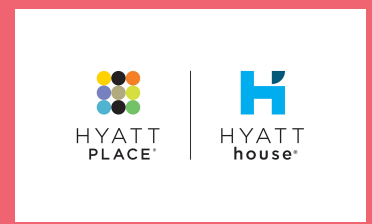
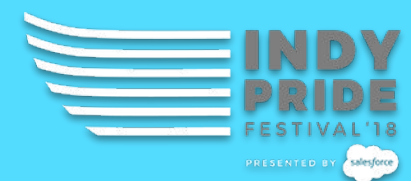
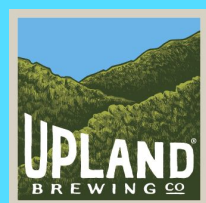


400+ UNIQUE VENUES

90%+ SUCCESS RATE

(COMPARED TO 34% INDUSTRY AVERAGE)

CLIENT SNAPSHOT





SCREENED



EXPERIENCED



ON-DEMAND



TRACKING



PAPERLESS



FULFILLMENT



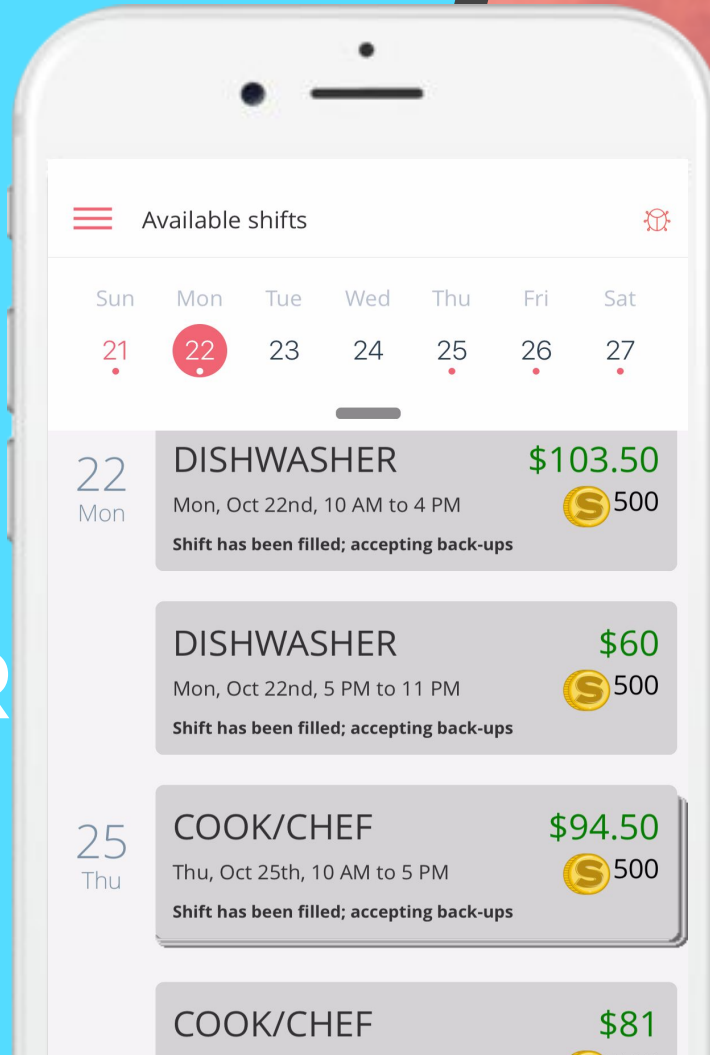
MAXIMUM WORKER MOBILITY

THE WORKERS

27k+

INDUSTRY PROS

A SIMPLE WAY
TO GAIN CONTR
& CHOICE



PAID NEAR INSTANTLY
+50% MORE PER HOUR,
PLUS:

- BANKING
- TAX WITHHOLDING
- RETIREMENT
- HEALTH INSURANCE
- TELEMED

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WORKER OVERVIEW EARLY LEARNINGS

- 50% ARE UNDERBANKED
- 60% ARE FEMALE
- 66% HAVE 2+ EMPLOYERS

Worker 90 day activation: 37%

7.83 Hours Average Shift Length
 4.82 Average Worker ★ Rating
 4.76 Average Venue ★ Rating
 32% Scheduled On-Demand
 68% Scheduled In Advance

MOST REQUESTED

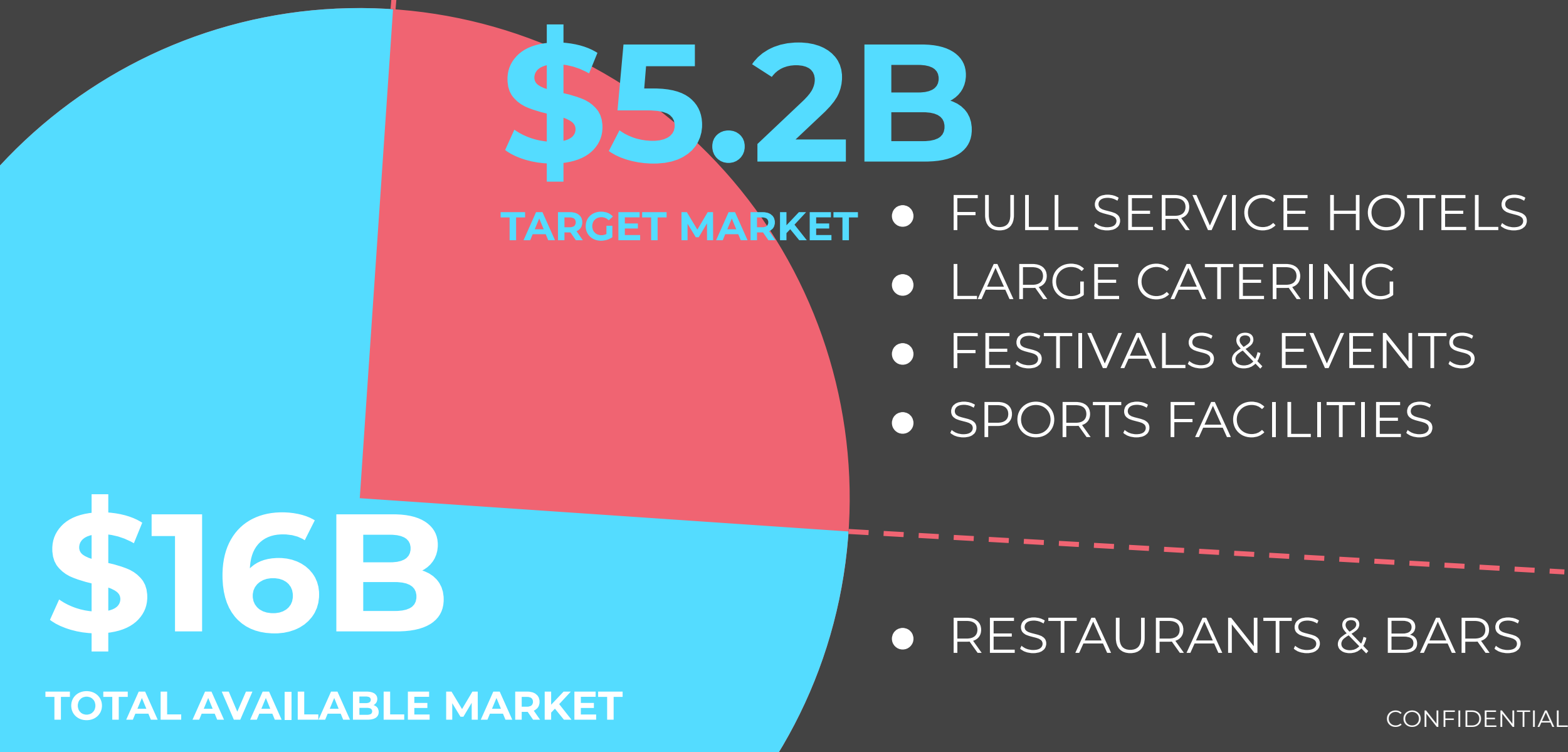
27%	Server
27%	Cook/Chef
15%	Festival/Event
13%	Bartender
12%	Dishwasher

**WORKERS EARNED 50%
MORE PER HOUR ON
OUR MARKETPLACE**

* COMPARED TO NATIONAL INDUSTRY AVERAGE

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THE OPPORTUNITY



\$5.2B

TARGET MARKET

- FULL SERVICE HOTELS
- LARGE CATERING
- FESTIVALS & EVENTS
- SPORTS FACILITIES

\$16B

TOTAL AVAILABLE MARKET

- RESTAURANTS & BARS

TARGET MARKET OVERVIEW

EARLY LEARNINGS

- MORE STABLE LEADERSHIP
- HIGHER VOLUME
- HIGHER AOV, AAV, AND LTV
- PREDISPOSED TO OUTSIDE STAFFING SOLUTIONS

RETENTION: **86%** (compared to 36% in 2018)

34,000 HOTELS

1,000,000 RESTAURANTS
& BARS

- LOWER RETENTION
- LOWER AAV AND LTV
- LOWER VOLUME

70,000 CATERING,
EVENT & SPORTS
FACILITIES

ADJACENT OPPORTUNITIES: (WITH INDICATED DEMAND + HIGH TURNOVER)

- FOOD PACKAGING FACILITIES
- VALET & PARKING OPERATIONS
- HOUSEKEEPING

**150,000 VALET &
PARKING JOBS**

1M HOUSEKEEPERS

**1.2M FOOD
PREPARATION &
PACKAGING JOBS**

LIVE MARKETS

CENTRAL INDIANA — INDIANAPOLIS — WEST LAFAYETTE
— BLOOMINGTON — MUNCIE
PILOT — DENVER

2020 PILOT MARKETS

CHICAGO — NASHVILLE — PHILADELPHIA — MIAMI —
TAMPA — ORLANDO — MILWAUKEE — MADISON —
PORTLAND — SEATTLE — LOUISVILLE — DETROIT



34%
AVE

SNAPSHYFT 3X

USP



- HIGHEST EFFICIENCY
- HIGHEST CONSISTENCY
- HIGHEST WORKER QUALITY
- HIGHEST SPEED OF DELIVERY
- HIGHEST FULFILLMENT RATE
- HIGHEST ROI

FULFILLMENT ↑

SPEED →

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 Manual
 Automated

thor@snapshyft.com 

Fully Screened Workers Matching Workers Comprehensive Support True On-Demand Full Transparency Billing & Payments Fulfillment Rate





Job Boards, Classifieds & Community Boards











N/A%









Traditional Temp Staffing Agencies











30-40%

Digital Staffing Alternatives





50-70%

SNAPSHYFT





90%+
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CUSTOMERS: MEMBERSHIP + TRANSACTION

	PRO	PREMIUM	PREMIUM+
Monthly Membership	\$15	\$50	\$146
# Available Shift Postings/mo	10	Unlimited	Unlimited
Advanced Scheduled - Flat fee paid on worked shifts	\$20 per shift	\$20 per shift	\$20 per shift
On-Demand - Flat fee paid on worked shifts	\$35 per shift	\$35 per shift	\$20 per shift
Support Level	Standard	Premium	Concierge

ACQUISITION: Facebook, LinkedIn, Instagram, SEO, ASO, AdWords, Word of mouth, Blog, Email, PR, Biz Dev

- High Volume (#)
- Low Cost (\$)
- Best performing (%)

ACTIVATION: Website, App Store, In-app Features, Define activation criteria for happy first visit

RETENTION: Emails, PNs/SMS, Social Drip, Automated emails

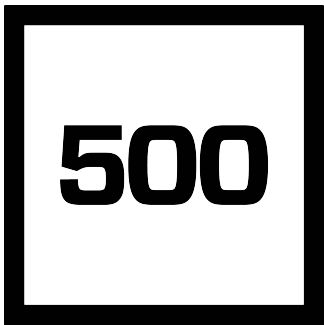
- Lifecycle emails +3 +7 +30
- Status emails monthly
- Event based emails

REFERRAL: Email, In-app Prompts, Surveys,



47%

REVENUE GROWTH MoM



50%

YoY REVENUE
GROWTH

86%

CLIENT
RETENTION

91%

SUCCESS RATE
FULFILLMENT

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