



## NEXTAL SOLUTIONS INC.

### One line pitch:

We offer a SaaS Solution that helps job recruiters optimize their entire work within a single platform and attract the best candidates efficiently

### Market Analysis:

The marketplace for the Human Resources (HR) software industry is reinventing itself. Fuelled by mobile, analytics, SaaS, video, and AI, the HR software industry is being disrupted more than ever before. The compound annual growth rate of the global HR software market is 8+%. By 2022, the market size is estimated to be at \$9+B US. The recruitment software market in particular is growing at 7+% year over year, and is estimated to be at \$2.6B US by 2022\*. The global market is very fragmented, where there's no place for monopoly. We are confident that we will grow and become a key player in this growing and changing industry. \* source : MarketAnalysis, MarketsAndMarkets, Technavio

### Value proposition:

In today's digital world, job recruiters face a lot of challenges in the "war" of talent acquisition. The ever changing technology landscape and the increasing demand makes recruiting very difficult. We offer a SaaS solution that organizes the entire recruiters' work within a single platform, and provide advanced analytics to increase recruiting efficiency and attract great talents. Unlike other platforms that are generic, our solution is very customizable and adapt to the specific needs of each industry. Our platform is collaborative, allowing easy collaboration between recruiters, talents and managers. Organizations can focus on hiring great talents and not wasting anytime on the process.

### Business Model:

We have three revenue streams: - Product Licenses: we sell licenses directly to our customers. For small and medium companies, the price is per license. For big companies, the price is based on the number of their employees. - Professional Services: we offer professional services related to recruitment and HR (e.g., data extraction, analysis, career websites, job portals, etc.). This is a big differentiator for us compared to other competitors. - White Label Solution: other companies (e.g., big staffing agencies, job boards, etc.) will use our platform with their brand name in order to offer a great customer service to their clients.

### IP and Regulatory situation:

We own the intellectual property of our solution. Our software engineers have developed the entire platform internally. We own the source code and the intellectual property.

nextal.com

### COMPANY PROFILE

- **Website:**  
<https://www.nextal.com>
- **Field:**
- **Contact:**  
RADHOUANI Saïd  
said@nextal.com
- **Location:**  
263 rue de Courcelle  
H4C3B8 Montreal  
Canada
- **Founded in:** //05/2017
- **Employees:** 3
- **Financial information (€):**
  - **Company stage:**  
Scalability phase
  - **Capital raised to date:**  
415.000 (our own investment)
  - **Monthly burn rate:**  
We don't get paid.
  - **Capital seeking and date:**  
n.a.
- **Investors:**  
Saïd Radhouani, Mickaël Dubois, Pablo Fernandez