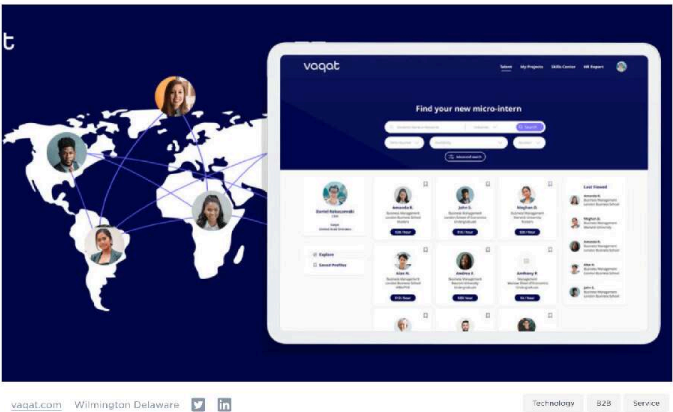


Outsource task-based projects in the form of micro-internships to vetted interns



LEAD INVESTOR

Gale Wilkinson Managing Partner @ VITALIZE

VITALIZE is passionate about Vaqat's mission to redefine internships and early-career talent pipelines for both companies and students. Since launching earlier this year, the company has shown early signs of efficacy in its unique offering - it has grown key product KPIs such as the number of companies, universities, posted projects, and GMV on its platform by more than 100% since Q1 while working with large consulting firms including Bain and BCG. The team is scrappy and is running an extremely efficient operation while burning only \$3.5K per month. Despite being a first-time founder, references spoke highly of the Founder/CEO's ability to execute, coachability, and commitment to the business and VITALIZE is excited to support Vaqat through its journey.

Invested \$2,500 this round

Highlights

- 1

Already working with 84 companies including Bain and BCG
- 2

The product solves a clear need in the market
- 3

The company is growing its student base by 16% every month
- 4

Strong growth since Q1; fully bootstrapped

Our Team

Daniel Robaczewski CEO

Before founding Vaqat, Daniel was a management consultant at Oliver Wyman and Delta Partners, where he advised clients on 4 continents.

Artur Figiel VP OF TECHNOLOGY

Prior to Vaqat, he was a senior manager at Netguru, a leading Polish software house. He has more than 8 years of experience in programming and managing distributed teams.

Karol Karpiński FRONT-END DEVELOPER

He has almost 6 years of experience in front-end technologies and developing mobile apps. His previous products are used by millions of users each month

Vitalina Moskalenko FRONT-END DEVELOPER

Her coding journey started in 2010 with back-end technologies, but Vita quickly found her true calling in user-friendly front-end development and React.

Pitch

Improving college hiring through task-based projects

Daniel Robaczewski
daniel@vaqat.com

have become repeat customers

Bain & Company



Description: One of the top 3 consulting firms globally with 13k FTEs and \$6B in revenue

Number of projects: 10 projects completed

Project focus: Market research, store checks, translations

Students from: Stanford, U. of Chicago, Rutgers U., Wilton U., Goethe U., Warsaw School of Economics

Comments:

1. Run outsourced work usually done by analysts after hours or on weekends
2. Bain-marked students for future recruitment early-on (first interview and internationally 2/3, Germany, Poland)
3. Bain's HR considers rolling out Vaqot as an employee perk in an EU office - all consultants would get a monthly budget to spend on the platform to improve their work-life balance

Mentalyc

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Description: US-based pre-seed health Tech startup backed by Berkeley Skydeck & DF

Number of projects: 17 projects completed

Project focus: Data science, ML model development, data scraping, social media, technical research, feature development

Students from: London Business School, WHU, IE University, AUB, UCL, Bocconi, Lebanese American Univ.

Comments:

1. Mentalyc outsourced tasks for which the founders didn't have time capacity or internal capabilities
2. The team was looking for extra support from smart and motivated talent at an affordable price
3. Vaqot could provide them with candidates available immediately. In contrary to other solutions they had leveraged before (Berkeley student clubs, iLead, etc.)

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We take a cut of each project, but we plan to also add a SaaS fee, monetize the recruitment data, and implement add-on features

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20% Commission

Vaqot takes 20% of every transaction, and students' hourly rates are pre-defined:

\$5 / h Base rate for students who have just joined Vaqot

+\$5 / h Bonus for completing a profile and submitting a resume

+\$10 / h Bonus for passing a skill assessment (each skill increases the hourly rate by \$0.5-\$1.5 / h)

+\$10 / h Bonus for positive feedback (the rate increases by \$0.5-\$2 / h depending on the score)

SaaS fees

Monthly fee will partially convert into on-platform credits and unlock premium features, such as: psychometric data or team budget management

Recruitment data

We can match companies with top candidates prevented by other Vaqot users. Dots can be either packaged into CV books with best to use or monetized on a case-by-case basis

Marketplace add-ons

Full project promotion via WhatsApp / SMS

- Higher starting fee
- Exclusive hire fee (i.e., the student cannot take a new project with a competitor for 2 months)

Others

Affiliate links with EdTech platforms (Coursera, Udemy, etc.)

Membership and interview preparation services for students

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Vaqot can become a valuable business even with a commission-only revenue stream and student-only focus¹

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Market size approach

251 million students globally

10% of willing and eligible candidates

\$15 / h compensation on average

240h of projects completed annually

20% take rate

\$18 billion market

Revenue potential approach

2,700 active companies

50 projects each month

\$350 average project value

12 months

20% take rate

\$180 million revenue per year

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forward-looking projections cannot be guaranteed.

We still have a first-mover advantage, as the competition either has a different value proposition or is at a nascent stage

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Vaqot's remote-first team has 6-10 years of work experience in strategy, software development, marketing and product design

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Photo	Name	Role	Experience
	Daniel Robacevski	Founder & CEO	7 years of experience
	Artur Figiel	CTO (B2B and e-commerce)	8 years of experience
	Karol Karpinski	Product Developer	5 years of experience
	Michal Poksa	QA Tester	3 years of experience
	Safvan Vahi	Performance Marketing Lead	10 years of experience
	Marka Robacevski	UI/UX Lead (Intern)	6 years of experience



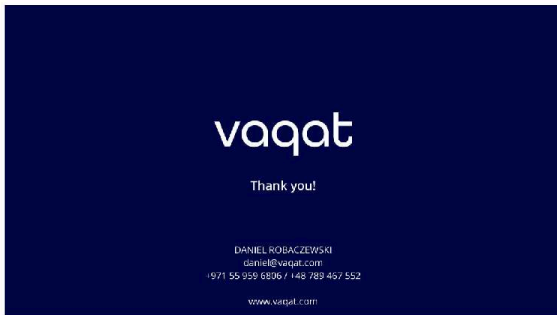
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We're raising a \$650k SAFE to accelerate our growth and reach \$100k monthly revenue ahead of the next round

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Use of funds (USD thousands)	Rolling team
Marketing	10-15
Product development	10-15
Operations	10-15
Legal	10-15
HR	10-15



Projects vary from simple tasks such as translations to more complex engagements involving data scraping or data analysis

Company	Location	Project description	Duration	Student's university
RAIN	Poland	Conduct a "store check" in several physical locations (positioning & branding analysis)	20h	Stanford University (US)
RAIN	Poland	Translate a document to German	12h	Warsaw School of Economics (Poland)
ARTIFACT	United Arab Emirates	Complete a market research analysis using public tourism databases	8h	American University of Beirut (Lebanon)
Eckson Associates	United Kingdom	Develop a dashboard in Power BI	68h	London Business School (UK)
Cesvel	United Kingdom	Create a financial model for the CEO (the MD at Marquarie Group)	52h	IE University (Spain)
M	United States	Develop a data scraping algorithm	12h	WHU (Germany)

The principal use cases for companies are intern-ready, non-confidential tasks that could easily be explained (1/2)

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	Consulting Firms	Investment Banking	Law Firms
Use cases	<ul style="list-style-type: none"> Benchmarking & desktop research Mystery shopping Stimulus slide creation Dummy model creation Basic data analysis 	<ul style="list-style-type: none"> Company profile development Benchmarking & desktop research Slide creation involving DTP / Presentation team backing 	<ul style="list-style-type: none"> Legal research Register of Prohibited Clauses Analyst Transactions VDR management & tracking
Examples	<ul style="list-style-type: none"> "Identify license prices for 2 x 4 Gbit audio in Europe." "Conduct 20 interviews to assess brand awareness." "Change a model input into from regional to city level." 	<ul style="list-style-type: none"> "Prepare slides on Company X outlining their products & services listed on their website." "Summarize key trends in the e-sports industry." "Prepare 800 benchmarks for an IPO transaction using public sources." 	<ul style="list-style-type: none"> "Compare a set of clauses with the register of Prohibited Clauses and mark conflicts." "Compare a set of regulations between the US and the UK." "Let document number uploaded into VDR and assign jurisdiction."

The principal use cases for companies are intern-ready, non-confidential tasks that could easily be explained (2/2)

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	Technology	Business Development	Marketing
Use cases	<ul style="list-style-type: none"> Coding Website creation & maintenance QA and User Testing Application integration 	<ul style="list-style-type: none"> Lead generation Mystery shopping Pitch deck creation CRM maintenance Investor relations Cell Center support 	<ul style="list-style-type: none"> Social Media management Search Engine optimisation Graphic Design Email marketing
Examples	<ul style="list-style-type: none"> "Write an automation script." "Create a website in WordPress." "Identify key bugs in the application." "Integrate CRM programs and data feeds into a website." 	<ul style="list-style-type: none"> "Track key KPIs and share regular reports." "Create a database of VCs investing in HR Tech in the US." "Clean up a CRM database." 	<ul style="list-style-type: none"> "Create and post social media content." "Write blog posts using selective keywords." "Create product mock-ups." "Develop an email template in HTML."

Downloads

[Vaqat pitch deck.pdf](#)

