

# RAPPORR

..... one place to share and solve .....





# BRINGING TEAMS CLOSER TOGETHER





# OPPORTUNITY



**80% WORKERS ARE  
DISSATISFIED WITH  
THEIR WORKPLACE  
COMMUNICATIONS**



**"ENGAGEMENT"  
ACCOUNTS FOR  
40% OF  
OBSERVED  
PERFORMANCE  
IMPROVEMENTS**



**Messaging is no.1  
90% of texts are  
read in the first  
3 mins**



**75% OF  
WORKFORCE  
WILL BE  
MILLINIALS  
BY 2025**



# OPPORTUNITY

**KPCB MARY MEEKER'S REPORT  
STATES THAT MESSAGING IS  
THE 'HUB' OF ALL FUTURE  
BUSINESS COMMUNICATIONS**



# A DISTINCT FOCUS ON MOBILE

mobile

solving

secure



CoTap



Slack



Yammer



Asana



Podio

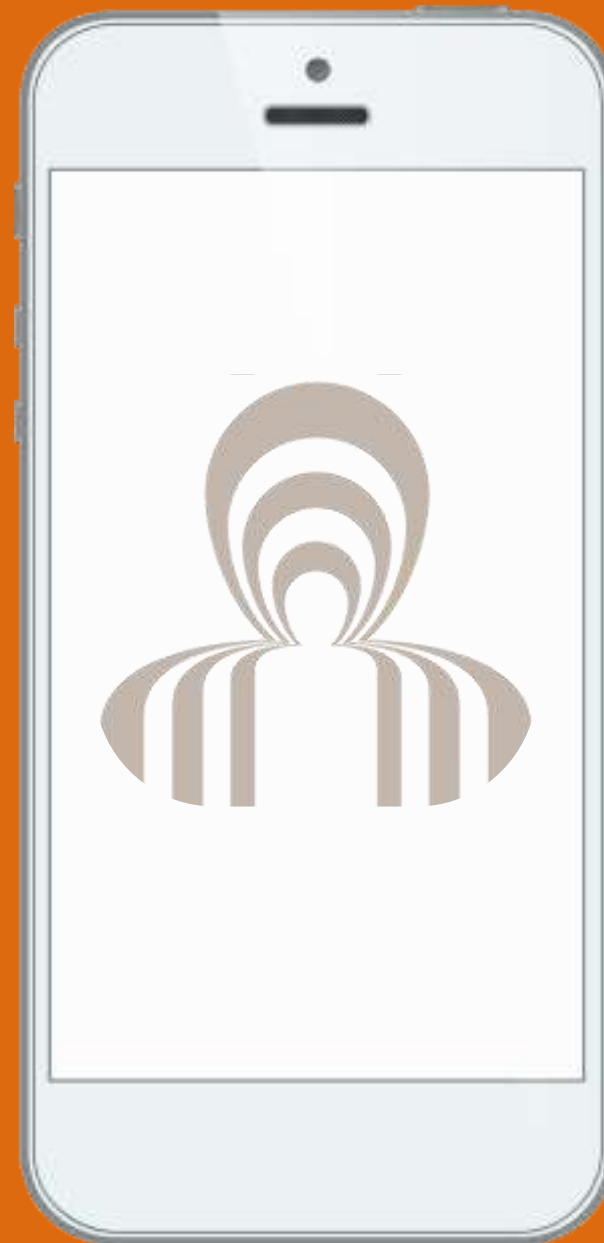
# CHAT BUILT FOR WORK

habitual

instant

casual

young



contextual

private

focused

engaging

TEAM COMMUNICATION DONE RIGHT



current solutions create too much noise





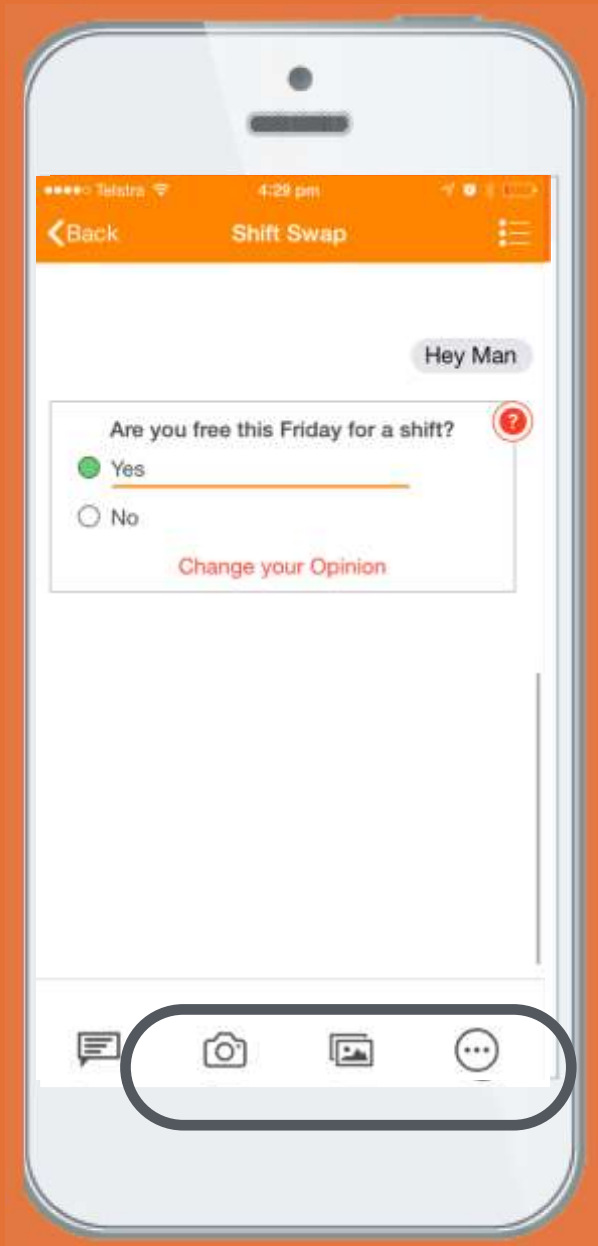
**current solutions create too much noise**



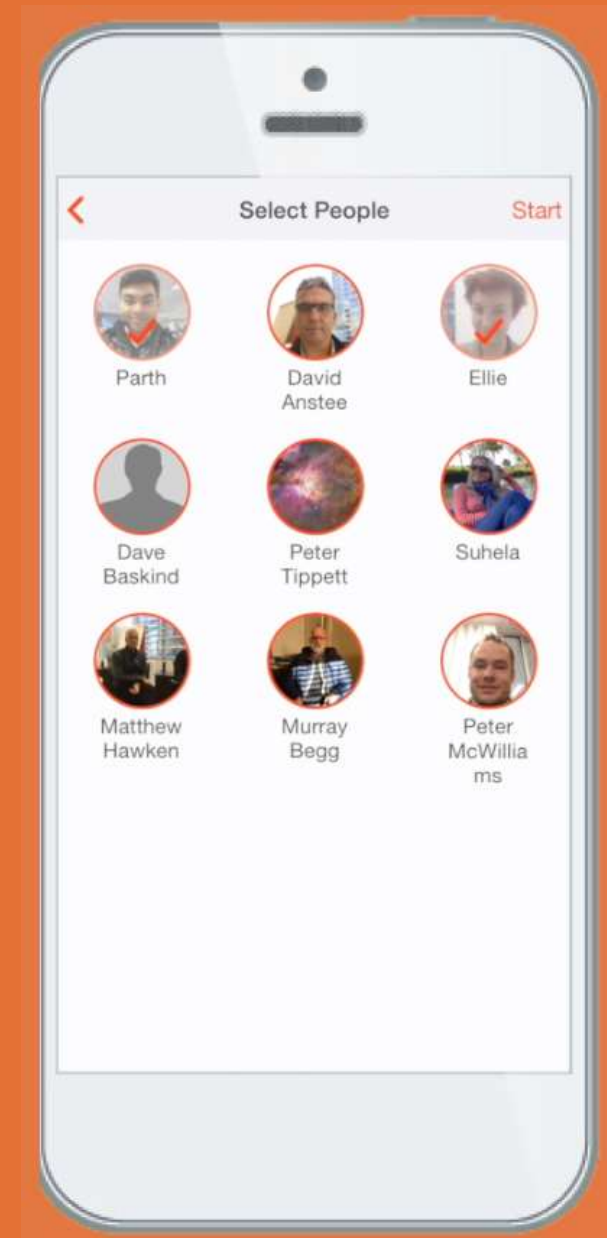


# CONTEXTUAL BY DESIGN

1. Define the Subject



2. Select the People

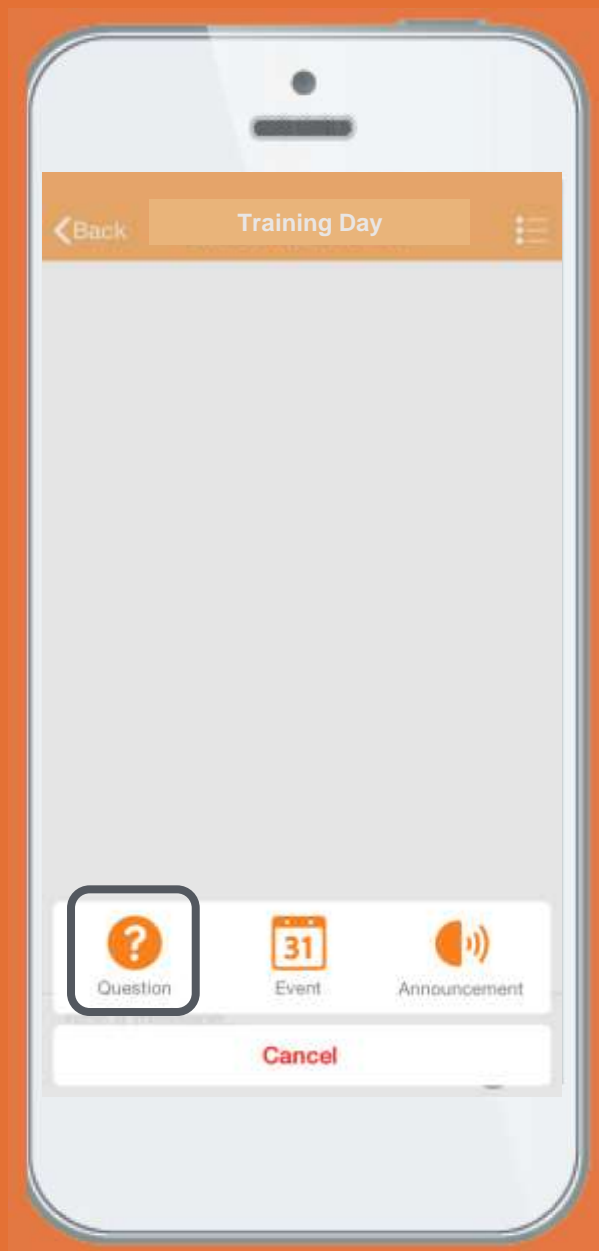


3. Choose the Feature

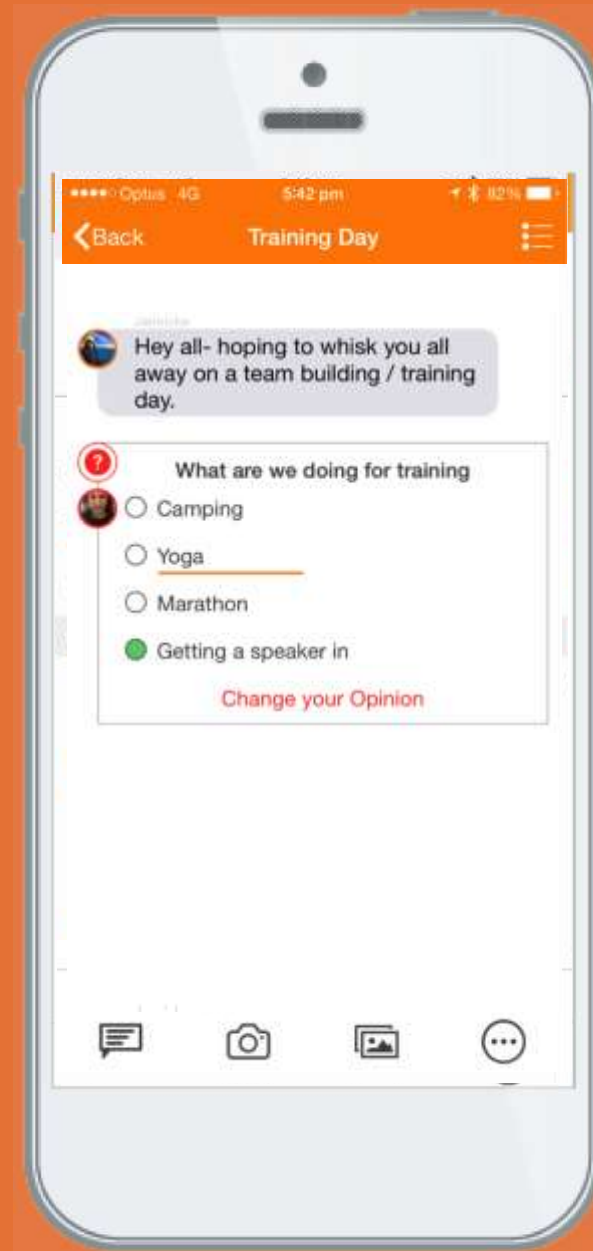


# KNOW WHAT THEY ALL THINK

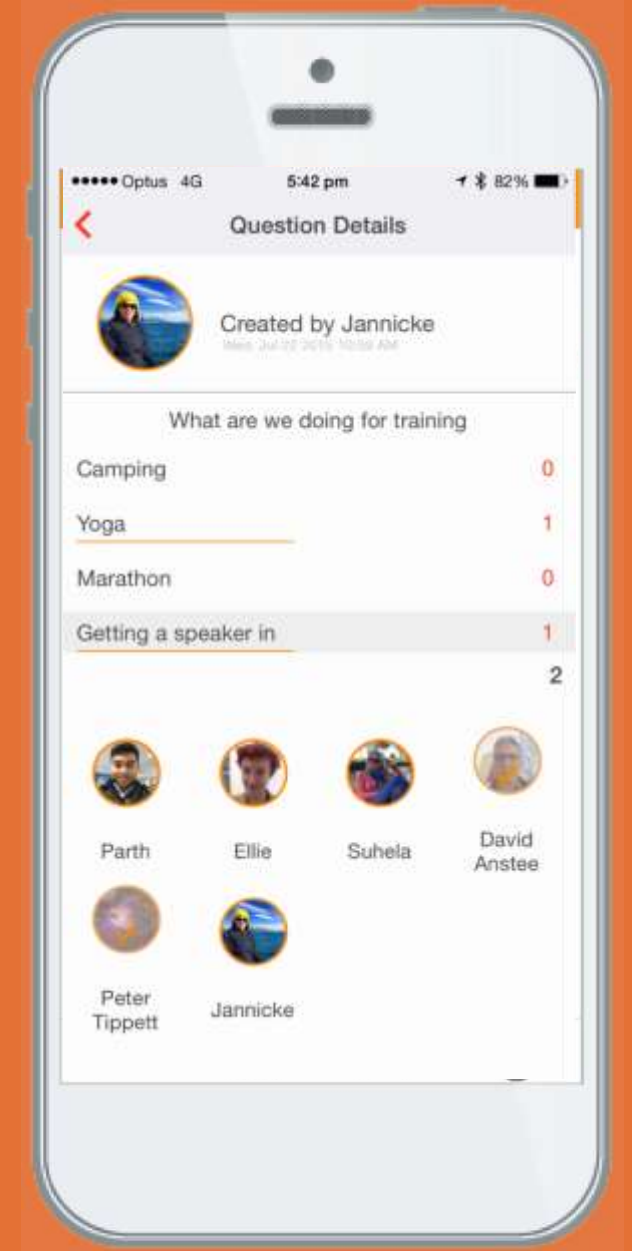
## ...IN MINUTES



select question  
function



ask the team  
a question



see what  
they all think



# SMARTER COMMS

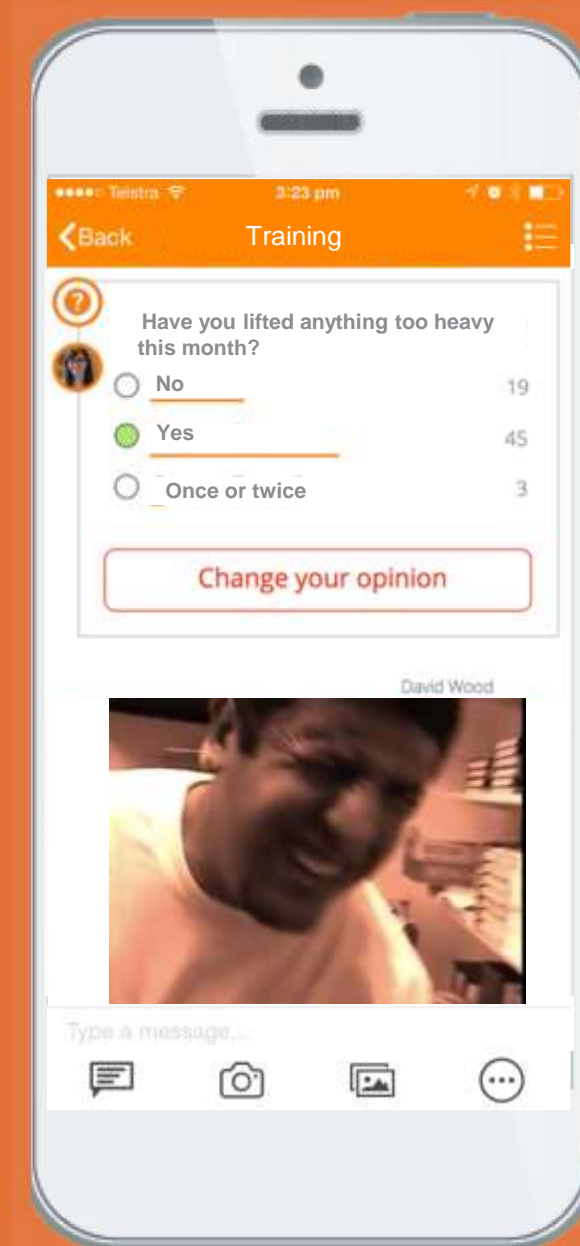
share  
documents  
securely



announce  
to the team  
compliance



induction  
& training



integrate with  
key systems





# QUICKER COMMS



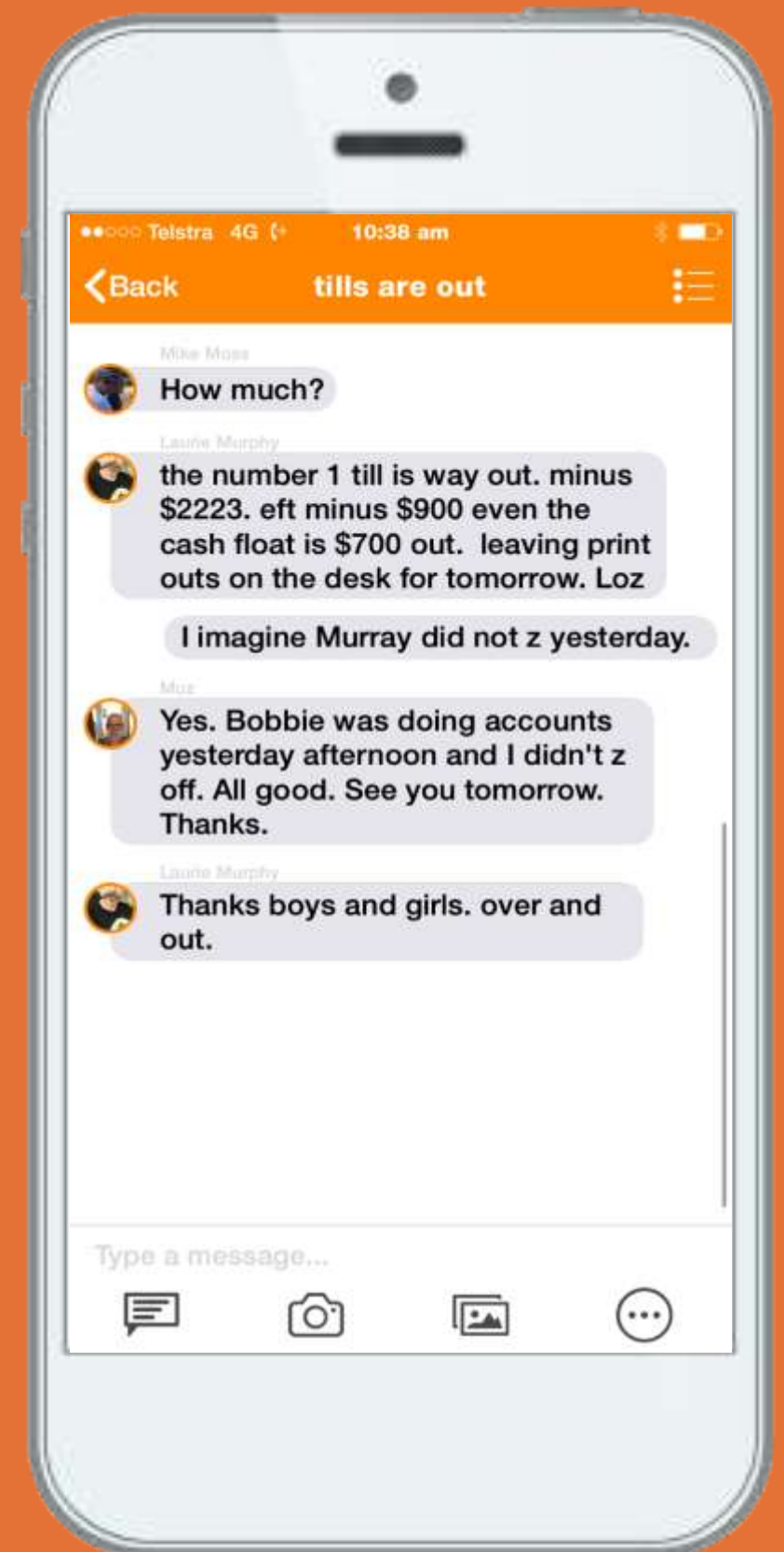
STRUCTURING  
COMMUNICATIONS  
FOR RESPONSE  
'ON THE GO'

# CONTEXTUAL COMMS

“one issue doesn't leak into the other, conversations remain on track & don't ricochet”

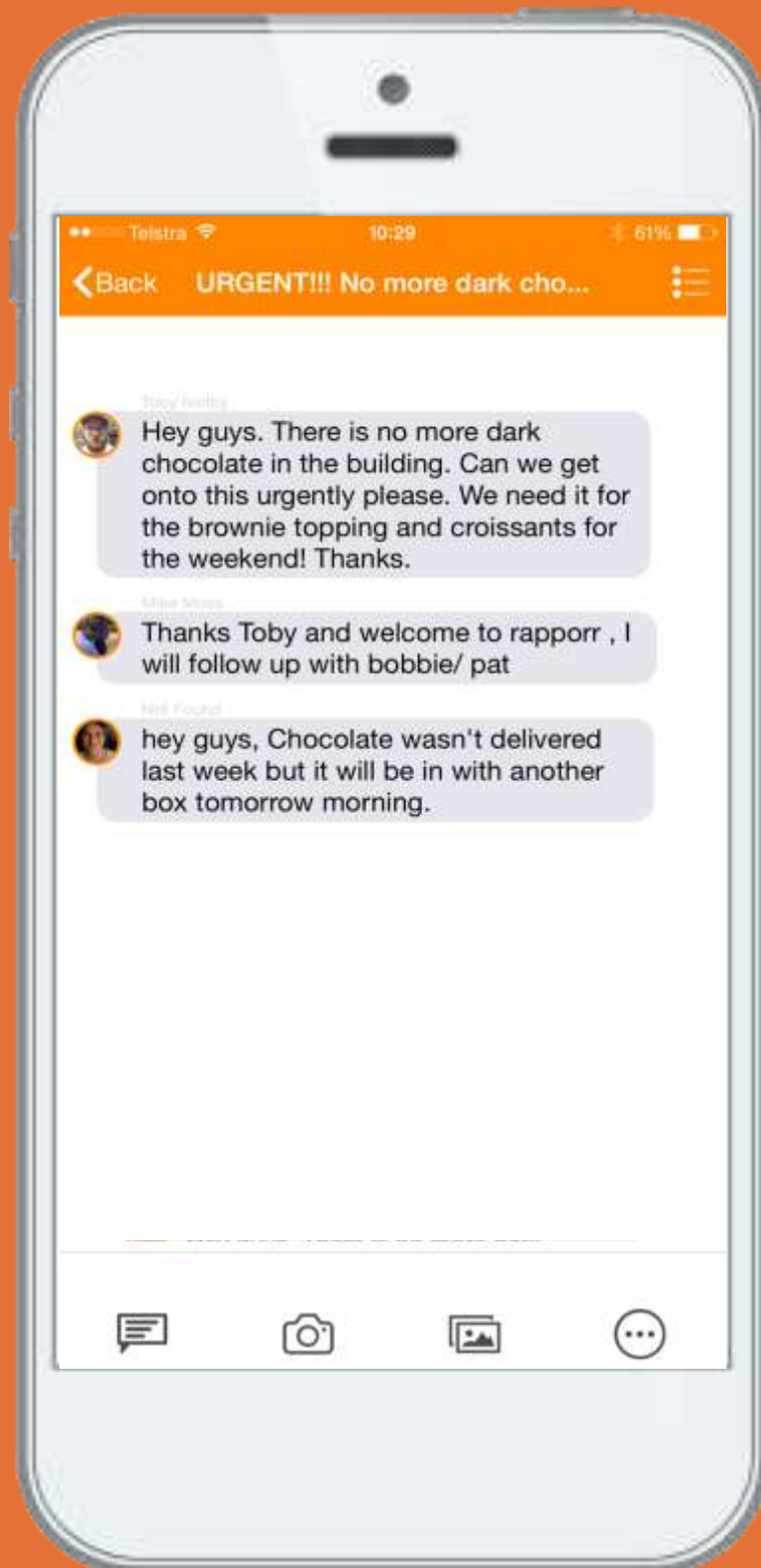
- Murray, Owner

The Organic Bakery





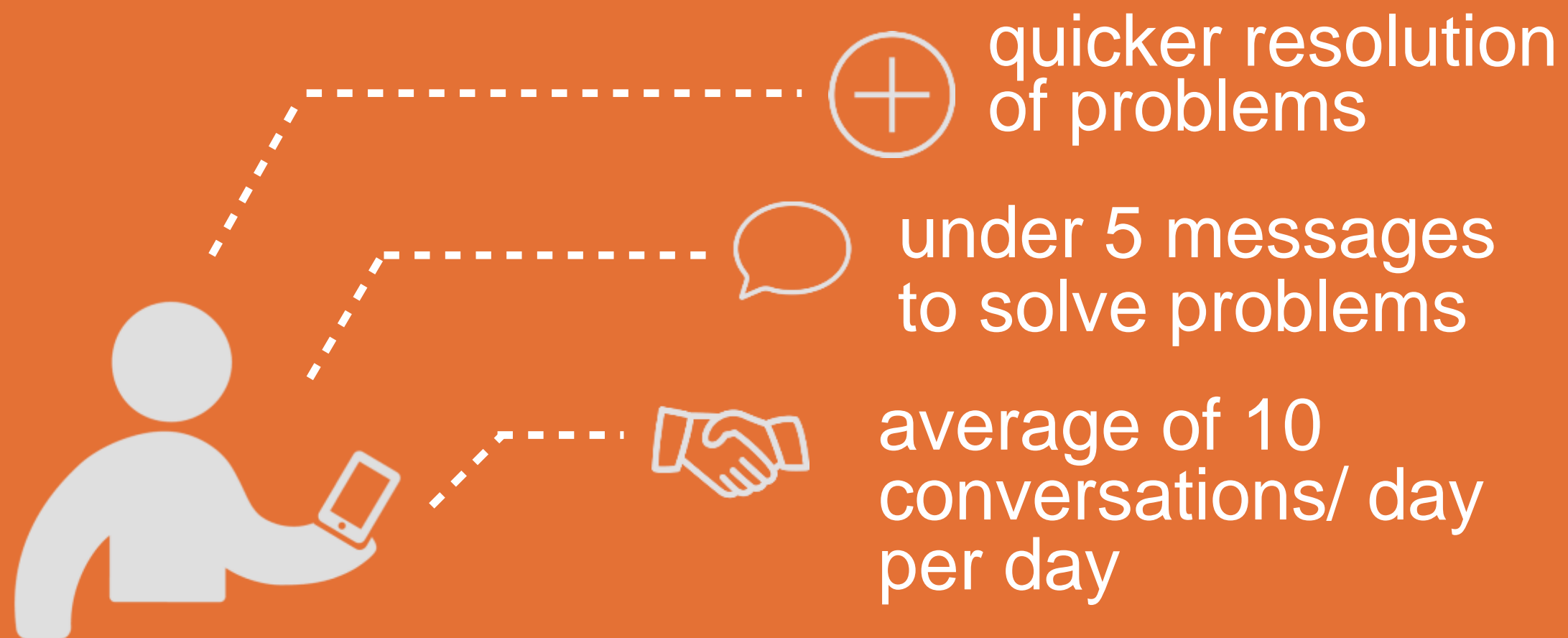
# CONTEXTUAL COMMS



“ more direct  
route to  
addressing a  
problem ”

- Bobbie, Manager  
The Organic Bakery

# CHANGING BUSINESS





# WHAT OUR CUSTOMERS SAY





# CHANNEL TO SMBs

Commbank's

200,000 Merchants - Small Businesses



Pre loaded on  
100,000 terminals this year



# A NEW WAY TO CONNECT



# TRACTION

## Enterprise

signed: mobile workforce  
profile: Franchises/Corp.  
users: 15,000  
est. rev: \$250,000



## Channel Partner

signed: CBA's 300,000 SMB's  
users: 1,000,000  
est. rev: \$1M



## SMB's

profile: Hospitality/Retail  
users: 20 - 50 staff  
est. rev: \$600 p/a



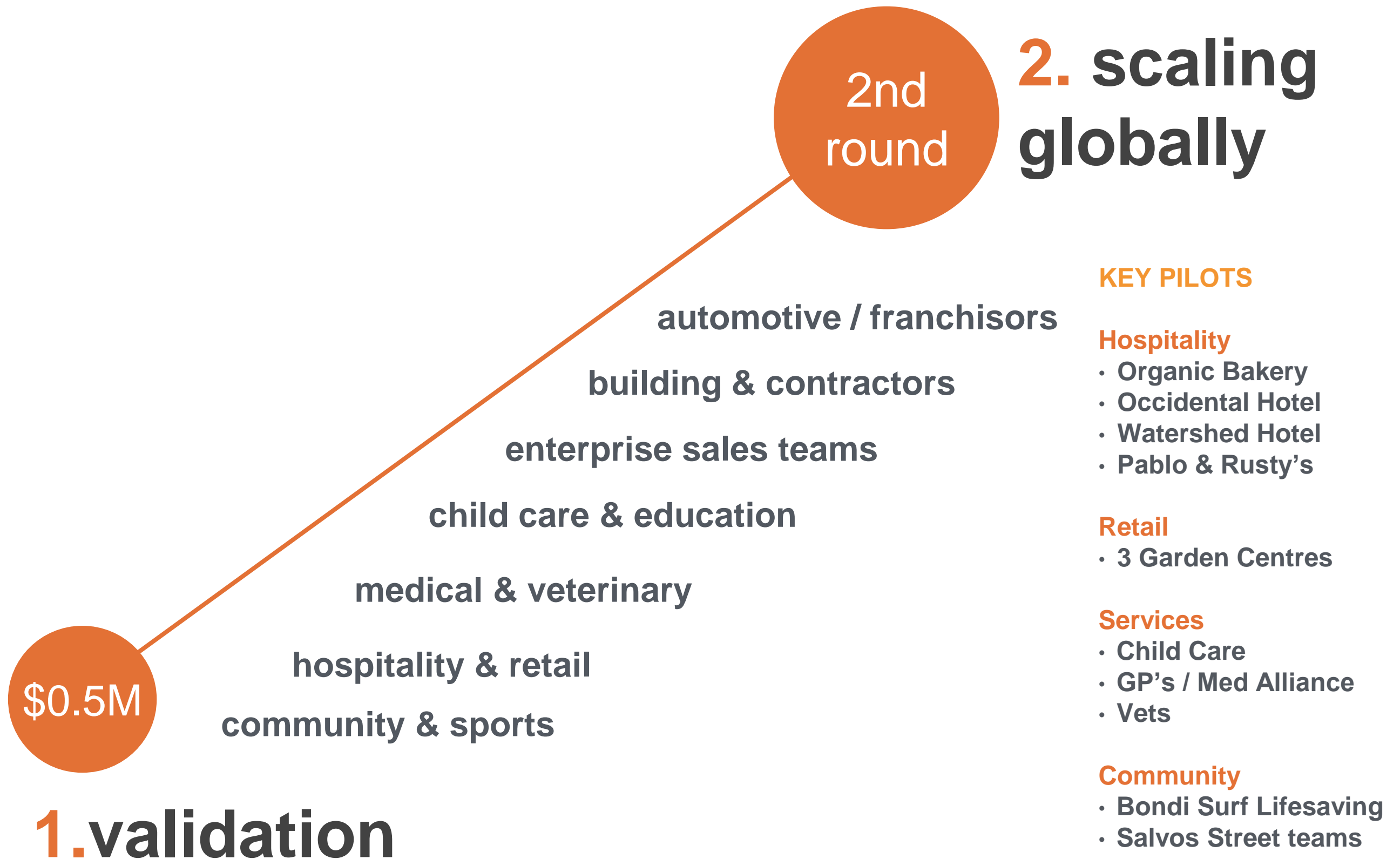
## Community

profile: SLISA  
users: 150,000  
est. rev: n/a

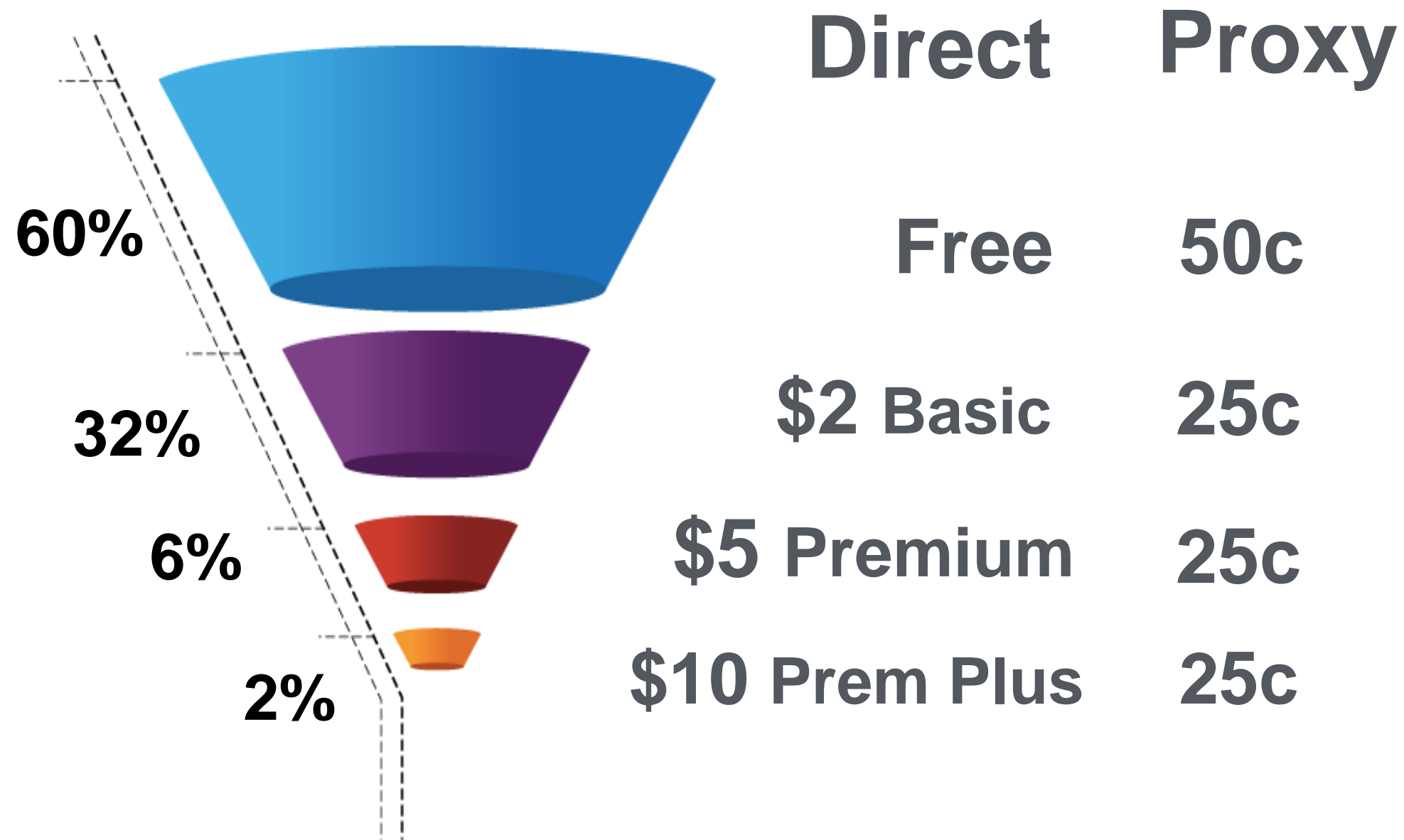




# MARKET SCALING



# BUSINESS MODEL



# GROWTH

	Dec 2015	Jun 2016	Dec 2016	Jun 2017	Dec 2017
Users	2,338	114,123	956,420	2,890,000	5,538,000
Locations	AU, NZ	AU, NZ, UK, CAN, US	AU, NZ, UK, CAN, US, EU, Asia	AU, NZ, UK, CAN, US, EU, Asia, Africa, South America	AU, NZ, UK, CAN, US, EU, Asia, Africa, South America, China, Japan
Revenue (k's)	\$1	\$377	\$6,333	\$27,891	\$63,998
Cost of Sales	\$14	\$756	\$5,830	\$13,780	\$19,300
Operating Costs	\$399	\$1,434	\$2,580	\$3,375	\$4,180
Costs (k's)	\$413	\$2,190	\$8,410	\$17,155	\$23,480
NP (k's)	-\$412	-\$1,813	-\$2,077	\$10,736	\$40,518



# PROVEN FOUNDERS



## PETER TIPPETT

seasoned founder and engineer



Co-founder - award winning interactive media platform



Chief developer - legal firm document management



Founder - an ERP and business accounting system



## DAVID ANSTEE

seasoned founder and business lead



Innovator - globally acclaimed Membership Rewards



Strategist - Global customer relationship strategy



Founder - TTA Ad Agency sold to McCann Erickson forming 2nd largest BTL agency network in country

# RAPPORR TEAM



Peter Tippett



David Anstee



Parth Mehta



Jannicke Climax



Eleanor Rogers



Joanne Jacobs



Frank Arrigo



Matt Hawken



Fred Olive



Paul Hardcastle

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