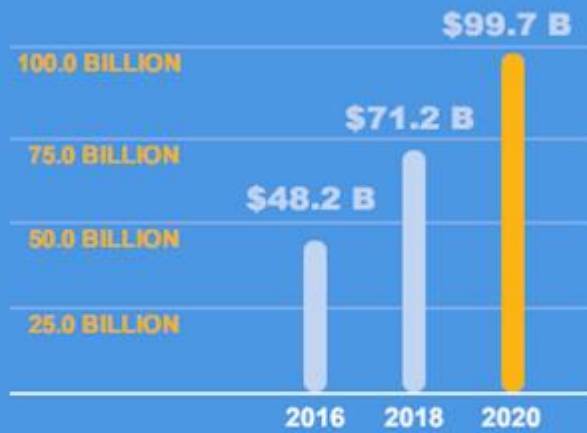




## Customers want SaaS Solutions

REVENUE TO REACH 100 BILLION BY 2020



According to the Gartner Group



## Investment Opportunity - 3.5X ROI

Help move our profitable on-premise Khamelia Adaptive Business Suite to the cloud, and become a shareholder in our company.

The 'Cloud' is here to stay. What does it mean for companies?

Cost Reduction | Environment Simplification | Increased Security | Availability

According to Gartner.com the cloud industry will experience explosive growth for the next 20 years. Companies that were once hesitant to move to the cloud, are making the transition, taking advantage of all that the cloud offers.

### How will Khamelia help?

#### Cost Reduction

- Khamelia offers multiple applications for one low monthly fee.
- Companies that take advantage of the cloud reduce costs by eliminating the need to purchase and maintain their own computing hardware.

#### Environment Simplification

- One vendor instead of many, reducing complexities and training needs in the company.

#### Security

- Khamelia is developed using the latest Microsoft technologies such as C#.
- The Microsoft Azure cloud is used by federal and state governments and has been NIST certified.

#### Availability

- The Microsoft Azure cloud is highly available world-wide, the largest cloud.

### Khamelia Adaptive Business Suite



Project Management



Task Management



Timesheet Management



Document Management



Time Tracking



Invoice Management

**What does the company do?** Khamelia Software, Inc. is a software development company that's based out of the Sacramento CA area that developed the Khamelia Adaptive Business Suite, its business modules and framework.

**What big problem does it solve?** Companies today have to use business tools from many disparate vendors in order to conduct their day-to-day operations. This setup is costly, introduces compounded technical challenges that IT departments have to struggle with, and constrains the growth and profitability of the company.

**What is the Khamelia solution?** The Khamelia Adaptive Business suite is a set of essential business tools that operate on our **adaptive framework system**. This setup considerably reduces costs, frustrations, and technical complexities in the environment, allowing for company funds and resources to be re-allocated towards more profitable pursuits.

**What are your product strengths?** The Khamelia software is developed using our mature framework architecture design on the latest Microsoft technologies (C#, ASP.NET MVC 6.0 and full SQL). This makes our product robust, secure, and scalable.

**What is unique about the company?** We are a mature company working on several mission critical business applications. From our decades of consulting experience, we have a deep understanding of business and project management issues that companies are experiencing on a regular basis.

We have a great network of contacts at State of California and major Fortune 50 companies in the Sacramento and Silicon Valley region. Our technology is advanced both from a development and architecture perspective. **We will be on the best cloud in the world, Microsoft Azure.** Very low turnover in the company, the envy of our competitors. And our dedication and energy is bar-none THE BEST!

**How big is the market opportunity?** According to Gartner - The SaaS world is 73 billion dollars in 2018 and growing exponentially every 4-5 years (117 billion dollars in 2020).

**How big can the company get?** Due to our architecture design, utilizing our proprietary framework, the company can achieve more than 50 million dollars in *accumulated revenue* over the next 7 years.

**Market?** The SaaS market is huge and growing fast. According to [Motley Fools](#), the business management software industry is growing very fast - example stock price growth: from April 2017-April 2018 (12 months) - Shopify 133%, Atlassian 116.3%, ServiceNow 99.26%, Workday 68.68%, Salesforce 52.50%, **and Nasdaq overall 20.81%.**

**What is your competition?** We are very uniquely positioned. Our current competition launched in early to mid-2000's and use older scripting programming languages, they don't use a

framework architecture design, and they sit on their own much less secure and limited platforms. Our competition will need to make significant efforts and will have to greatly impact ALL of their customers in order for them to move to our mature development technology and then on a global cloud, like Azure. It will take them years to move and compete with us.

**What are the next major milestones?**

- **November 2018** – working prototype on our Azure Dev env
- January 2019 – BETA phase start (12 months)
- May 2019 – BETA subscriptions at BETA reduced pricing
- **Jan 2020** – GO-LIVE! Celebrations! Full subscription pricing

**What are your projections for the future?**

Fiscal Year	Yearly Revenue \$	License Count	YoY % Growth Forecast
12/31/2020	\$1,800,000	7,500	
12/31/2021	\$3,510,000	14,625	95%
12/31/2022	\$5,616,000	23,400	60%
12/31/2023	\$8,424,000	35,100	50%
12/31/2024	\$12,636,000	52,650	50%
12/31/2025	\$18,701,280	77,922	48%

**How did you arrive at the sales of your industry and its growth rate?** We used publicly traded company revenue figures, market analysts' projections, and competitor revenue and customer count figures.

**Why does your company have high growth potential?** We are on the cusp of the next big thing, the Cloud! And, our products are a must-have from a business management perspective. In other words, we offer mission-critical applications, that companies need to use in order to grow and compete.

**Founders & Team?** The Founders are Gabriel Ungureanu and Adrian Bogdan. Gabriel has over 22 years as a web software developer, and Adrian has over 20 years as a program and project manager. Our development team (10 strong) is very mature, with an average industry experience of 9 years.

**What key additions to the team are needed in the short term?** To move Khamelia to the SaaS (cloud) we need Quality Assurance engineers; mobile application development engineers; technical writers; and a sales and marketing team.

**Why is the team uniquely capable to execute the company's business plan?** Highly skilled and experienced. The core team has been together for over five years, very rare in our industry. We get along very well. We operate at the **Performing stage of team dynamics.**

**What motivates the founders?** After decades working in large organizations both private and public, we have felt the pain. We know the frustrations and challenges that small, medium, and large organizations have when it comes to business management tools, especially project management. **We want to deliver a solution to the market that addresses this need and alleviates the pain.**

Please visit <https://www.khamelia.com/welcome/investor.html> for more information.