



Quartix | CHARLOTTE, NC

<https://goquartix.com> | noam.mani@goquartix.com | 704-303-4323

*We help midcap clients **pay vendors later** to improve their **cash flow** and **working capital***

Financial Information

- Company Stage: Post Rev, Product Dev
- Previous Capital Raise: \$1M+
- Current Monthly Net Burn: \$25,000
- Pre-Money Valuation: \$10,000,000
- Capital Seeking: \$500,000

Traction

- 15+ midcap clients and vendors use Quartix
- ~\$10M of invoices financed
- 5 Funding partners
- Recently partnered a private equity firm to serve its portfolio companies
- Speak with 10+ banks about a SaaS model.

Greatest Needs for Next 6 Mos. - 1 Year

Making our platform 'bank ready' from a technology standpoint.
Improving our sales & marketing infrastructure.

Management Team

Co-Founder | CEO, Noam Mani: An experienced entrepreneur with background in leading financial consulting firm.

Co-Founder | COO, Dror Polak: An ex Citibank executive with 15+ years of experience in the trade finance and commercial banking worlds

Problem

When our client wants to extend vendor payment terms today, it has to fight a win / lose battle with these vendors. High friction. Difficult.

Solution

We offer our clients simple ways to pay later – either by making its payment term discussions with vendors a win / win, and by allowing it to pay **us** later while we pay vendors on time.

The Market

A \$1.8Tn opportunity. Two segments – Fortune 1000 and commercial / midcap clients (\$50M-\$5B annual sales). We target the latter, which account for 45% of the market, and is today effectively untapped

Competitors

- **Direct:** Greensill, Primerevenue, Taulia
- **Indirect:** Banks, ABL lenders

Competitive Advantage

Flexible product implementation (technologically and operationally) and Financial Institution partnerships are key to succeed in our space. We bring 30+ years of experience in both areas.

Marketing Strategy

We have 4 GTM channels:

1. An **ambassadors** network, combined with a proprietary marketing platform we developed. This is how we generated our initial traction.
2. **Private equity** partnership. We help improve performance of their portfolio companies.
3. A **SaaS partnership with banks**. For more details [click here](#)
4. **Viral growth** of our network. Client brings their vendors which bring their clients etc.

Revenue / revenue model

- We charge a certain pct of the volume of invoices that go through our platform (**spread**).
- We are **net positive** in term of margins
- 2020 expected run-rate top line **\$750K-\$1M**