

# Dever Soft @ HTW 2024

## Company history

Established 2016, since 2005 in the POS & ERP software, bootstrapped . Went through 2 financial crisis and daily romanian financial chaos .

## Founding team

Valentin Cozma, CEO , since 2005

Andrei Tichilesteanu, CTO , since 2013

Andrei Ionita, CSO, since 2012

Adrian Flutur, senior UX , since 2019

## Current Projects

**#1 POSConnect** ( seeking founding ) → Faster & safer card payments to brick and mortar shops. - **PITCH DECK HERE**

Production, 300 licenses, many of them bought by our competitors on other verticals  
**Partners** Magister, Sedona, CitySoft, AppSmart, S2S

**#2 deverPOS** ( seeking founding ) → Mobile+cloud rewrite of 20 years of POS and ERP experience , in a single fast native app - **PITCH DECK HERE**

DeverPOS addresses **many verticals** : restaurant, beach, shop, retail, fast food, hotel\*, canteen, SPA, showrooms, SFA, invoicing and e-invoicing .

DeverPOS runs natively on **any device** : Android phones & tables, iPhone and iPad, macOS, Windows, Linux, Android bank POS , All-in-ones .

Modern and fast **architecture** , embedded **NFC** and QR actions . **Microservices** and event-bus allows us to easily **integrate** with other apps.

Production since may 2023, 1 medium client, 3 smaller clients

**Partners** IT Genetics

**#3 deverTOP** ( seeking founding ) → Online and in-store **loyalty** and **ordering app** . - **PITCH DECK HERE**

Production since august 2023 at Marquardt Sibiu canteen.

Customer facing app of the deverPOS + deverTOP dual-app loyalty and ordering solution .

**#4 deverFood suite** → the 20 years old legacy POS and ERP app suite that got us so far .

Production since 2005 , with some big clients like **Face Convention Center, Continental Automotive Sibiu**, Marquardt, Kuka, IFM etc. Even kept a **hospital** with 40 seats , from 2011 to 2019 .

**Partners** IT Genetics, Eutron, Milo Trading, Fiscal Service, Casa Radulescu and others

**#5 FiscalWire** → cash register driver application for Datecs , over 40k licenses sold and counting .  
Production since 2018 at **Vodafone Romania SA, Orange, Fan Courier , Romstal**, lot of pharmacies etc.

**Partners** Danubius Exim, IIRUC, Eutron, Sedona, Informedia, Ready, Bhrams, Sonic , and other 400 resellers .

## Goals

We are seeking an **investment** in POSConnect , deverPOS or deverTOP , or the entire company , of 500k euros for 15% equity .

We want to build a **loyalty-driven marketplace for local services**, based on the deverTOP (customer) and deverPOS (operator) applications .

We want to **expand globally** with POSConnect , deverPOS or deverTOP apps.

## Contact

Investment : Valentin Cozma, +40730096543 , [valentin@deversoft.ro](mailto:valentin@deversoft.ro)

Email : [suport@deversoft.ro](mailto:suport@deversoft.ro)

Thank you for taking the time !