stoke

Workforce at the pace of business

A Stoked team

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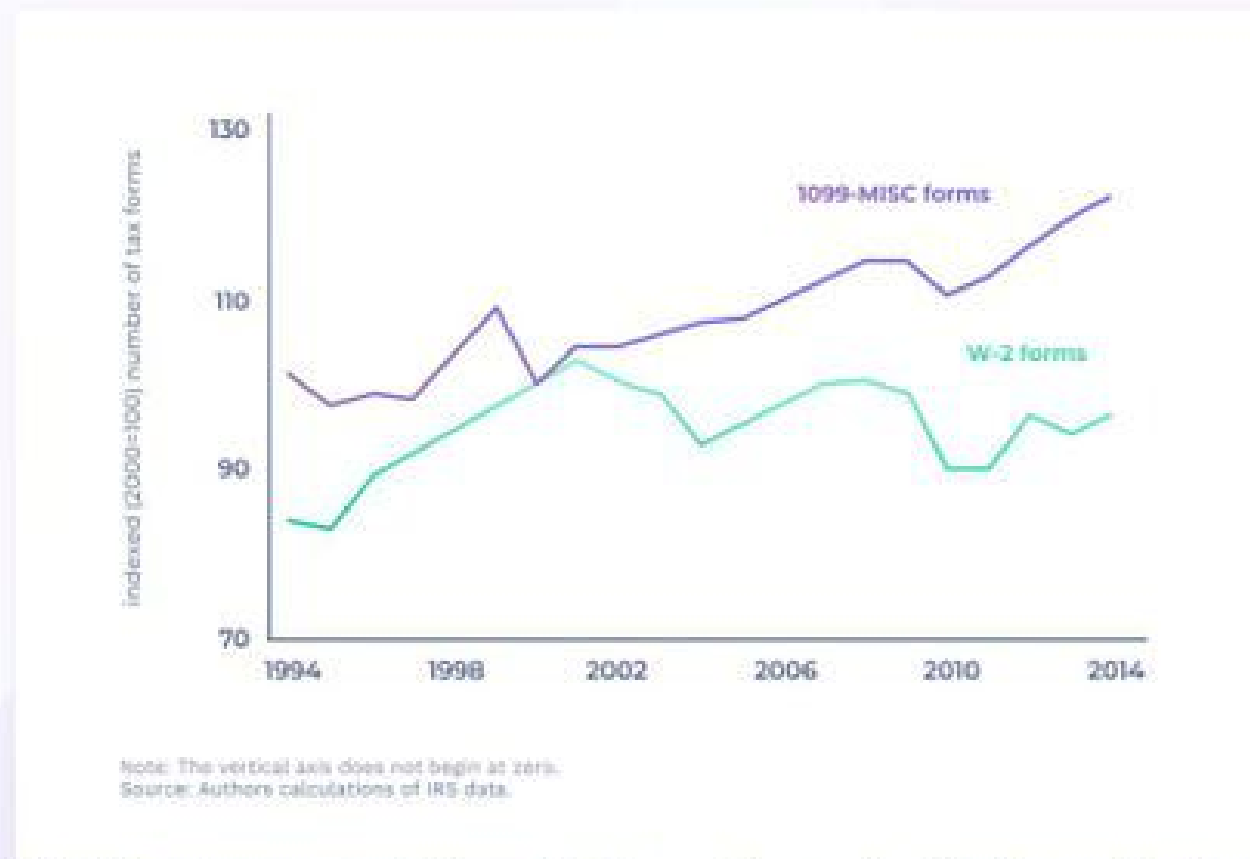(Acq. MSFT)
Sr. Dir Engineering
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Co-founder, CEO
Formerly:
CPO & CMO Kenshoo
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We are on the cusp of a significant shift when organizations will rely far more on an on-demand workforce

The world has gone freelance

The growth of the freelance workforce is three times faster than the traditional workforce.

These Freelancers are the highest skilled individuals

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65%
Of Executives

"An external workforce is important or very important to operate at full capacity and meet market demands."

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The way organizations operate is changing for good

#shiftishappening

| Result based | Agile | Nimble | Distributed | On-Demand |

It's a new way of thinking

Rigid workforce

Hybrid workforce

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But...

The corporate challenge

On-demand talent is a one off, non standard process **owned by no one in corporate**

| Recruiting | On-Boarding | Budgets & Payments | Corp. Policies | Compliance |

That's Why We Built Stoke

On-Demand Talent Cloud

Access the Talent / Skill / Capacity you need, when you need it, risk free.

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Stoke empowers organizational leaders to embrace on-demand talent so they can increase productivity and democratize access to skills and knowledge

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Workforce Democratized

A unified on-demand workforce platform

Talent Access	Onboarding	Transparent	Payments	Policy & governance	Regulatory compliance
Model based policies Top talent to cost effective Trusted Hiring	Digital contracting Predefined contract templates	Budget control Digital approvals Built in notifications	One aggregated invoice Flexible payment options (Hourly, Project based)	Role based access Downstream budget Upstream approvals	Workforce classification assurance Ontime payments

Platform

Integrations	Scalability	Reliability	Security	Compliance

Find

Employment Type	Project Type	Skill Required

Manage

Reporting	Onboarding	Offboarding

Model based policies

No. of clients | Profiling | Pay Bands | Geo | Docs | Duration

Qualify	Work Classification	Insurance	Background Check	Payment
Test Interview				

Marketplaces	Individual Freelancers (verified)	Service Providers
Upwork T Freelancer	Jane Smith	Pivotal Labs SOFT neogroup
fiverr toptal 99d	John Doe	GIGSTER Tintash

TopPitchDeck

Plan and Milestones

Operations		Visibility into existing external talent and spend		Usage reports		Self Serve Freelance Portal		Profiling & Constraints		Approval Chain	

Hiring				First marketplace (Upwork) integration				Second marketplace integration			

Jan	Feb	March	April	May	June	Q3	Q4	Q1 '20

Customers							Soft launch / Open Beta (~30)	Market Launch

Company		2+4 people		2+6 people (+2 external)		2+7 people (+3 external)	2+10 people (+3 external)	

Advisory

Boaz Chalamish, Board
CEO, Clarizen
GM VMWare
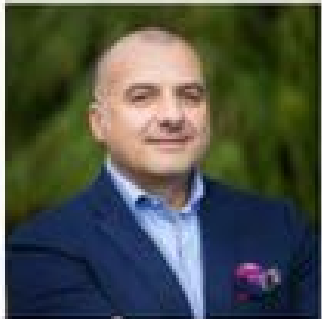SVP R&D HP SW
SVP R&D Mercury

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Advisers

**Bogomil Balkansky
(Investor) -**

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VP - Recruiting Solutions, Google
Founding team - Bebop
SVP Cloud infrastructure, VMware

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THANK YOU

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