

# INVESTOR DECK

1. Quick Snapshot
2. The Problem
3. The Solution and Insight
4. AI In Action
5. Market Size
6. Current Alternatives
7. Revenue Streams
8. Why Now?
9. The Founding Team



# PRM BOX

Partner Cloud Platform



**Yogesh Huja**

PRMBOX.COM

**FOUNDER**

**2023**

FOUNDED

**20**

EMPLOYEES



**+971 509292650**

yogesh@prmbox.com

prmbox.com

WHAT WE DO

**SAAS TECHNOLOGY**

TOP SERVICES

**AI Chatbot, Channel Management, Partner Apps.**

ELEVATOR PITCH

**Transforming partner management with AI-driven insights for exponential channel growth and efficiency.**

IDEAL CLIENTS

**Enterprises seeking streamlined partner management with AI-driven intelligence and security compliance.**

TOP COMPETITORS

**Salesforce PRM, Channeltivity , Impartner PRM.**

STAGE

**MARKET VALIDATED**

RAISED TILL DATE

**\$0.5 Mn**

COMPANY VALUE

**TBD**

LAST YEAR REVENUE

**\$0.5 Mn**

LOOKING TO RAISE

**\$1 Mn**





---

# THE PROBLEM

- Think of an enterprise or business planning to grow in a new geography and is seeking partners.
- **In light of above do you agree that...**
  1. It will quite time consuming to **find right partners** & do **transparent evaluation** to ensure trust & compliance.
  2. Next, once partners are identified the **onboarding, training & communication** is another continuous mammoth task.
  3. Finally, how will enterprise ensure that partner and their **sales teams get consistent leads** for their capability in assigned territory.

If you think this is worth a problem to solve & it has a big enough market size, then next slides unveils our vision and growth roadmap.



---

## THE SOLUTION

1. PRMBox.com - AI powered **high performance** partner relationship management cloud platform.
2. We don't only solve the **digitalization and automation** of partner workflows and its processes but take it to last mile of real objective and that is enabling sales.
3. We do this by **training enterprise data using AI models** and do the right dot mapping with every individual in the ecosystem for real intelligence to **boost sales**.





# AI IN ACTION

Processed  
from 1Bn+  
Data Points

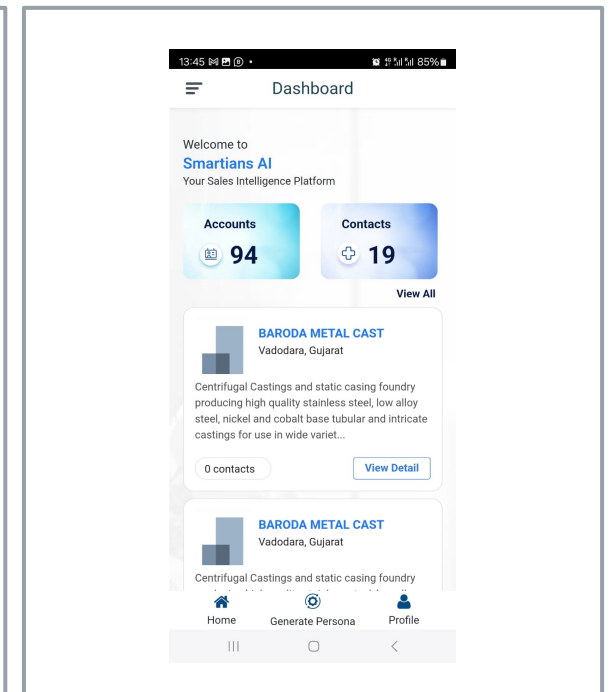
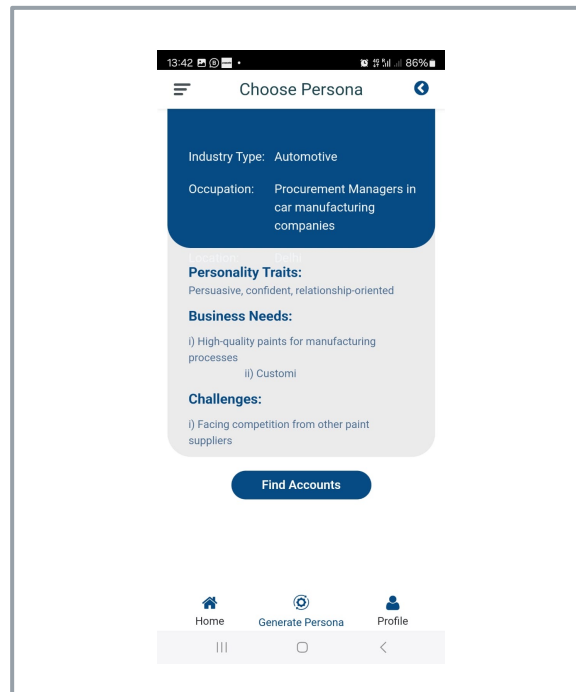
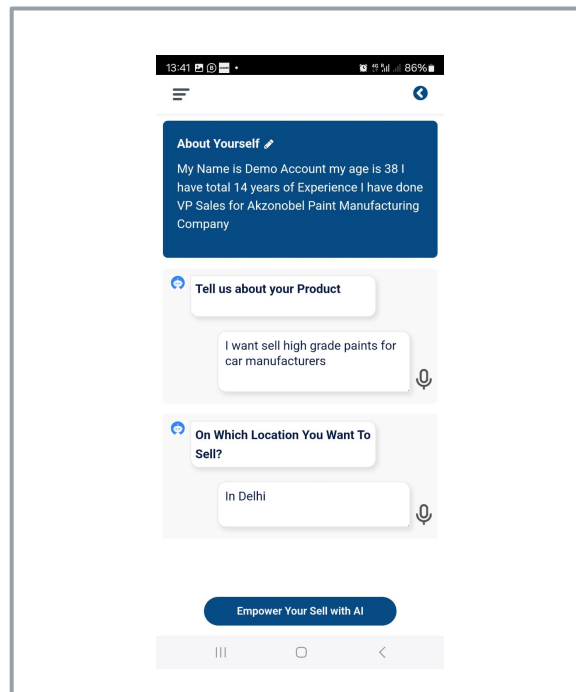
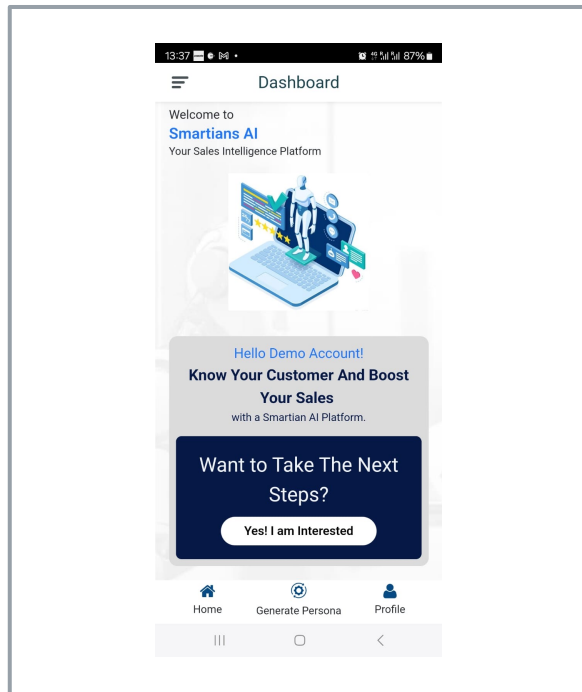
## GET RIGHT B2B LEADS WITH BUYING INTENT...

Get Leads on the Go

What & Where to Sell

AI Generated Buyer Persona

Leads On Demand







# MARKET SIZE

- PRM Cloud Market
  - Partner Relationship Management market revenue totaled **US\$ 73.47 Billion** in 2022.
  - The PRM market is expected to reach **US\$240.88 Billion** by 2030
  - Growing at a **CAGR of 16%** from **2022 to 2030**
- B2B Lead Generation
  - Lead Demand in partner networks is currently at **US\$ 19 Billion in 2023**.
  - It is expected to reach **US\$37 Billion** by 2030
  - Growing at a **CAGR of 11.91%** from **2022 to 2030**





# CURRENT ALTERNATIVES : KEY FEATURES

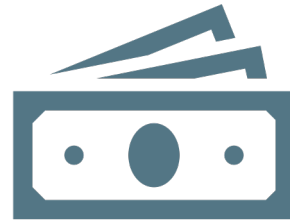
 <b>Allbound</b>	 <b>Channeltivity</b>	 <b>Impartner PRM</b> Impartner	 <b>Salesforce PRM</b> Salesforce
<b>Partner Relationship Management (PRM) Features</b>	<b>Partner Relationship Management (PRM) Features</b>	<b>Partner Relationship Management (PRM) Features</b>	<b>Partner Relationship Management (PRM) Features</b>
Asset Management <input type="checkbox"/>	Asset Management <input type="checkbox"/>	Asset Management <input type="checkbox"/>	Asset Management <input type="checkbox"/>
Business Plans <input checked="" type="checkbox"/>	Business Plans <input type="checkbox"/>	Business Plans <input type="checkbox"/>	Business Plans <input checked="" type="checkbox"/>
Channel Marketing Automation <input type="checkbox"/>	Channel Marketing Automation <input checked="" type="checkbox"/>	Channel Marketing Automation <input checked="" type="checkbox"/>	Channel Marketing Automation <input checked="" type="checkbox"/>
Collaboration Tools <input checked="" type="checkbox"/>	Collaboration Tools <input checked="" type="checkbox"/>	Collaboration Tools <input checked="" type="checkbox"/>	Collaboration Tools <input checked="" type="checkbox"/>
Compliance Management <input checked="" type="checkbox"/>	Compliance Management <input checked="" type="checkbox"/>	Compliance Management <input checked="" type="checkbox"/>	Compliance Management <input checked="" type="checkbox"/>
Deal Management <input checked="" type="checkbox"/>	Deal Management <input checked="" type="checkbox"/>	Deal Management <input checked="" type="checkbox"/>	Deal Management <input checked="" type="checkbox"/>
Deal Registration <input checked="" type="checkbox"/>	Deal Registration <input checked="" type="checkbox"/>	Deal Registration <input type="checkbox"/>	Deal Registration <input checked="" type="checkbox"/>
Lead Generation <input type="checkbox"/>	Lead Generation <input type="checkbox"/>	Lead Generation <input type="checkbox"/>	Lead Generation <input type="checkbox"/>
Lead Sharing <input type="checkbox"/>	Lead Sharing <input checked="" type="checkbox"/>	Lead Sharing <input checked="" type="checkbox"/>	Lead Sharing <input checked="" type="checkbox"/>
Partner Onboarding <input checked="" type="checkbox"/>	Partner Onboarding <input checked="" type="checkbox"/>	Partner Onboarding <input checked="" type="checkbox"/>	Partner Onboarding <input checked="" type="checkbox"/>
Partner Portal <input checked="" type="checkbox"/>	Partner Portal <input checked="" type="checkbox"/>	Partner Portal <input checked="" type="checkbox"/>	Partner Portal <input checked="" type="checkbox"/>
Performance Metrics <input checked="" type="checkbox"/>	Performance Metrics <input checked="" type="checkbox"/>	Performance Metrics <input checked="" type="checkbox"/>	Performance Metrics <input checked="" type="checkbox"/>
Rewards Programs <input checked="" type="checkbox"/>	Rewards Programs <input type="checkbox"/>	Rewards Programs <input type="checkbox"/>	Rewards Programs <input type="checkbox"/>
Workflow Management <input checked="" type="checkbox"/>	Workflow Management <input checked="" type="checkbox"/>	Workflow Management <input checked="" type="checkbox"/>	Workflow Management <input checked="" type="checkbox"/>

---

## REVENUE STREAMS



PRM Cloud Platform  
Subscriptions



AI Instant Lead Generation  
Pay as You Go - CREDITS



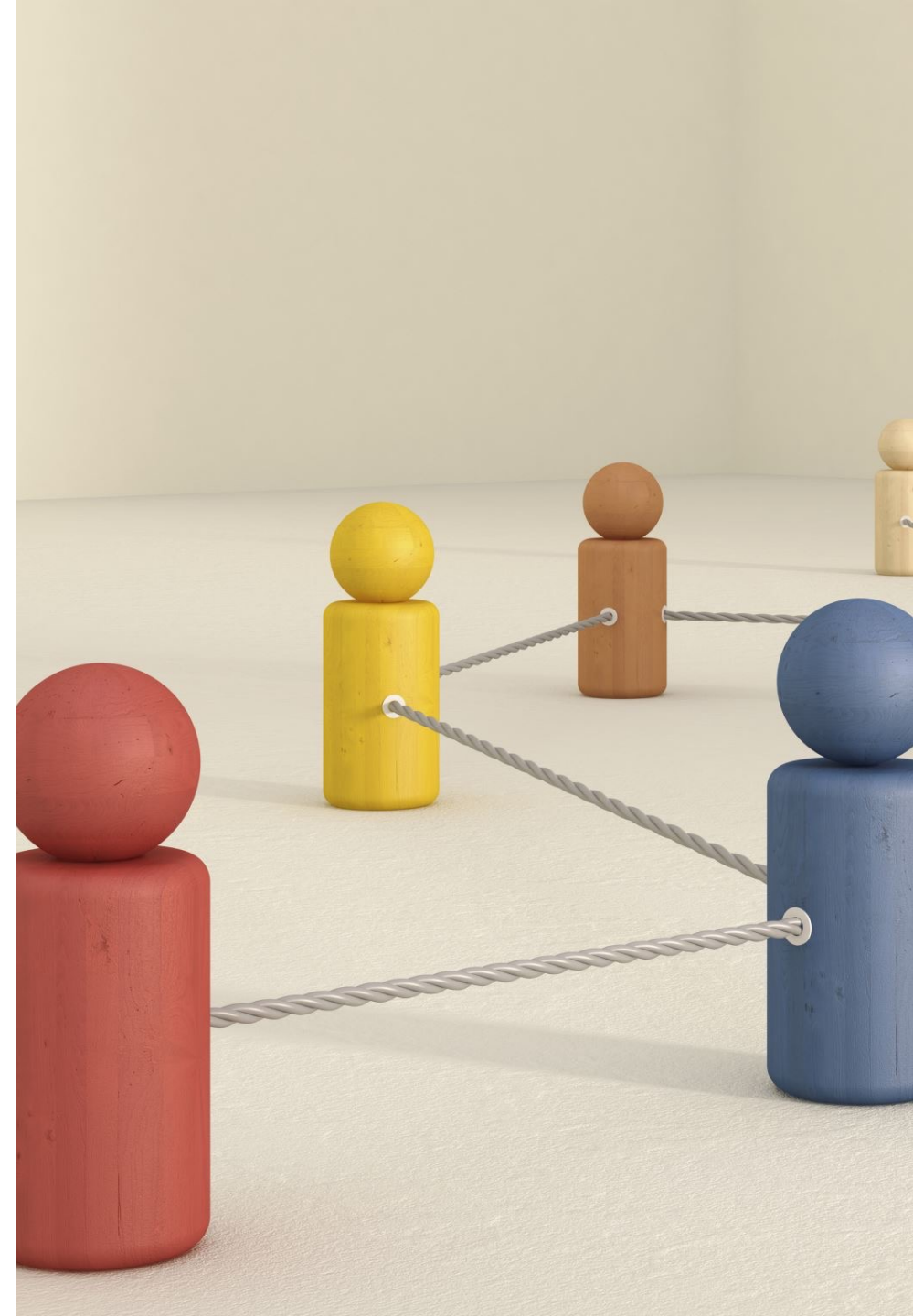
Enterprise Private  
Managed PRM Cloud & AI



---

## WHY NOW ?

- PRMBox is a well established PRM suite solving the needs of customers like **Honda, Konica Minolta, Bausch & Lomb, Nittera and more** since last 10 years+.
- With evolution of AI this product brings immense potential to scale. Further our vision to **enable B2B leads** makes it very unique in boosting channel sales of enterprises.
- We have a skilled tech team and leadership team with **subject matter expertise** in managing partner networks of large enterprises.
- With growing opportunities in **APAC & GCC** this is the right time to speed up product innovation with AI.



# THE FOUNDING TEAM & ADVISORS



**Yogesh Huja**  
Founder, CEO

**20+ years** in  
Entrepreneurship &  
Technical Sales in IT

AI Expert & Tech Architect



**Kapil Goel**  
CFO

**20+ years** in  
Entrepreneurship &  
Finance Professional

MBA Finance from IIM



**Shivani Huja**  
COO

**17+ years** in software  
and app development.

Execution Specialist with  
ITIL & PMP Certifications.



**Saurabh Minocha**  
Sales & Marketing

**10+ years** in marketing  
communications and BI.

Avid Pro Mountaineer & Rescue  
Specialist in all conditions.



**Esa Matti Harkke**  
Mentor & Advisor

**30+ years** in Market  
Research and Growth  
Programs by Finverra.

Founder of Market  
Research Advisory  
Finland



**Ajit Vohra**  
Mentor & Advisor

**30+ years** in Industry &  
Ex-CFO for IGT which  
made \$800 Million Exit in  
last 3 years.

Currently mentoring  
growth companies in  
EMEA.



**5 Certified Techies**  
Low Code Practice Team

We're having a core  
team of 4 techies & a  
solution architect on  
OutSystems Practice.

Currently working with  
large enterprise  
implementation.

Combining 100+ years of business, commercial, sales and technology expertise, our team has all it takes to **become a leader in the Low Code App Development Space and drive the business towards profitability.**