

LaborWare

THE FUTURE

OF WORK ALL IN YOUR HANDS



Laborware is a digital multi-device platform which offers immediate services related to the working world.

These services are focused on workers, labor lawyers and companies, who are interested in improving working conditions.

The platform offers highly specialized tools for analyzing shared data intended to be put in comparison and to be integrated with existing databases.

In this way, thanks to our draft of regulations and laws' formalization all over the world, Labor Affairs will be enhanced.

The goal is to result in 1 million our membership within 3 years through workers' direct registration or through companies' participation in the fair consultancy programs.

Laborware's policy areas and its innovative nature fall within the priorities identified by the European Union (EU).

In fact, the EU works, coupled with ILO (International Labor Organization), on the progress towards decent work, involving government agencies, national statistical offices, workers' and employers' organizations and research institutions. Meanwhile the European Commission invests €80 billion in new solutions for societal challenges and drive innovation-led sustainable growth, through project Horizon 2020.

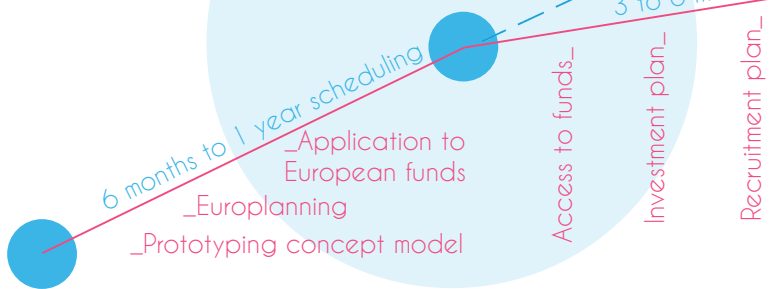
Laborware aspires to be part of this context with a disruptive innovative force. This force is the project's focal point: the worker. Over a quantitative and qualitative accurate analysis of his potential to

accumulate inserted data, our team will make the worker as the protagonist of his future.

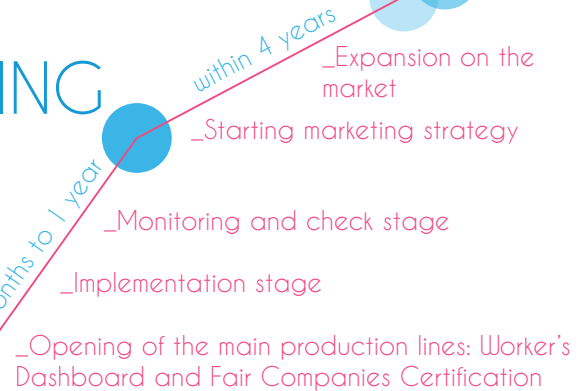
Our platform is designed to be free for the workers, who will be able to use with extreme ease the self-monitoring and self-assessment tools about their rights, having a complete and clear framework: wages' count, earning projection, tax services, comparisons, targeted strategies to employment, and much more.

4.000.000€

FINANCING



DELIVERING



PROJECTING

FOUNDATION

255.000€

- 60.000€ Opening Costs (with hardware, software and office rental)
- 145.000€ Core Team Salaries / Outsourcing
- 20.000€ European Project Planning
- 30.000€ Advertising Campaigns

"The goal of decent work as not just the creation of jobs, but also the creation of jobs of acceptable quality"

ILO

PRODUCTS AND REVENUES

Free utilities for user-workers

Worker's dashboard is the service through which the user-worker can clearly get information about own working life (job profile, self-employment tax, Pension Benefit Statement, shift logs, company information, etc.).

Immediate services for assistance and protection at work: payroll accounting, digital services with legal responsibility and authorization to check and revise the 730 and ISEE compilation in Italy (this market currently has over 300mln € per year).

Area reviews on companies, announcements and job interviews.

Access to the Finder of labor lawyers.

FREE SERVICES + STATE REFUNDS (0.5MLN€)

Fair companies Certification

This certification is made for guarantee by the companies the compliance of the national regulations on safety, health, employment contracts and also the respect of high-quality international standards ILO on ergonomics, stress, and eco-sustainability, with particular attention to stakeholders.

Our certification includes a detailed report, a prospectus for the further fair policy improvement, privileged position of the classified ads in the research findings on the Fair Classified Advertisement Portal and an easy price to join the Coaching & Counseling service.

7MLN€ IN 5 YEARS

Coaching & Counseling

The fair companies are companies that want to take the fair path dedicated, in order to aspire to excellence in safety management and work's quality, in order to contribute to raise the standards; therefore that companies that would be like to share the repercussions of important social nature as well as consciously and actively and that would be like to bet on value added at a competitive level on the market of tomorrow. The platform provides apt tools to individual development:

- Goals advancement, counters and related investment suggestions.

- Detailed and interactive reporting of project growth and progress.

- Access to database information (exclusive statistics about workers and companies).

- Managing relationship's tool between the company and employees (CRM), for enhancing personnel management, company climate and for performance optimization (Kaizen).

- Dedicated recruitment portal and the top position of the advertisements in the research results on the Fair Classified Job Advertisement Portal.

- Free entry to Laborware training courses.

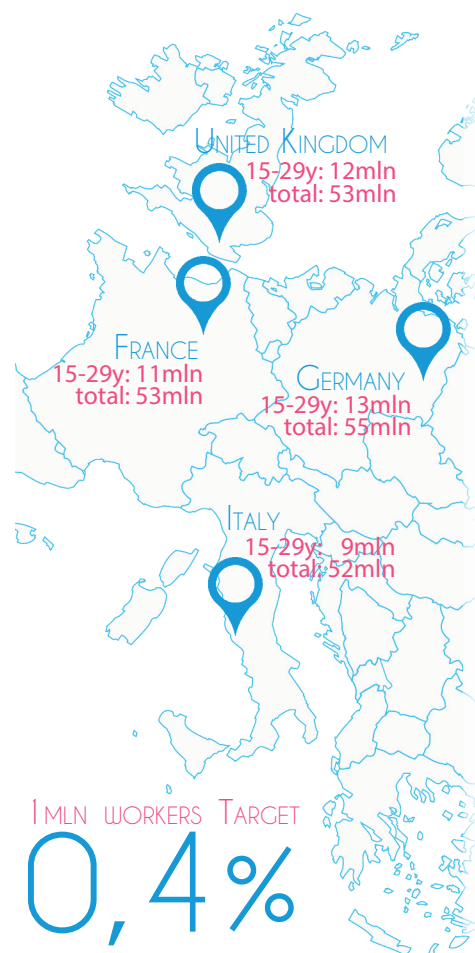
8.5MLN€ IN 5 YEARS

Lawyers' services

Labor lawyers dashboard contains data interfaces and tools available to lawyers for scientific dispute and advanced resolution of labor lawsuits.

Labor lawyers finder is an useful service for the transparent and immediate consulta-

AREA TARGET WORKING AGE POPULATION

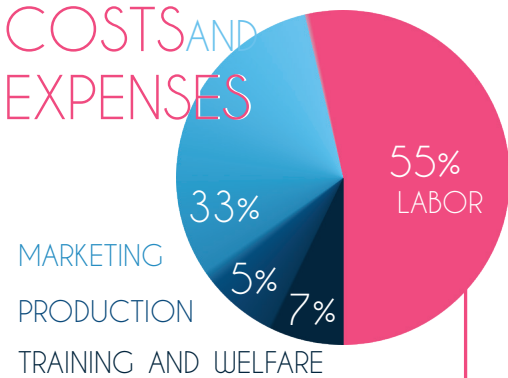


-tion of the list of Labor lawyers registered on the platform

0.5MLN€ IN 5 YEARS

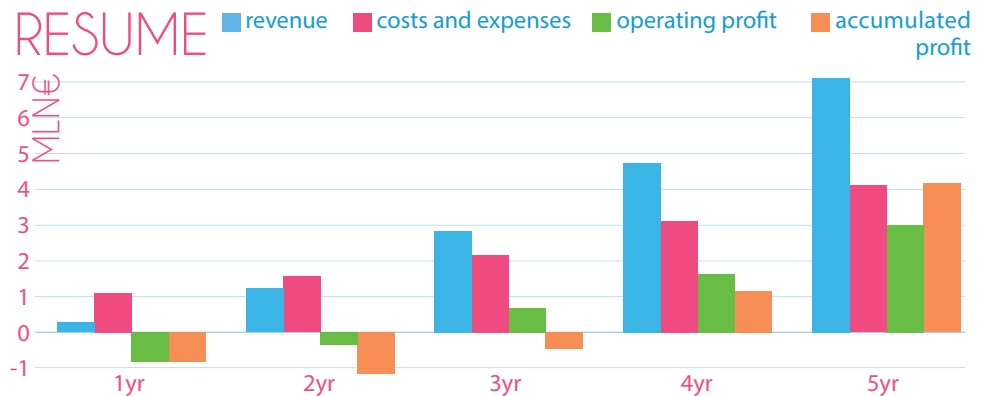
> 16MLN€
REVENUE TARGET (5YR)

COSTS AND EXPENSES



- 10% C LEVEL EXE
- 21% SOFTWARE
- 6% GRAPHIC
- 5% HARDWARE
- 21% LABOR LAW
- 18% MARKETING
- 5% ADMINISTRATION
- 5% FINANCE
- 9% CUSTOMER SUPPORT

RESUME



An accurate economic and financial forecast of a start-up is an hard affair, especially if it deals with products that don't exist on the market yet, and also because of the lack of previous experiences.

We are making a particular investment effort in the marketing area. The digital nature of the platform evaluates the advertising as a possibility of converting in customers our readers.

In order to glimpse wider international scenario, the work's organization will be bettered, keeping taking care of technology's maintenance and continuous updates.

Certification is the apt product to penetrate in the market.

As a result the certified companies will be encouraged, both by commercial offer and by the interest in accessing our technology, to buy our counseling services.

Through this strategy, we plan to incite the potential customers producing an optimum revenue in the early years and simultaneously and gradually building up the customer's loyalty about the most advanced consultancy's product.



We are all responsible for sustainable growth. Believing in Laborware will be contributed to the Goal 8 of the UN 2030 Agenda, alongside the great work which ILO attends to a social justice matter and to the decent work's promotion. These are the ideological starting points in this scenario of global progress: the value of human labor meant as rights in continuous evolution, always in step with the times and never static.

The goal of the decent work concept takes priority on the project Laborware.

The strength of the platform is the possibility to have a quick consultation of the respect for workers' rights and values: the workers can check personally all aggregated statistics almost in real time. Nevertheless, Laborware is not only like that, but it is also a research and development laboratory, for its own structure, which aims to define new standards about the work's quality.

For Laborware the future will be represented by companies that believe in principles of equality and sustainable development: a vision of a shared future based on the value of the human work's quality consequently highlighting the social value of the final product.

We believe in a less polarized market environment, where the rules of the different legal systems are respected, where the directive is to resort to international standards about the work's dignity, and to invest in the workers' safety and health, in training and welfare, which are an important item in the company balance sheet.

This shared and interactive affair between workers and companies, between business networks and institutions, will be perceived tangibly by the community as part of the global social value and it will be identifiable directly in the improvement of working conditions as well as in the same products and services on the market.

In this perspective, sustainable development for the fair companies marks also a competitive advantage, with virtuosos social effects. Indeed, the workers' degradation in unfair companies must result in the budget, affecting negatively the quality of their products.

The platform has in its nature the potential to be able, on large-scale, to reward companies that have already begun to invest on the fair path and that want to activate shared paths with all companies involved in our project. Laborware can actively participate in this kind of future, providing advanced tools generally for economic sustainable growth and in particular on a human scale, in order to achieve as soon as possible the goal of decent work.



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