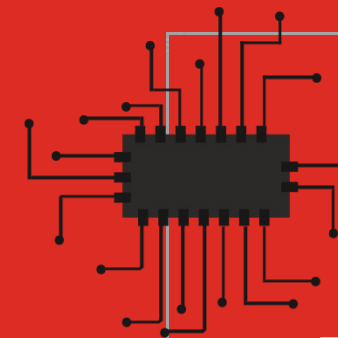


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# DeverPOS

Most complex mobile  
ERP+POS suite for  
the HoReCa and  
hospitality industries

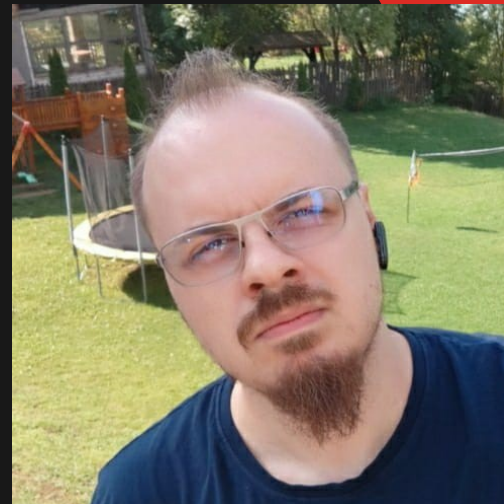


# Team deversoft



Valentin Cozma –  
CEO, Founder

22 years of java+linux ,  
18 years of entrepreneurship in Horeca  
and Retail ERP / CRM



Andrei Tichilesteanu  
CTO, customer success,  
DevOps, CoFounder

Strong Linux and Business Knowledge  
Working together since 2013



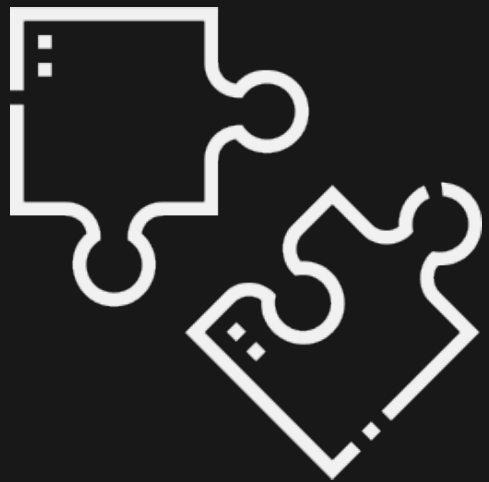
Andrei Ionita  
Customer success,  
CoFounder

The most patient human being ;  
working together since 2012



Adrian Flutur  
Frontend Engineer,  
CoFounder

Learnt Flutter by himself ; working  
together since 2019



# Problem

## Outdated Legacy Systems and Limited Functionality

Legacy ERPs are : old, expensive, on-premise, hard to maintain, unsecure, not cloud accesible, non-interactive.

## Hard to setup and maintain an online store

Even with free tools like wordpress and shopping carts, it's hard to go online and to keep those systems updated.

Traditionally the online store has been external to the ERP, which is no longer acceptable .

## Inadequate Data Protection and Security Risks

Stakeholders are increasingly concerned about data protection and security risks in an ever-digitizing world.

A single vulnerability can undermine consumer trust and compromises the reputation of establishments, leading to potential legal and financial repercussions.

## Little rewards leads to poor consumer retention

Relying too much on platforms and not building own consumer loyalty programs ( missing tools, manpower, knowledge or consumers' data ) shifts the consumer loyalty from the service provider to the platform .





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# Solution

## AI-enabled Cloud ERP

DeverPOS offers an interactive ERP, in cloud, with native apps for each OS (Android,iOS,Windows,Linux,MacOS) , more secured and cheaper .

DeverPOS can integrate AI and other automations via microservices architecture .

## Go online really fast

DeverPOS provide a easy and fast way to sell online ( via deverTOP consumer app ) , without the need of shopping cart engines and all .

## Data Protection and Enhanced Security Measures

DeverPOS prioritizes data protection and security with a security-by-design principle, ensuring businesses and their customers are protected from data breaches , fines and unauthorized access. By building trust and confidence, DeverPOS enables stakeholders to focus on delivering exceptional services while meeting the highest standards of data security and privacy.

## Easier to build and maintain consumers' loyalty

DeverPOS achieves that by building loyalty-centered consumer application . The consumer accumulates points, gets direct discounts, can order online, can order in-restaurant , saves time by button-calling the operators .



# Competition

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Maitre'D®

POSERA



TouchBistro®



lightspeed

toast



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# Competitive Advantages

All-in-One  
ERP Solution

Mobile-First  
Flexibility by design

Customer-First  
Experience

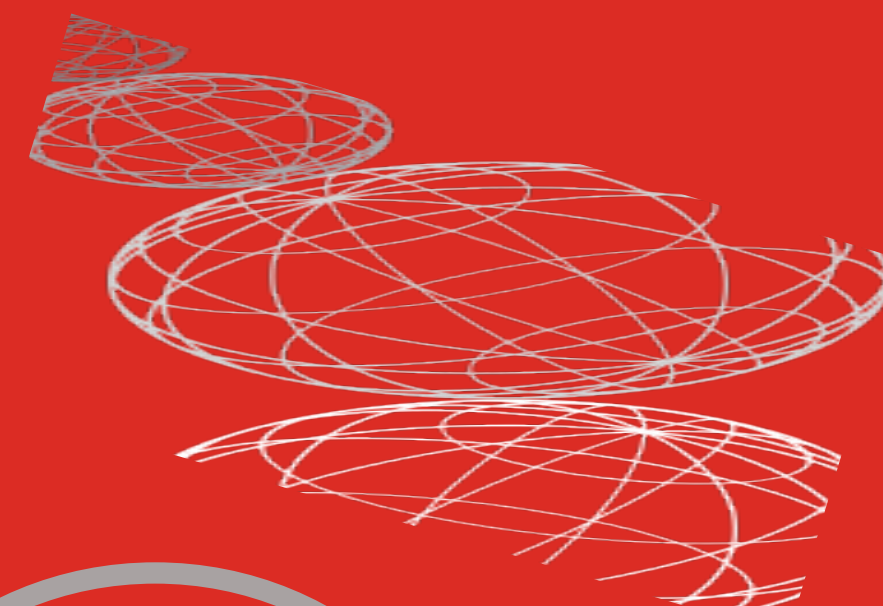
AI-enabled  
Process Automation





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# Target Market



T.A.M.

€720  
M

S.A.M

€215  
M

S.O.M

€20  
M



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# Business Model

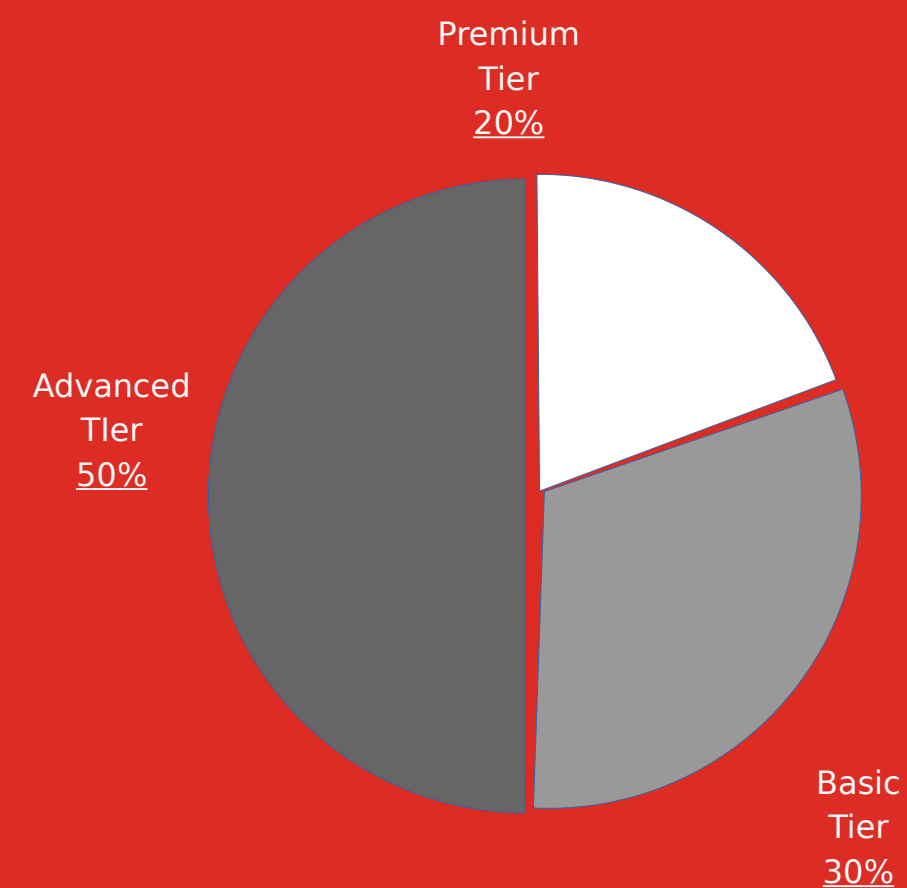
B2B

SMEs - Monthly Subscription Plans

Basic Tier - €50

Advanced Tier - €100

Premium Tier - €150







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# Roadmap

2024

150 SMEs  
€171K ARR

2025

500 SMEs  
€570K ARR

2026

2.500 SMEs  
€2.85M ARR

2027

7.500 SMEs  
€8.55M ARR

2028

15.000 SMEs  
€17.1M ARR