



Marketplace as a Service



Marketplaces and platforms are booming

- US B2B marketplaces (online and offline) estimated to be a market of **\$16 trillion**
- US private and public marketplace unicorns are valued at **\$5 trillion**
- VCs invested **\$555 million** in enterprise marketplace platform Mirakl
- VCs invested **\$28 billion** in marketplaces in the Q1 2021 alone

Building a marketplace is hard

BUILDING MVP

Reinventing the wheel:
matching, discovery,
supply & demand

Building a basic frontend

Takes 6 months on average



REITERATING & GROWING

Adding complexity:
new sides, internal processes
and transactions types

Improving the UX

Long development cycles



SCALING

Solving accumulated
technical debts

Improving (or replacing)
the infrastructure

**Endlessly extending the team
and increasing the code base**



randevu is **Marketplace as a Service**

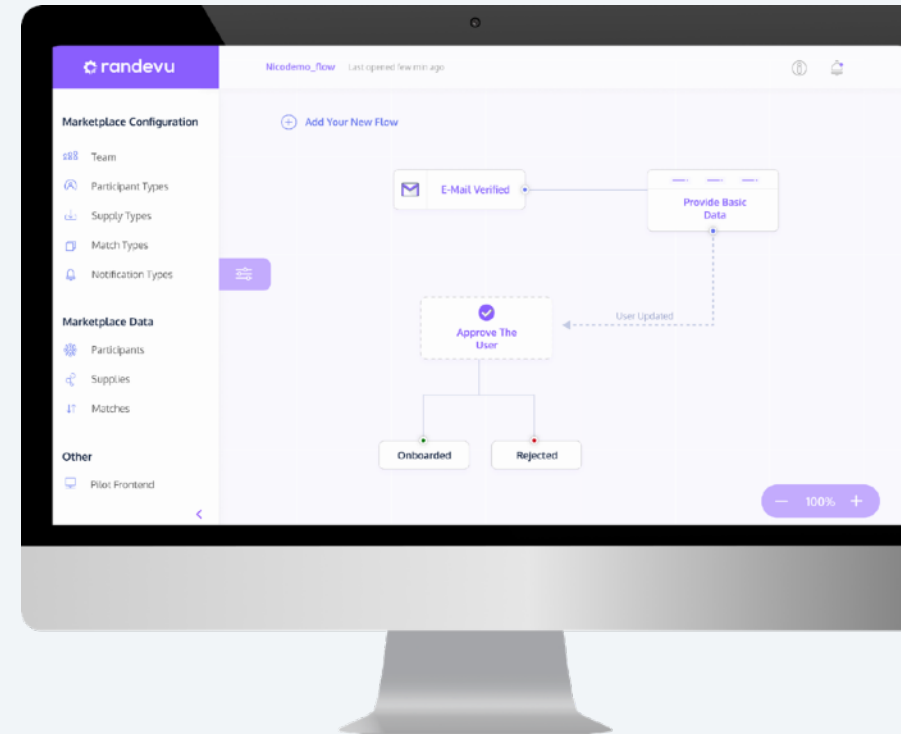
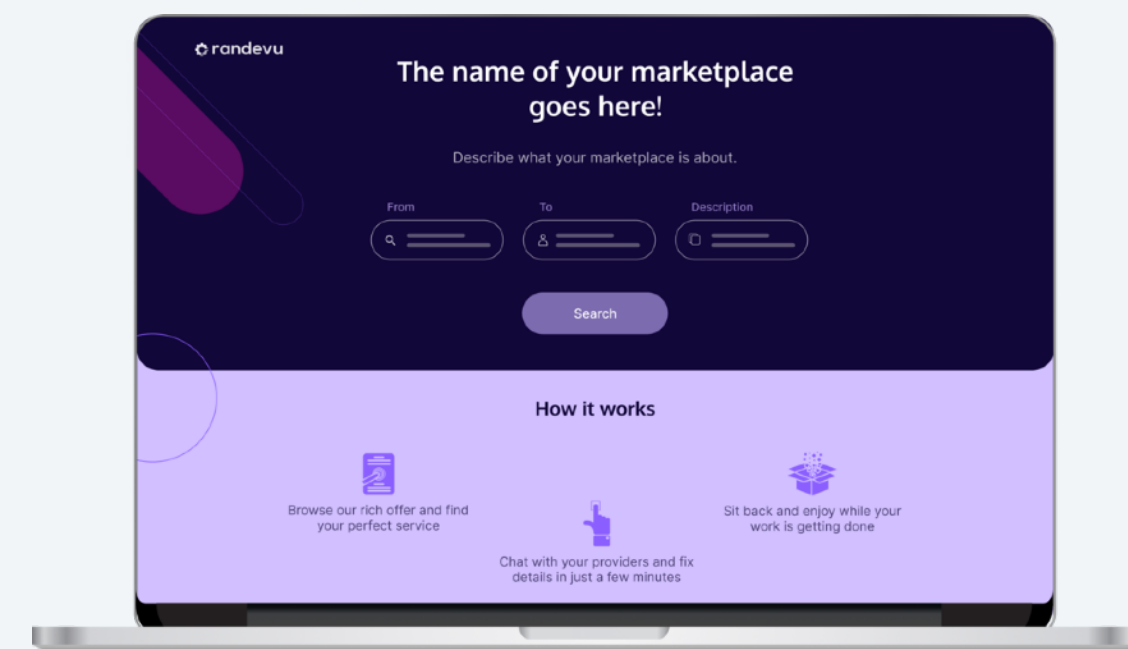
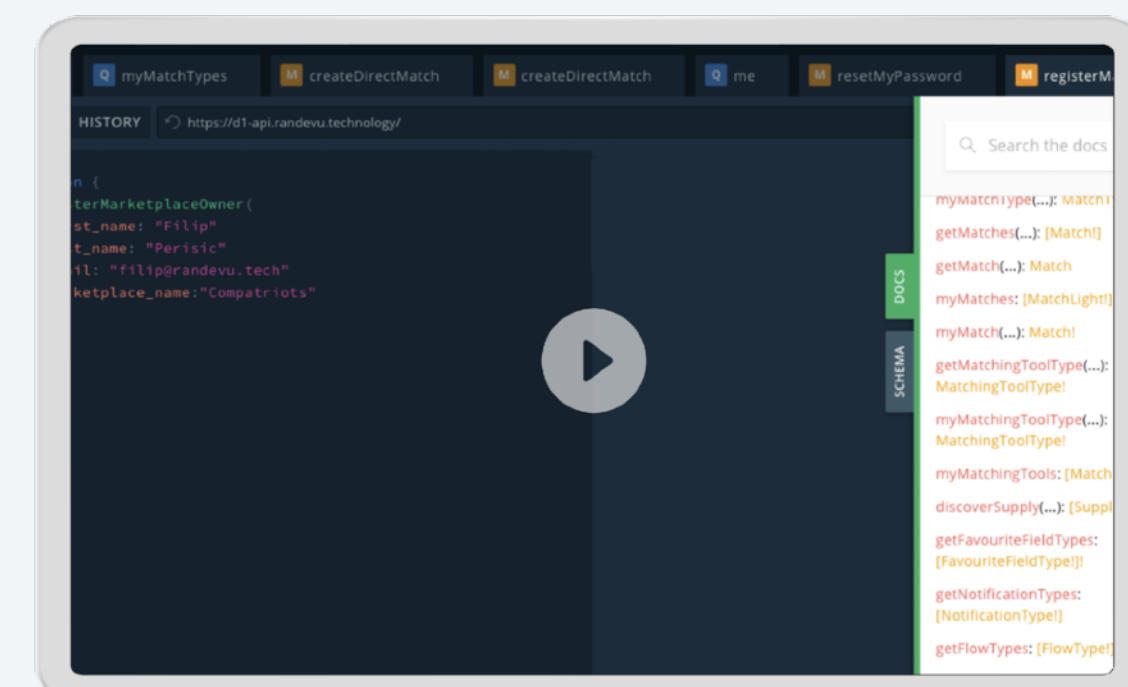
Our product makes it possible for companies
to efficiently **build, scale** and **run**
complex marketplaces and platforms



Build...

Launch...

...and Scale!



Easily configure your marketplace and add off-the-shelf integrations with randevu **Backoffice**

Validate, iterate and launch your first MVP quickly with randevu **Frontoffice**

Use randevu GraphQL **API** to

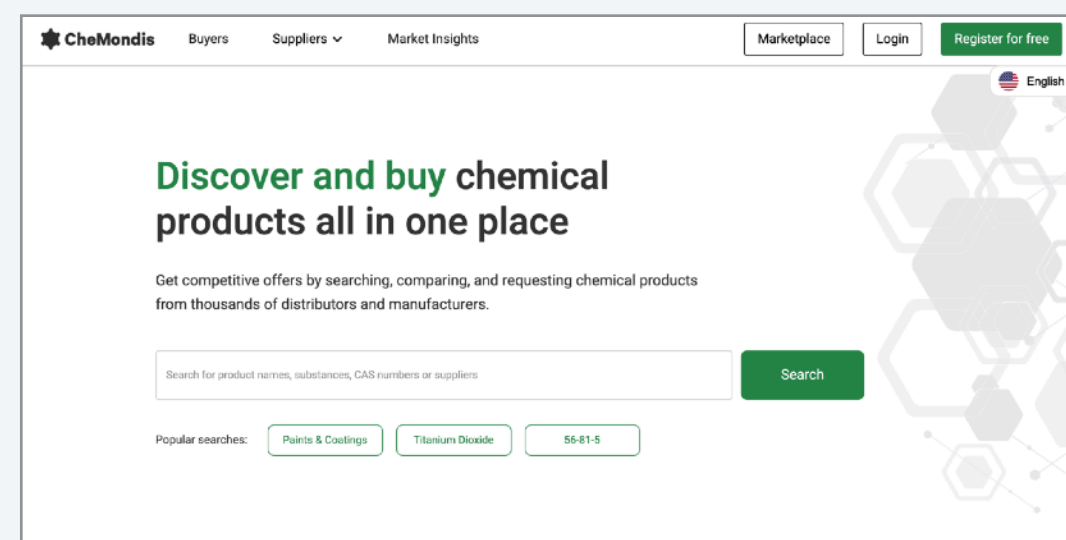
- expand and customise
- add custom processes
- add integrations & frontends, etc.

If Chemondis or Airbnb were made on randevu...

**without
randevu**

Building the MVP

6 months to build and launch
a crude prototype

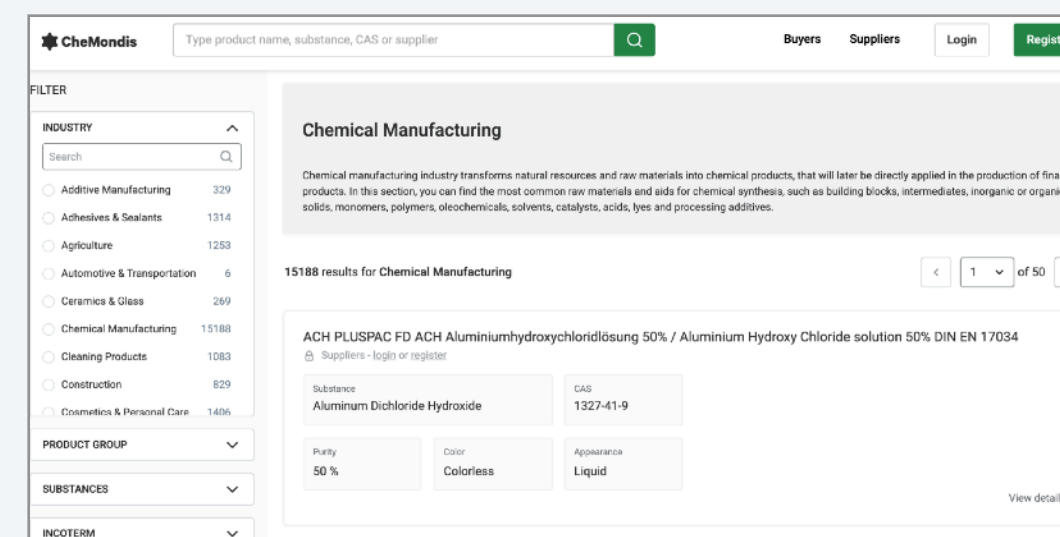


**with
randevu**

48h
to build a first prototype
with powerful backend
and out-of-the-box frontend

Reaching PMF

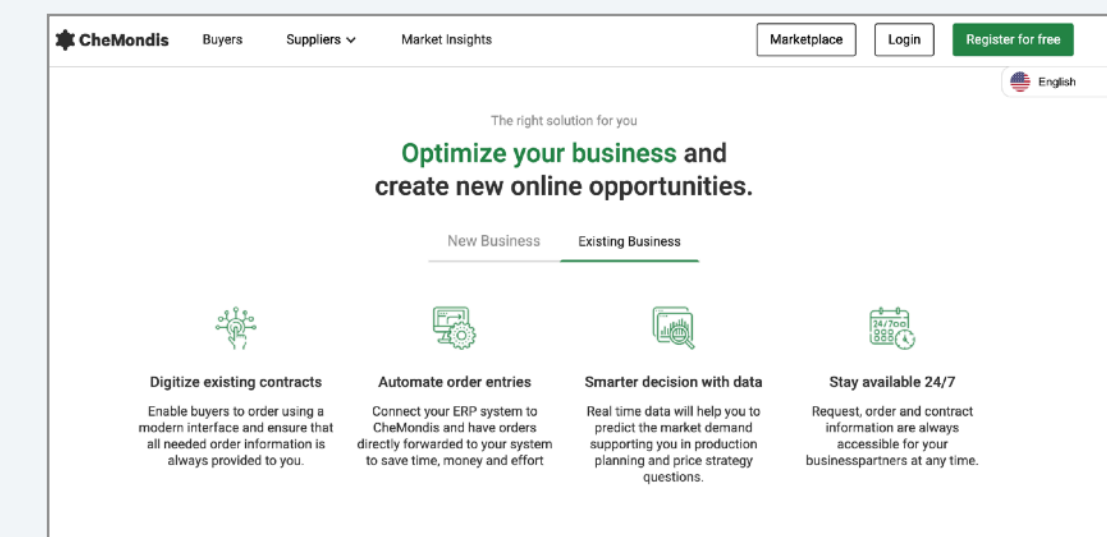
9 months to build a basic
backend and improve the
frontend at the same time



focus on beautiful frontend
and great customer
experience +
adding first new features
via integrations and API

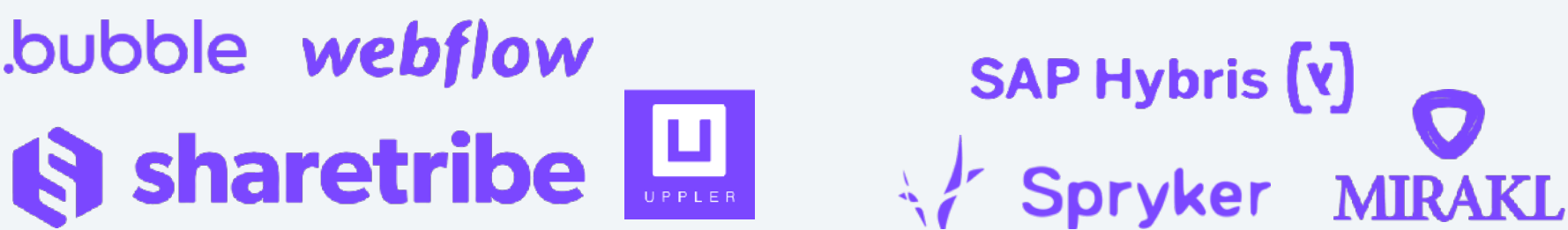
Extending and Scaling

Spending months to ship a
single feature, dealing with
growing technical debt



easily adding a new feature,
partners or workflows with
a backend that scales
seamlessly

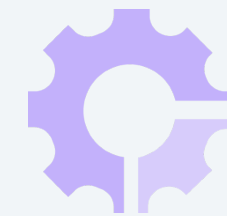
Uniquely positioned to service marketplaces of the future



	No-code tools	Enterprise tools	 randevu
Quick development time	✓	✗	✓✓
Scalability	✗	✓	✓✓
Supports complex features	✗	✓	✓✓
Ease of adding a new network effect	✗	✗	✓✓
Customisation without accumulating technical debt	✗	✗	✓✓

randevu's unrivalled benefits

Total cost of ownership (TCO) for our customers dramatically reduced,
by cutting down both the required tech team size and infrastructure costs,
more and more over time.



Time-to-market/time-to-revenue shortened from weeks to days.

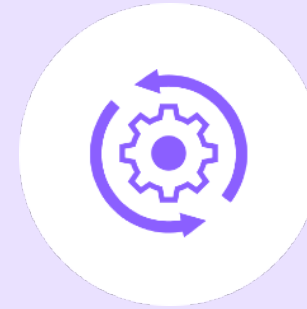
Marketplace businesses can now evolve much faster
thanks to eliminating long-development cycles.

The next Indigo AG or FAIRE will run on randevu **self-service**



1

Execute
pilot projects
with well funded SMEs



2

Position and push
randevu
self-service for tech
teams



3

Target B2B
enterprise customers
looking to launch a
platform

Current focus on SMEs building service marketplaces

1

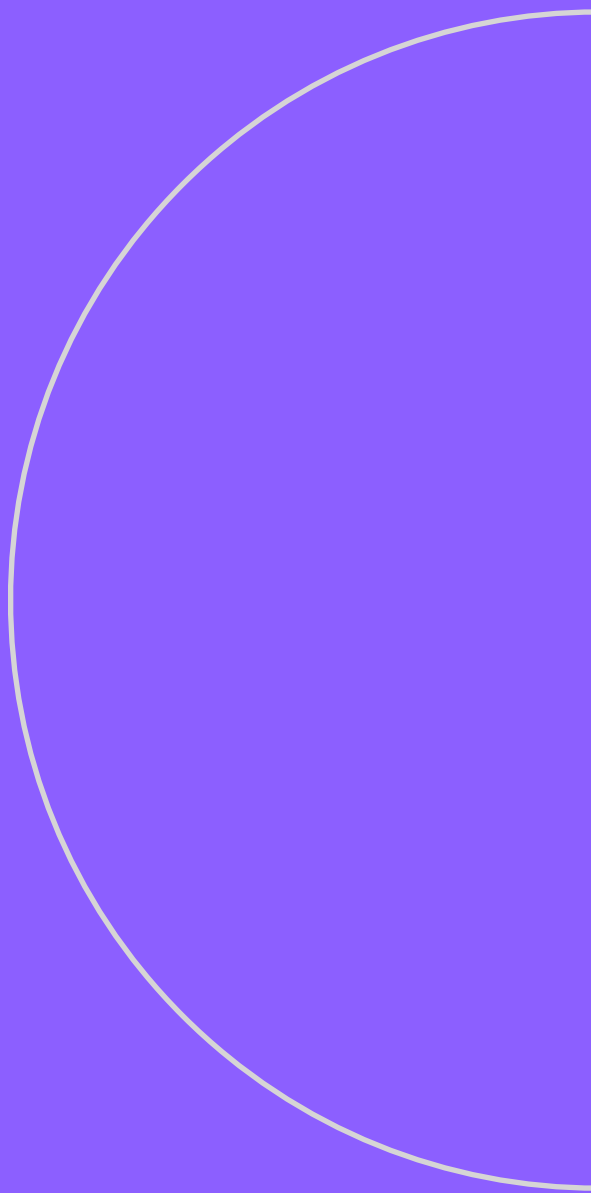
Consultants and venture developers working for SMEs and enterprise companies that are looking to launch a marketplace

2

CEOs & Product Managers who want to quickly go to market without getting locked into solutions that don't scale

3

Devs and CTOs who understand the technical effort required to build a marketplace from scratch



Pay as you grow SaaS model that scales with our customers

Starter

- ✓ Backoffice app
- ✓ API access
- ✓ Frontend app
- ✓ Shared storage
- ✓ Normal CPU power
- ✓ Chat with randevu
- ✓ Access to community

0€ monthly
19% revenue share

Pro

- ✓ Backoffice app
- ✓ API access
- ✓ Frontend app
- ✓ Private storage
- ✓ Normal CPU power
- ✓ Chat with randevu
- ✓ Access to community
- ✓ 4 hours setup consulting

500€ monthly
9% revenue share

Growth

- ✓ Backoffice app
- ✓ API access
- ✓ Frontend app
- ✓ Private storage
- ✓ High CPU power
- ✓ Chat with randevu
- ✓ Access to community
- ✓ 8 hours setup consulting
- ✓ Video-call with randevu

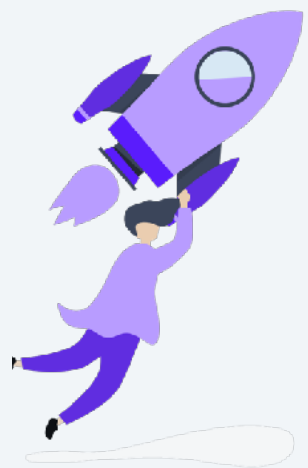
8.000€ monthly
2% revenue share

Enterprise

- ✓ randevu cloud infrastructure
and optionally...
- ✓ Frontend development
- ✓ Backend development
- ✓ Private cloud instance
- ✓ randevu consultancy
- ✓ Premium support

Contact us!

Business milestones



Product

Go-Live

Marketing
Launch

Traction

December 2021

February 2022

May 2022

3 early adopters

First revenue

First
self-serviced
customer

Our team



Aleksandar Orlić

CEO // aleks@randevu.tech

20+ years in tech, 15 in corporate, 5+ in startups. Ran own consultancy business, built a successful German SME bank. Built his first marketplace back in 2000.



Filip S. Perišić

CTO // filip@randevu.tech

8+ years in tech, mostly in SAP, Led tech team, worked on enterprise marketplace, founded and developed marketplace for compatriots



Business Strategy Consultant
Product Consultant
2 Devs + QA
Operations





Thank you!

www.randevu.tech