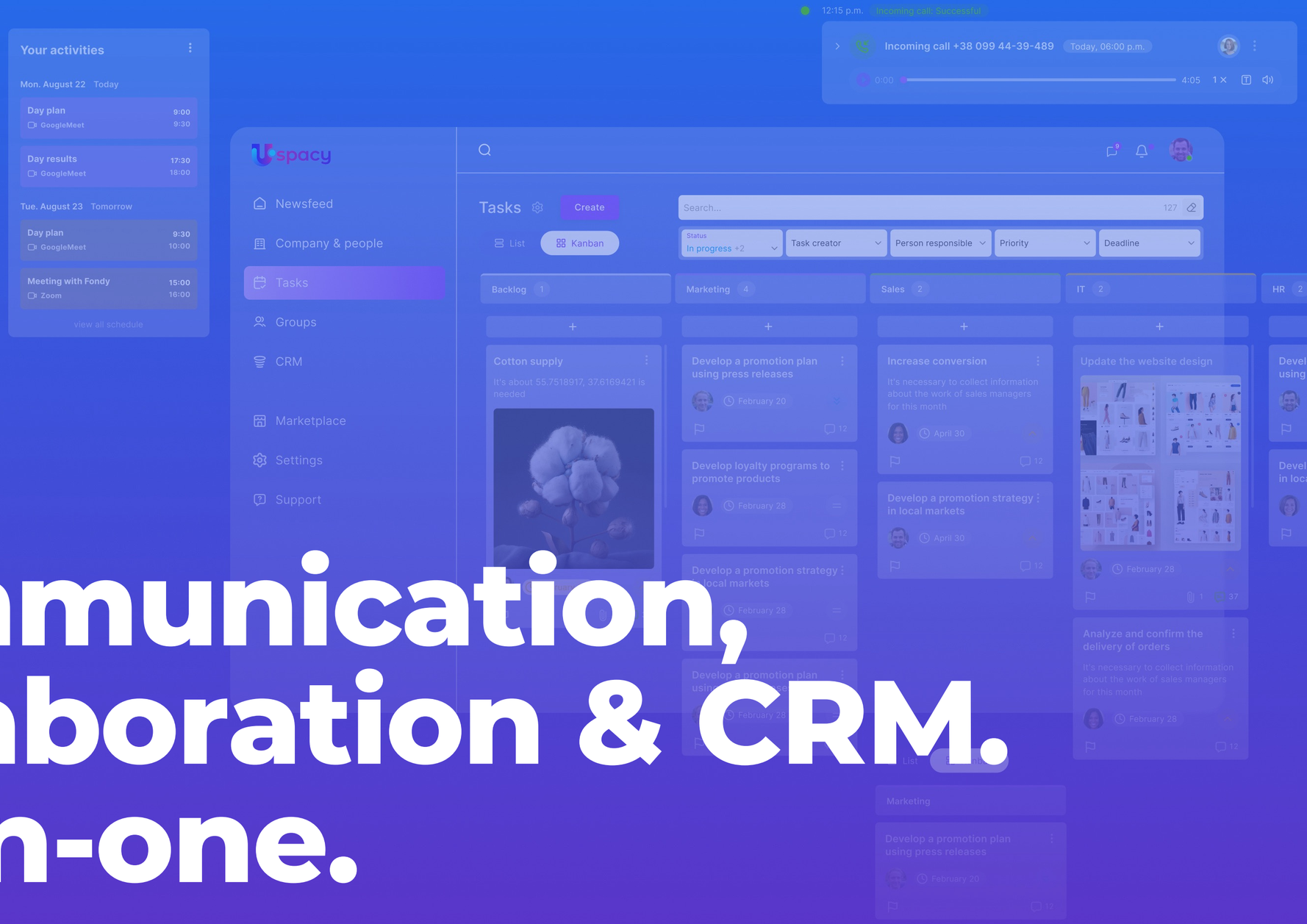



# Communication, collaboration & CRM. All-in-one.

Entrepreneurs, who already understand the need to manage company processes, can find a lot of tools to help them do this.

However, people don’t want to deal with multiple products — it’s more convenient for them when everything they need is available in one place.

**Different user experience**

**Poor integration between different products**

**Difficulties in hiring and firing users**

**Maintenance and support of various solutions**

**Payment for multiple products at the same time**

Uspacy is an online service, a single digital workspace for organizing the daily processes of small and medium-sized companies: modern communication, collaboration, and CRM.

# Communication, collaboration & CRM All-in-one.

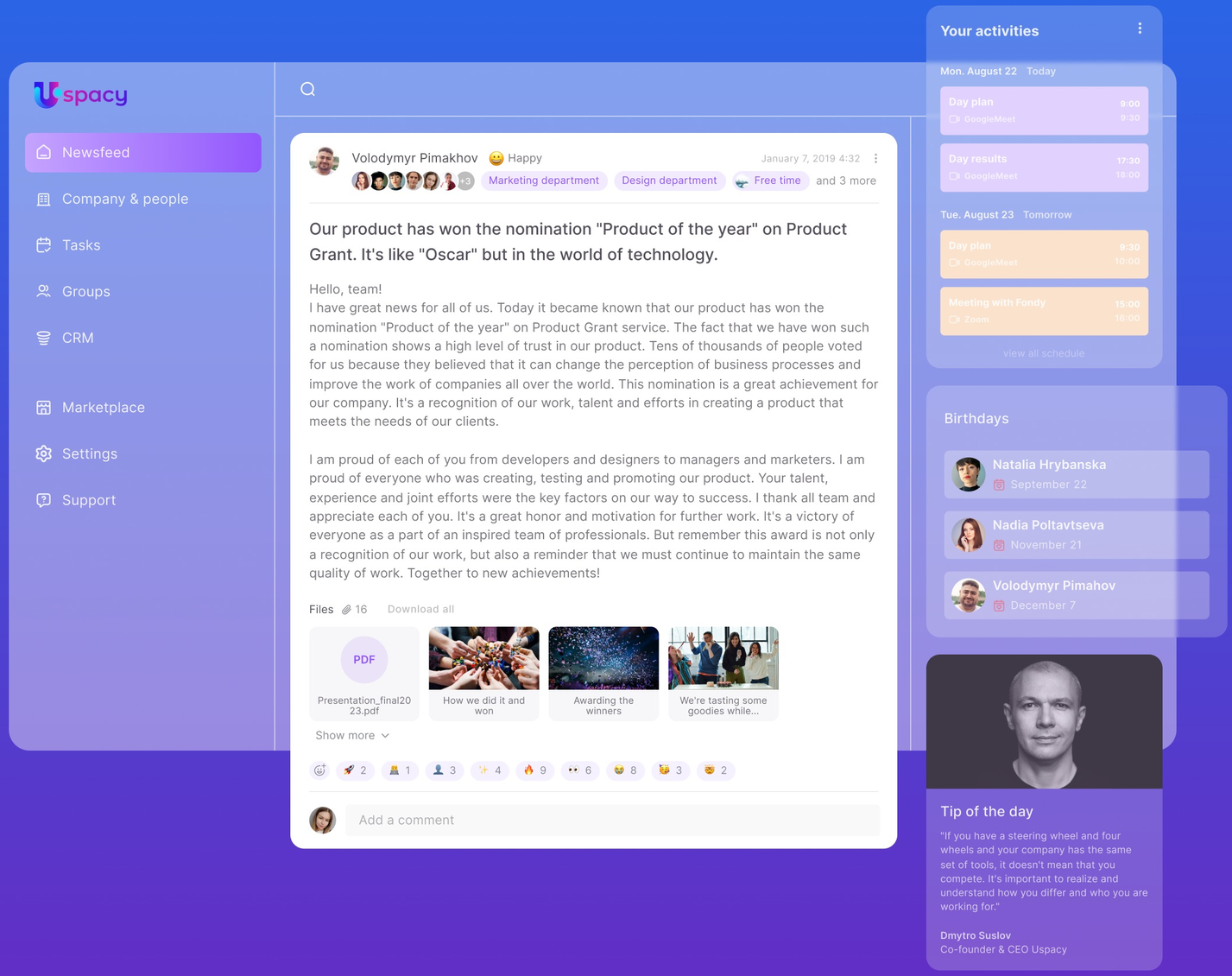
**A single interface and common user experience**

**A single product for the company's business processes**

**Easy administration of hires and layoffs**

**Support in a single window**

**A lot of possibilities for the price of one product**


uspacy
Newsfeed
Company & people
Tasks
Groups
CRM
Marketplace
Settings
Support
Volodymyr Pimakhov
Happy
January 7, 2019 4:32
Marketing department
Design department
Free time
and 3 more
Our product has won the nomination "Product of the year" on Product Grant. It's like "Oscar" but in the world of technology.
Hello, team!
I have great news for all of us. Today it became known that our product has won the nomination "Product of the year" on Product Grant service. The fact that we have won such a nomination shows a high level of trust in our product. Tens of thousands of people voted for us because they believed that it can change the perception of business processes and improve the work of companies all over the world. This nomination is a great achievement for our company. It's a recognition of our work, talent and efforts in creating a product that meets the needs of our clients.
I am proud of each of you from developers and designers to managers and marketers. I am proud of everyone who was creating, testing and promoting our product. Your talent, experience and joint efforts were the key factors on our way to success. I thank all team and appreciate each of you. It's a great honor and motivation for further work. It's a victory of everyone as a part of an inspired team of professionals. But remember this award is not only a recognition of our work, but also a reminder that we must continue to maintain the same quality of work. Together to new achievements!
Files 16
Download all
PDF
Presentation_final2023.pdf
How we did it and won
Awarding the winners
We're tasting some goodies while...
Show more
Add a comment
Your activities
Mon. August 22 Today
Day plan
GoogleMeet
9:00
9:30
Day results
GoogleMeet
17:30
18:00
Tue. August 23 Tomorrow
Day plan
GoogleMeet
9:30
10:00
Meeting with Fondy
Zoom
15:00
16:00
view all schedule
Birthdays
Natalia Hrybanska
September 22
Nadia Poltavtseva
November 21
Volodymyr Pimahov
December 7
Tip of the day
"If you have a steering wheel and four wheels and your company has the same set of tools, it doesn't mean that you compete. It's important to realize and understand how you differ and who you are working for."
Dmytro Suslov
Co-founder & CEO Uspacy

**A set of online tools in a single service instead of separate products**

**Modern api-based architecture**

**Real glocalization**

**Attractive partner program (sales, implementation)**

# Vision

Sustainable development of entrepreneurial culture by using modern tools that improve business efficiency

# Mission

Enable companies to organize daily work processes with the help of online tools in a single workspace. It will increase companies' efficiency, keeping the focus on the result.

spacy Business model

# Product

Online service, a single digital workspace for organizing the daily processes of companies. Communication, collaboration and CRM.

All-in-one

## Client and value proposition

Clients — entrepreneurs of small and medium-sized businesses.

Value — organization of daily processes and the improvement of business efficiency.

## Profit structure

Income: SaaS subscription (freemium model).

Costs: R&D, marketing, infrastructure maintenance.

## Strategic control

Technological efficiency.
Partner network.

## Key partners

The members of the partner program.

Popular platforms and tools, the integration with which creates additional value for users.

Marketplace app developers.

## Key processes

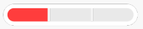
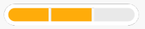
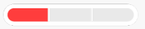
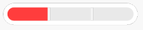
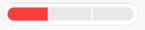
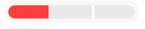
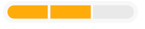
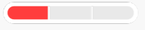
- software development;
- communication marketing;
- glocalization;
- team building;
- support and service.

## Key resources

Human capital.

Expertise in creating strategies and technical solutions, work with partners, marketing, user service and support, work with customer experience.

spacy Competition

| | | spacy | monday.com | Notion | Bitrix24 |
|---|---|---|---|---|---|
| **Product & implementation** | Set composition | Communication, collaboration, CRM | Project management, collaboration, CRM | Project management, collaboration, knowledge management | Collaboration, CRM, Sites & Stores, HR & Automation |
| | Open API | |  |  |  |
| | Possibilities of customization | API-based architecture, open API | Open API (restricted opportunities) | Open API (restricted opportunities) | Open API (restricted opportunities in cloud), On-Premise Edition |
| | Marketplace | |  | |  |
| | Implementation | Partners, self implementation | Self implementation | Self implementation | Partners, self implementation |
| **Partner program** | Attractiveness | | |  |  |
| | Tools and activities | | | | |
| **Business model** | Focusing | Small and medium-sized businesses | Medium-sized & Enterprise | Small, medium-sized & Enterprise | Micro, small, medium-sized & Enterprise. No focus. |
| | Sales model | Freemium, per user, 3 plans. So simple! | Freemium, per user, 5 plans (incl. Contact us) | Freemium, per user, 4 plans (incl. Contact us) | Freemium, flat fee, 5 plans (incl. Contact us) |
| | Glocalization | | | |  |

**ARPPU**

**€63.2**

**MAU**

**6534**

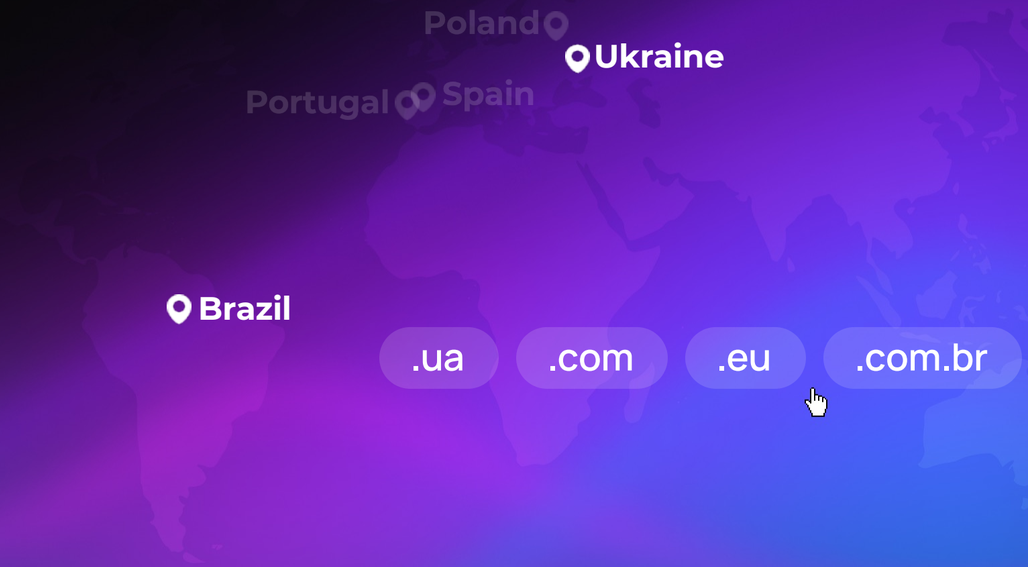
**MOM**

**670%**

**More than**

**1800** accounts / **60** paying clients

40% on annual subscription



# Uspacy Road Map

**Bootstrapped**

# $330k

**Seed expectation**

# $1.3M

**Runway 9 months**

- hiring people for product, development and marketing
- product-market fit
- communication and performance marketing in the markets of presence
- 1200 paying users
- ARPPU $200

# What do we expect from Viva Technology?

We would like to know about the peculiarities of the European market and we are also looking for local partners and investors from France.

VIVA TECHNOLOGY
JUNE 15-18, 2022 / PARIS

## Dmytro Suslov

CEO

18 years of management experience.

More than 10 years of management in SaaS company.

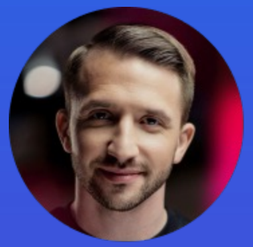
Executive MBA diploma with honors of Kyiv-Mohyla business school.

## Kyrylo Melnychuk

CTO

17 years of experience in commercial software development.

14 years of successful management of IT outsourcing company.



## Spartak Polishchuk

CPO

6 years of experience in CRM integration.

3 years of successful business management.

3 years of experience in apps and microservices development as a product owner.

## Volodymyr Pimakhov

head of UI/UX

25 years of experience in design.

9 years of experience in CRM systems development, design of scenarios and tools that improve UX.

… and more then 30 people with experience in development, design, marketing and service!

# Thank you!
# www.uspacy.eu