



FINBOA | HOUSTON, TEXAS

<https://www.finboa.com> | dsingal@finboa.com | 281-503-1233

FINBOA eliminates time consuming steps required for compliance with a SaaS process automation platform resulting in massive efficiency gains for institutions.

Financial Information

- Company Stage: Seed
- Previous Capital Raised: \$120,000 (self funded)
- Current Monthly Net Burn: \$25,000
- Pre-Money Valuation: \$6,000,000
- Capital Seeking: \$1,000,000

Traction

FINBOA went live with a Reg E solution at the end of 2017. We now have just under 50 customers with \$280,000 in ARR. The Reg E Solution has evolved to a process automation platform.

Greatest Needs for Next 6 Mos. - 1 Year

- Demand & sales effectiveness
- Growing team effectively
- Launching pre-configured vertical solutions

Management Team

Dheeraj Singal | Founder : Serial entrepreneur with 29 years working with banks, delivering solution like digital banking, payday lending and brokered deposits.

John Griffin | Customer Success: 28 years experience in ambulance manufacturing leading teams and working with customers in sales and service.

Problem

Teams are setup to manage exceptions, fund loans, and maintain accounts to stay compliant. Processes are inefficient with manual or patched solutions that are error prone.

The problem is growing. The volume of electronic transactions and digital transformation initiatives requires faster execution in back office processes.



Solution

FINBOA's unified process automation platform simplifies management of these complex processes with simple rule based one-click automations that improve operational efficiency, customer experience and regulatory compliance.

The Market

The process automation market was \$8B in 2018. Banks and Credit Unions account for about 50% of this market. The market for our first process automation solution is 150M ARR.

Competitors (Reg E)

- FIS – Dispute Tracking
- FISERV – Dispute Tracking
- Q2 – Dispute Tracking
- CSI – Dispute Tracking

Competitive Advantage

- Speed of Execution – 3x
- Streamlined integration with bank core.
- No code automation builder.
- Quick setup and process customizations.

Marketing Strategy

- Direct sales model.
- Partnerships with firms focused on compliance audits.

Revenue model

SaaS per process model.

	2019	2020	2021	2022
Revenue	324,315	1,039,520	3,150,020	7,101,020
EBITDA	22,407	92,563.50	1,699,346	4,929,919