AZZIDA

Start Getting Stuff Done

Azzida's mobile app is a marketplace platform to solve the problem of having to pay contractor rates for odd jobs and day labor.

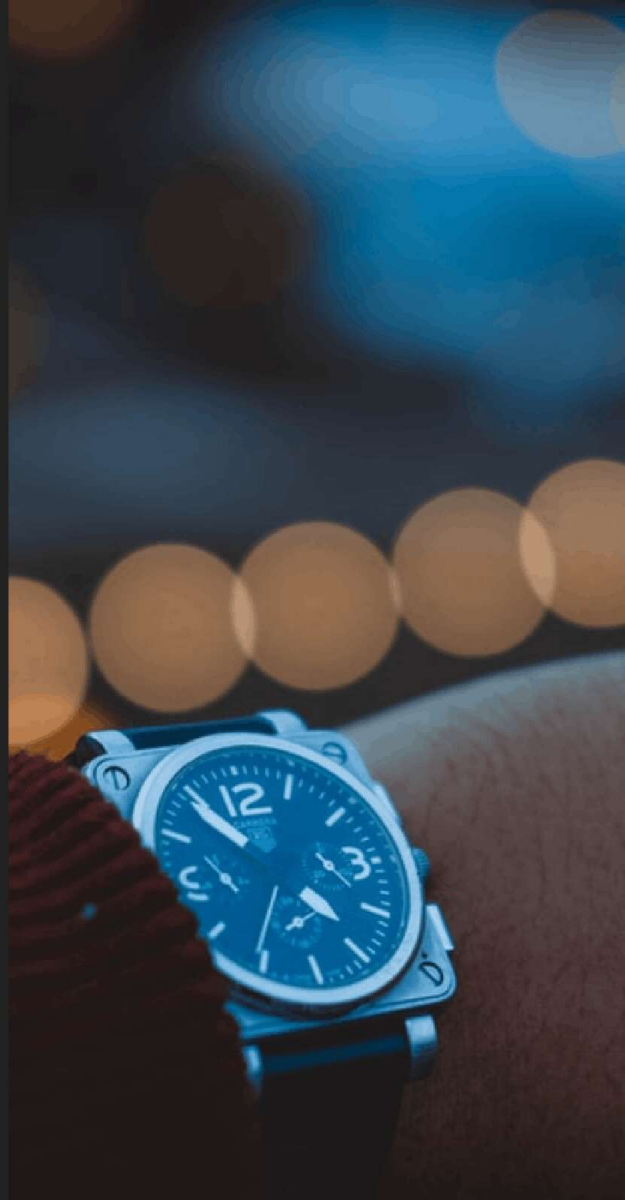
Getting Stuff Done, from A-Z

Everyone has an odd job they need help with from time to time. For many of these types of tasks, fixed contractor rates, inconvenient scheduling and limited categories restrict people from getting odd jobs done, or are simply cost-prohibitive.

The Problem

For people who want help with odd jobs, current marketplace apps force the job provider to accept the job price/rates set by the company or contractor.

For those who want to perform odd jobs, paying excessive fees for leads, spending time on fruitless estimates, and bidding down the price of services to compete eats into the bottom line.



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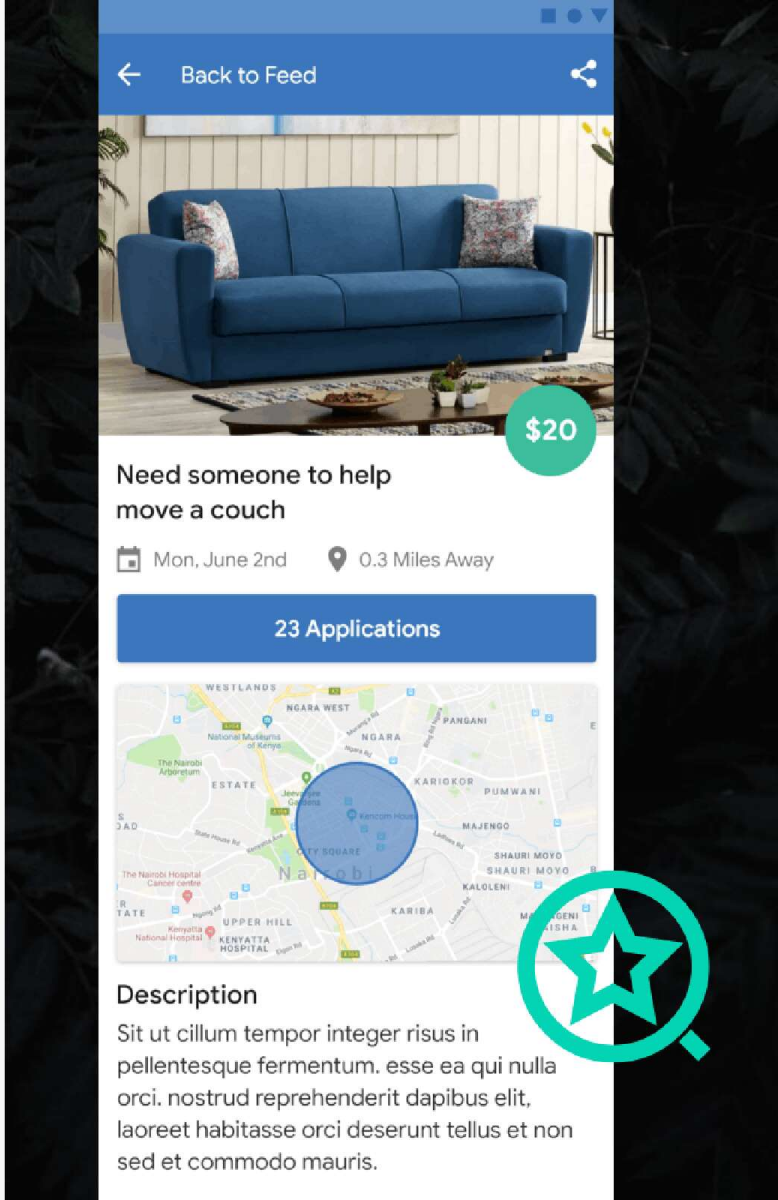
The Solution

Name It, Price It, Post It, Get it Done!

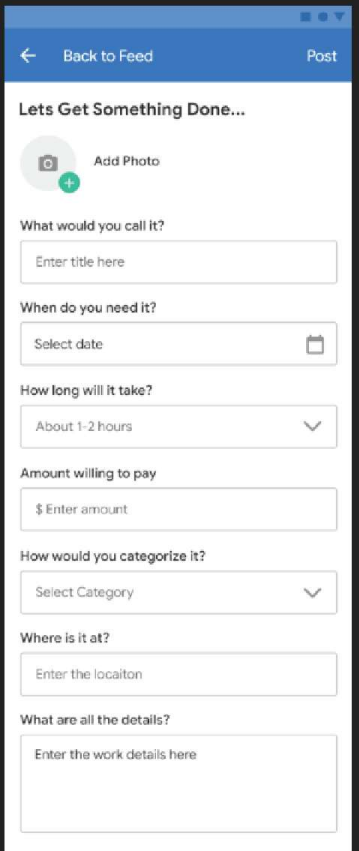
As an Azzida Job Poster you can simply:

- Describe the job you want done
- Schedule the date
- Name your price
- Post the job
- Select an applicant
- Get stuff done!

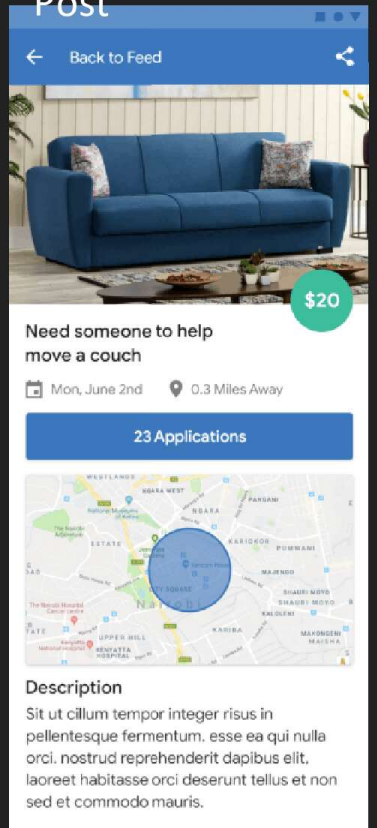


Job Poster

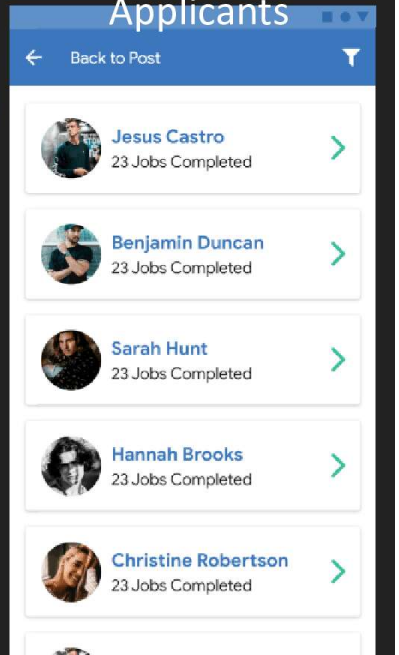
1) Set Price & Post Job



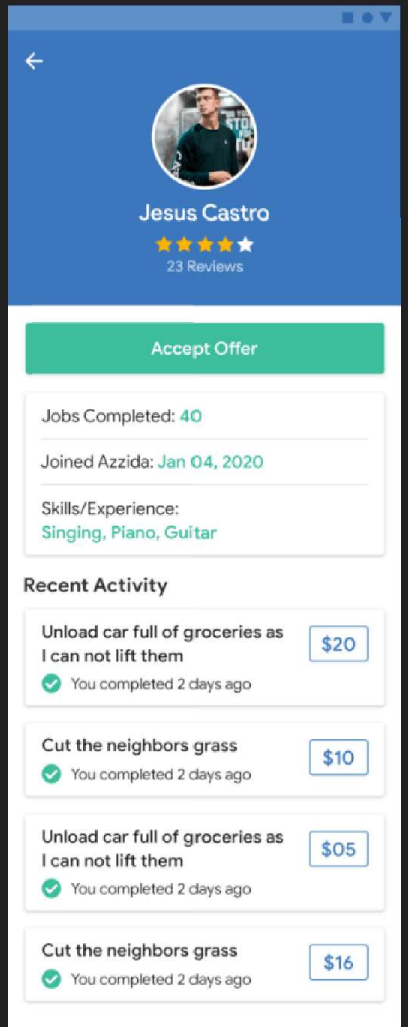
2) Review/Edit Post



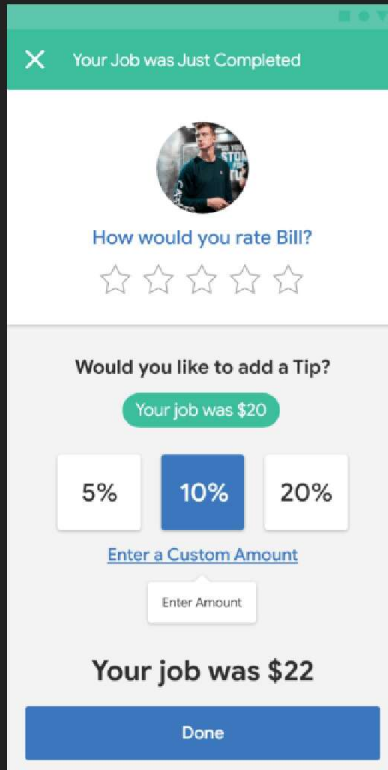
3) Review Applicants



4) Select Applicant

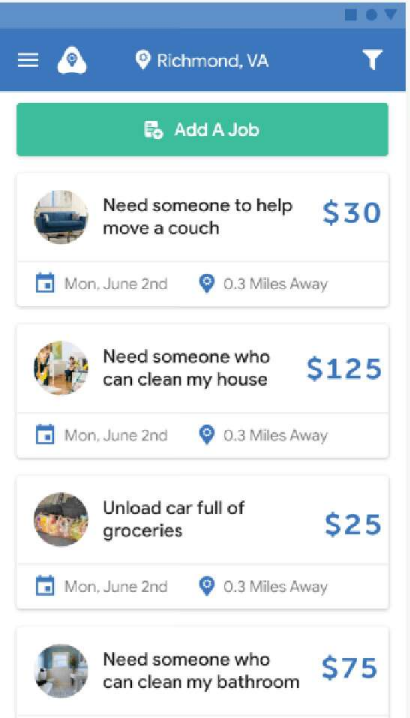


5) Job Done. Pay, Rate & Tip

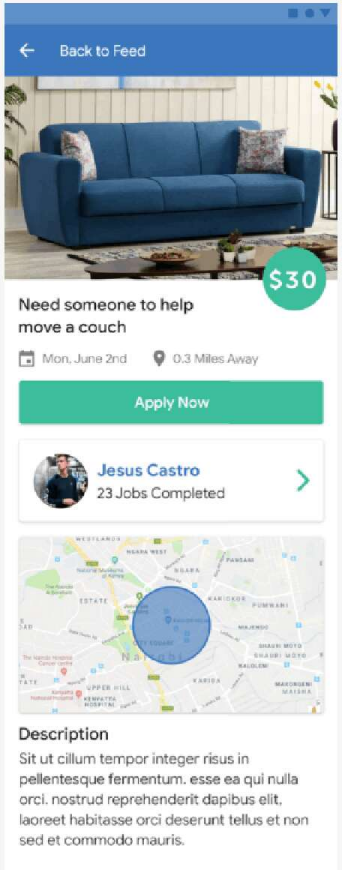


Job Performer

1) Search Job Feed



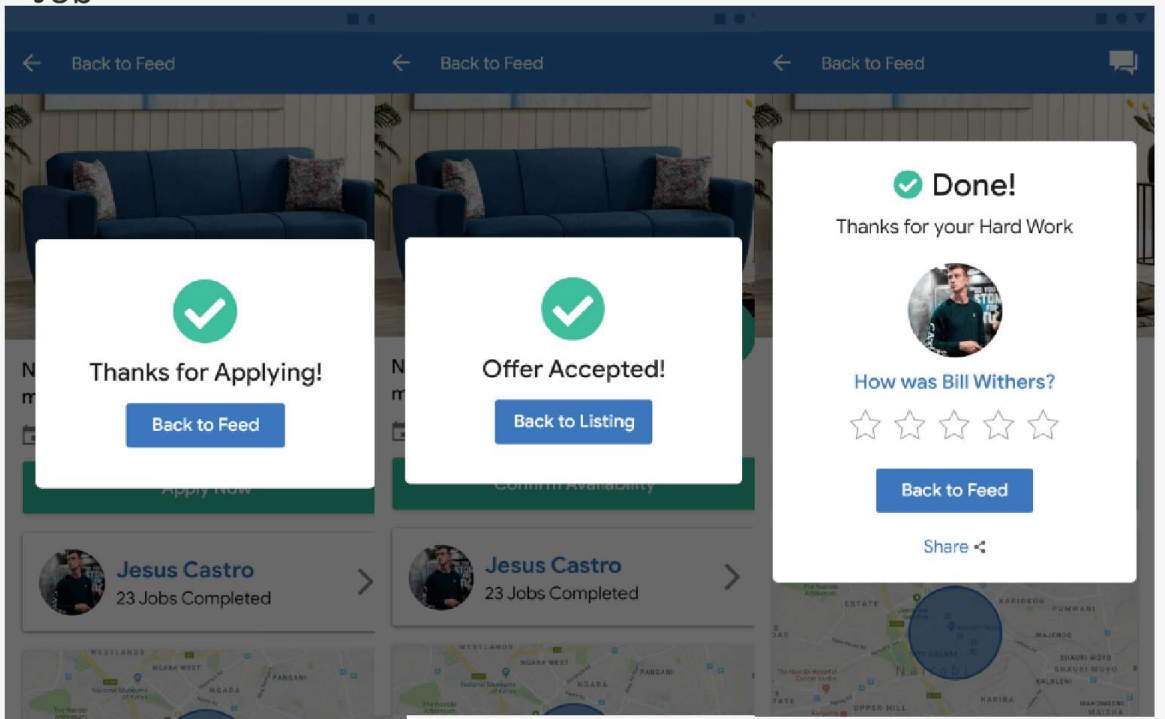
2) Review Job Details



3) Apply to Job

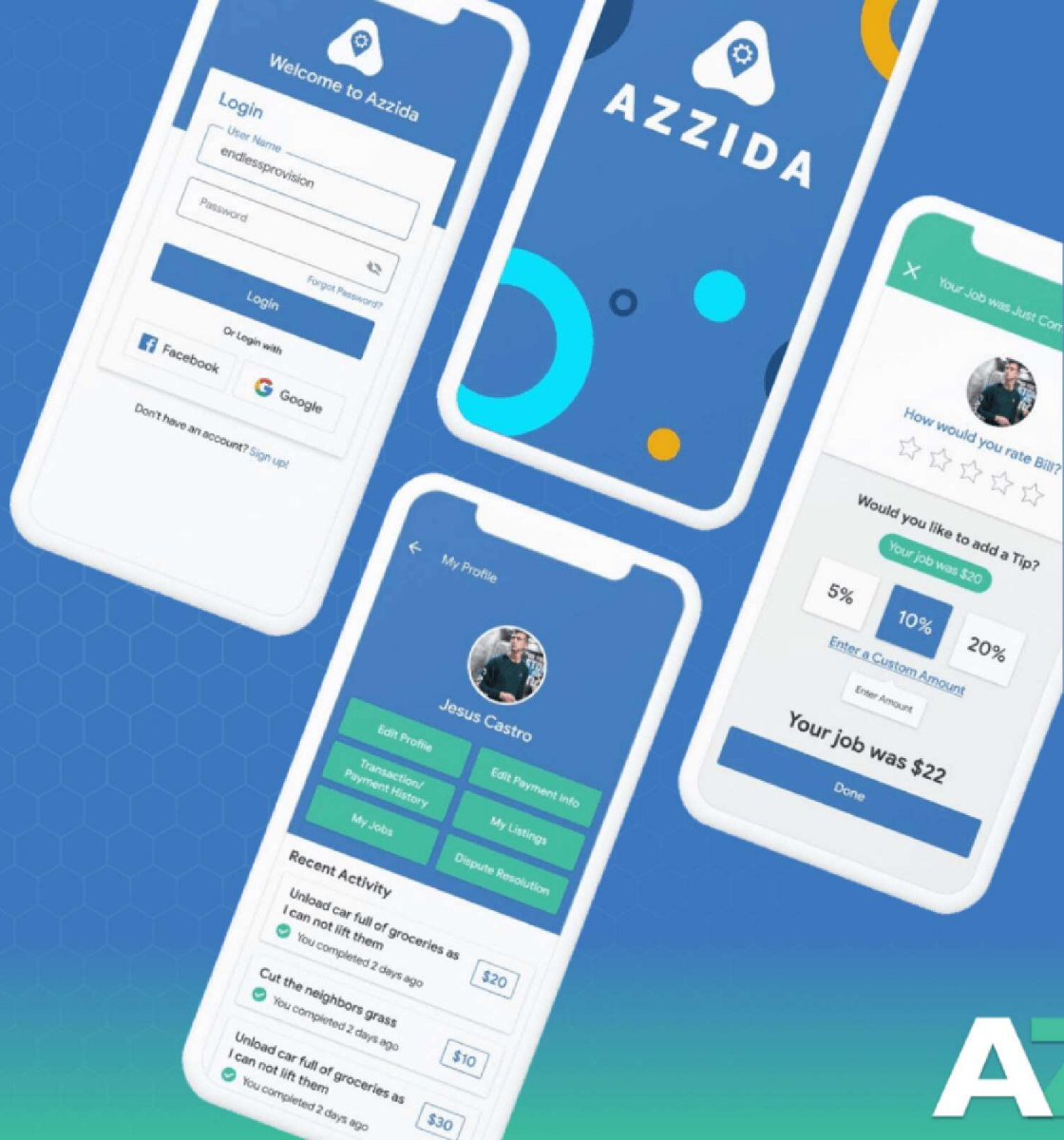
4) Application Accepted, Show up & Complete Work.

5) Get Paid. Rate Poster



Technology

- Ease of Use:
- Post a Job in 3 Clicks.
- Apply for a Job in 1 Click.
- Intelligent calendaring
- Location mapping
- In-app communications
- Job Pricing assistance calculator
- Reputation tracking
- Dispute Resolution
- Secure online payments - Stripe
- Optional background check - Checkr

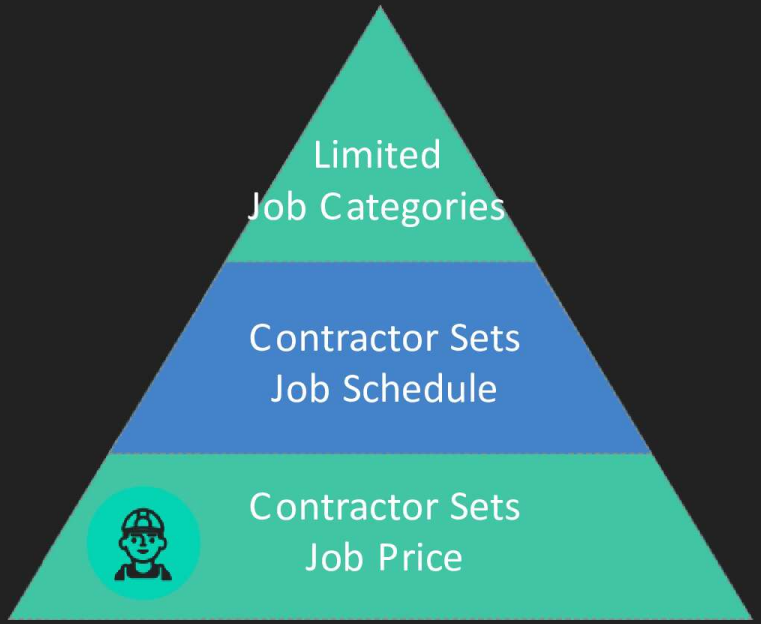


Redefining the Category

From:	To:
Contractor/Company driven pricing	Employer driven pricing
Time and money wasted on estimate appointments, paying for leads and/or competitive bidding process	Job Providers select from applicants ready to do the work at Job Provider's offered price and schedule; Job Performers apply to jobs that match their payment, schedule & interest requirements.
2-sided marketplace	Dual Marketplace: Single User sign-on allows users to be both Job Posters and Job Providers for different categories of jobs.

Flipping the Model

Them



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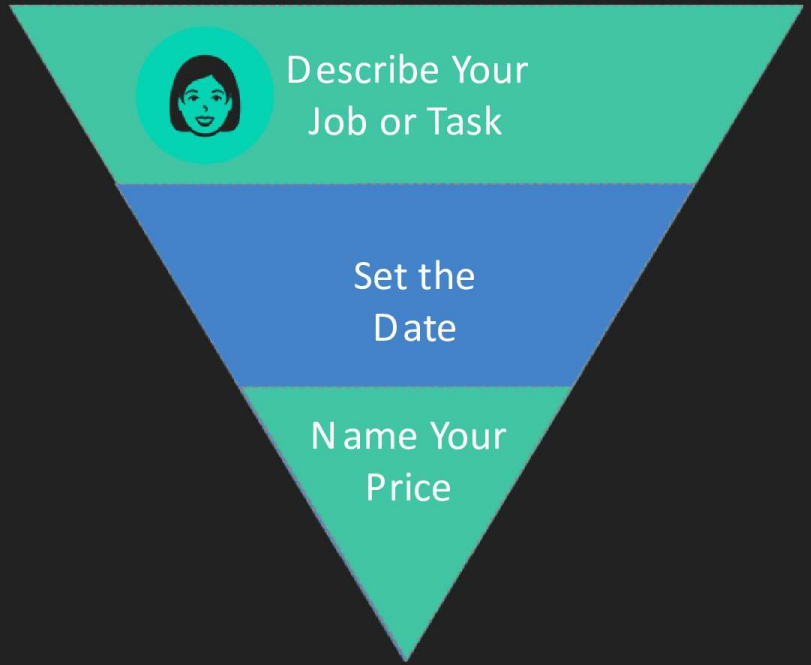


Competition

	AZZIDA	TaskRabbit	Takl	Handy
Employer Set Pricing	✓	✗	✗	✗
Employer's Scheduling	✓	✓	✓	✓
Unlimited Job Categories	✓	✗	✗	✗
No Lead Fees	✓	✓	✓	✓
No Monthly Fees	✓	✓	✗	✓
No Registration Fees	✓	✗	✓	✓
No Required Misc. Fees	✓	✗	✓	✗

Business Model

Job Poster sets Job Payment amount.

Job Poster selects Job Performer and deposits funds for Job Payment along with 3% Transaction Fee.

Job Provider notifies Azzida of job completion and releases payment.

Service Fee (15%) is deducted from Job Performer's payment.

Our Team

Lawrence Bunnell, MBA, PhD,
CEO
Experienced entrepreneur - co-founded and exited company with $30+MM VC funding. Data analytic executive for leading national FinTech. Doctorate degree in Information Systems.

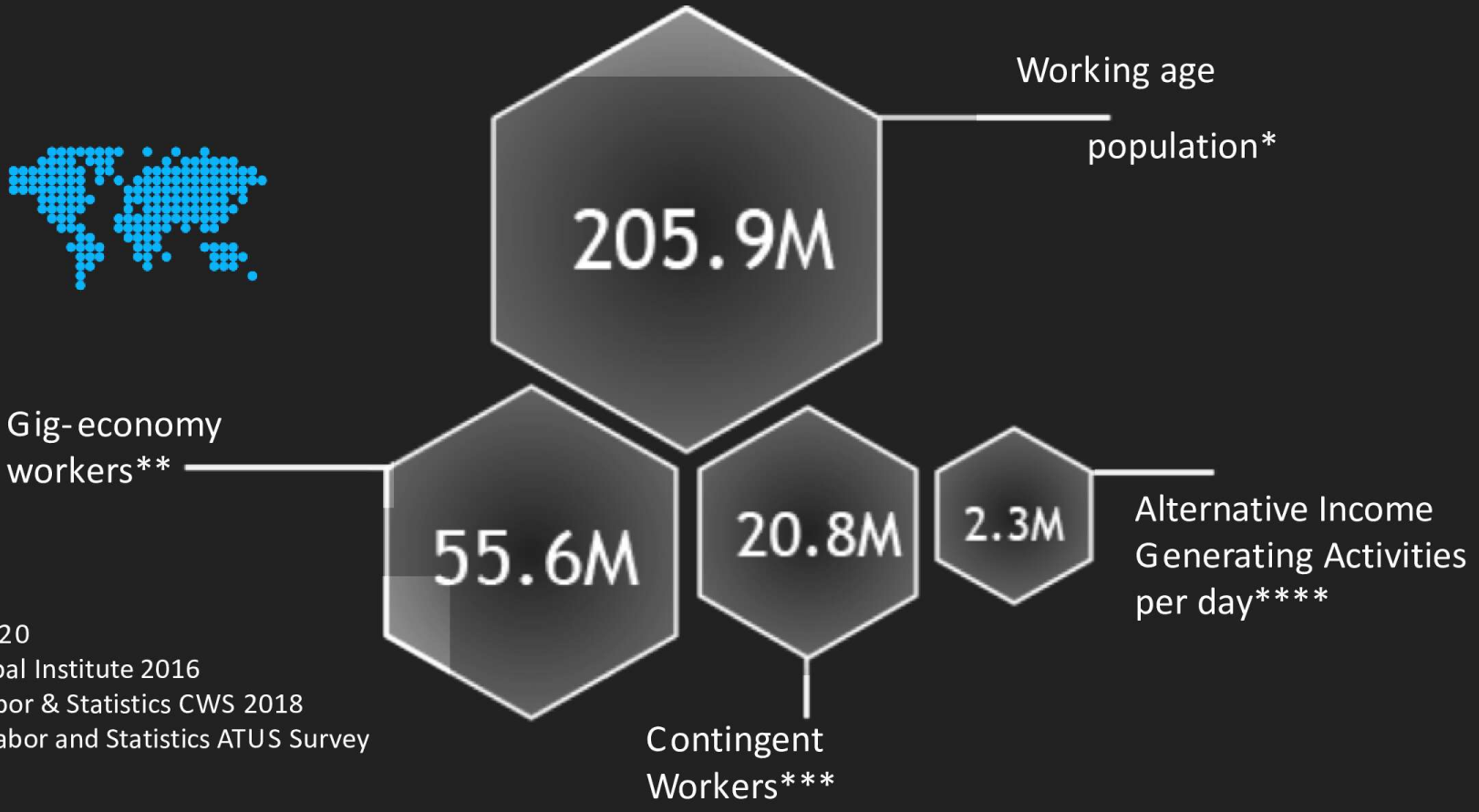
Nathan Clarke, CPO

Certified Scrum Product Manager. Senior developer, full-stack software engineer for Fortune 500 company experienced in agile methodologies.

We are from Richmond, Virginia

Market Size

It is projected that by 2023, more than half (52%) of the US workforce will either be gig economy workers or have worked independently at some point in their career. -MBO Partners



*St. Louis Fed 2020
**McKinsey Global Institute 2016
***Bureau of Labor & Statistics CWS 2018
****Bureau of Labor and Statistics ATUS Survey 2018

TAM

	2021	2022	2023	2024	2025
# Jobs	163,828	394,512	631,698	943,442	1,293,180
Avg. Job Price	$50	$50	$50	$50	$50
Azzida Fees %	18%	18%	18%	18%	18%
Gross Profit	$2,169,317	$5,201,147	$8,349,791	$12,488,193	$17,130,965
Job Performers	8,083	16,272	24,851	34,300	38,022
Job Posters	11,520	20,673	31,591	46,137	57,328

Assumptions: Job Performers engage in average of 72 jobs per year (6 odd jobs/month)
(Average Gig-Workers earns $3,588/year - Source: Pricenomics).
Gross profit includes fees for jobs collected by Azzida does not include profits on optional upgrades such as background checks and posting/profile enhancements.

These future-looking projections are not guaranteed.

Target Market

Job Posters

Homeowners

Empty Nesters

Retirees

Job Performers

Unemployed

Recent Graduates

Veterans

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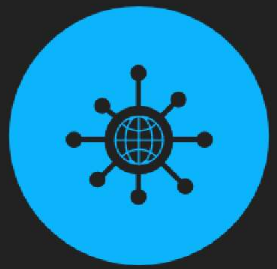
Go to Market

Target specific vertical categories on Social/Classified Platforms: NextDoor, Facebook Neighborhoods, Craigslist, etc.

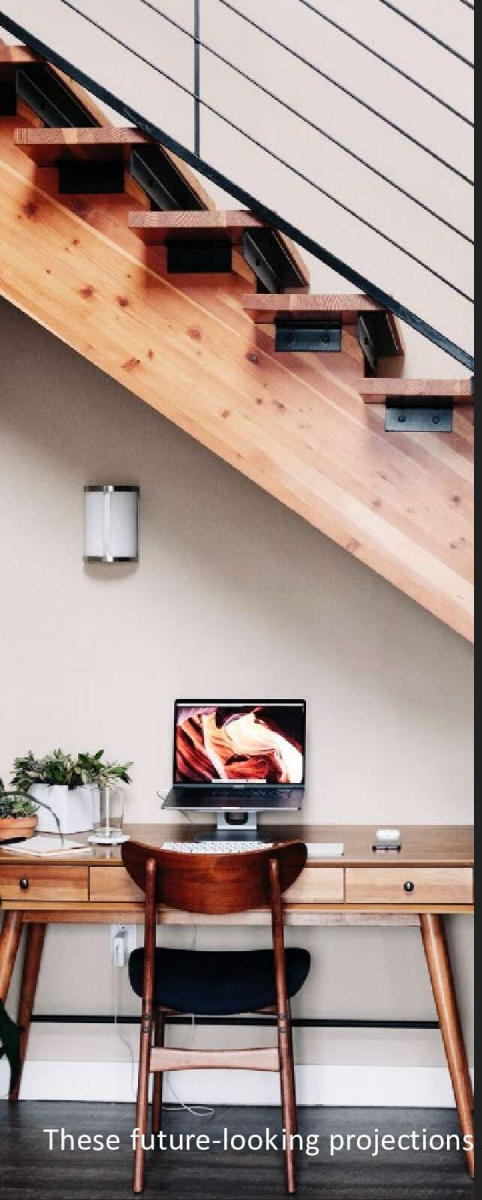


Users invite other users - Share links and emails. Promos for early adopters and referrals.

Become the go-to app for Odd Jobs.

Possible Slogans:

- Get anything done, from A-Z.
- Name it, Price it, Post it, Get it Done!
- Start Getting Things Done.



Projected Growth

2025 - $74.4MM Annual Revenues
0.30% of AIG Market

IPO

2024 - $54.3MM Annual Revenues
0.22% of AIG Market

2023 - $36.3MM Annual Revenues
0.15% of AIG Market

Series A

2022 - $22.7 Annual Revenues
0.09% of AIG Market

2021 - $9.4MM Annual Revenues
0.04% of AIG Market

These future-looking projections are not guaranteed.

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Investment

We're looking for 12 months of financing to reach 25,000 active users on Azzida's mobile platform.

We are offering a SAFE with a valuation cap of $5M / 10% discount for the first $90K of the raise (early bird) and a valuation cap of $5.75M / 10% discount for the remainder.

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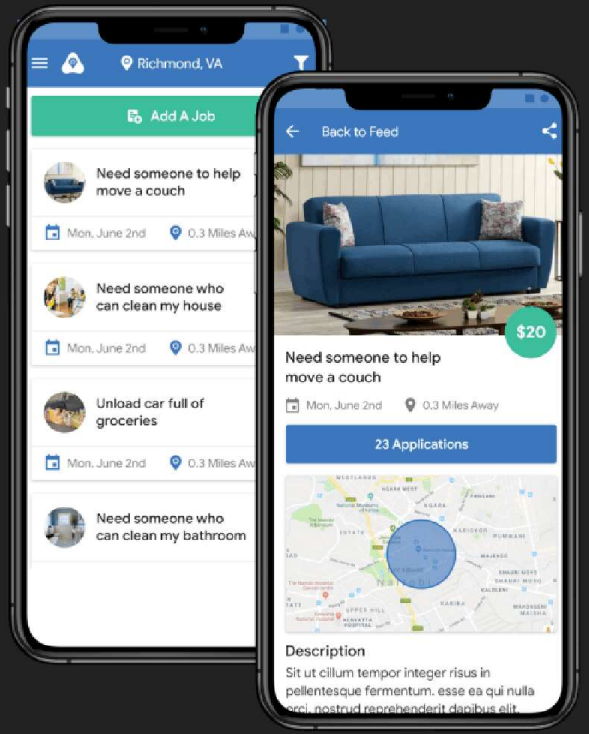
Contact Us

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