

Pitch Deck - i4ware Software

Timesheet for Jira / Confluence Data Center

Presented by Matti Kiviharju



The background of the slide is a dark blue and green abstract design. On the left side, there is a vertical strip featuring a line graph with a white line and a bar chart with red bars. Overlaid on this are glowing blue binary digits (0s and 1s) and a network of blue lines connecting dots, suggesting a digital or data theme.

Current Situation

- ▶ Imminent launch of Timesheet for Jira / Confluence Data Center edition
- ▶ Opportunity to generate recurring revenue in global software market

The Opportunity

Atlassian Data Center licensing model

- 50 users: \$1,983/year

- 5,000 users: \$34,481/year

- 150,001+ users: \$133,120/year

Wide adoption potential across small teams & enterprises

Substantial recurring revenue growth potential

Status & Timeline



Apps functionally ready



Remaining: performance & scalability testing (mandatory)



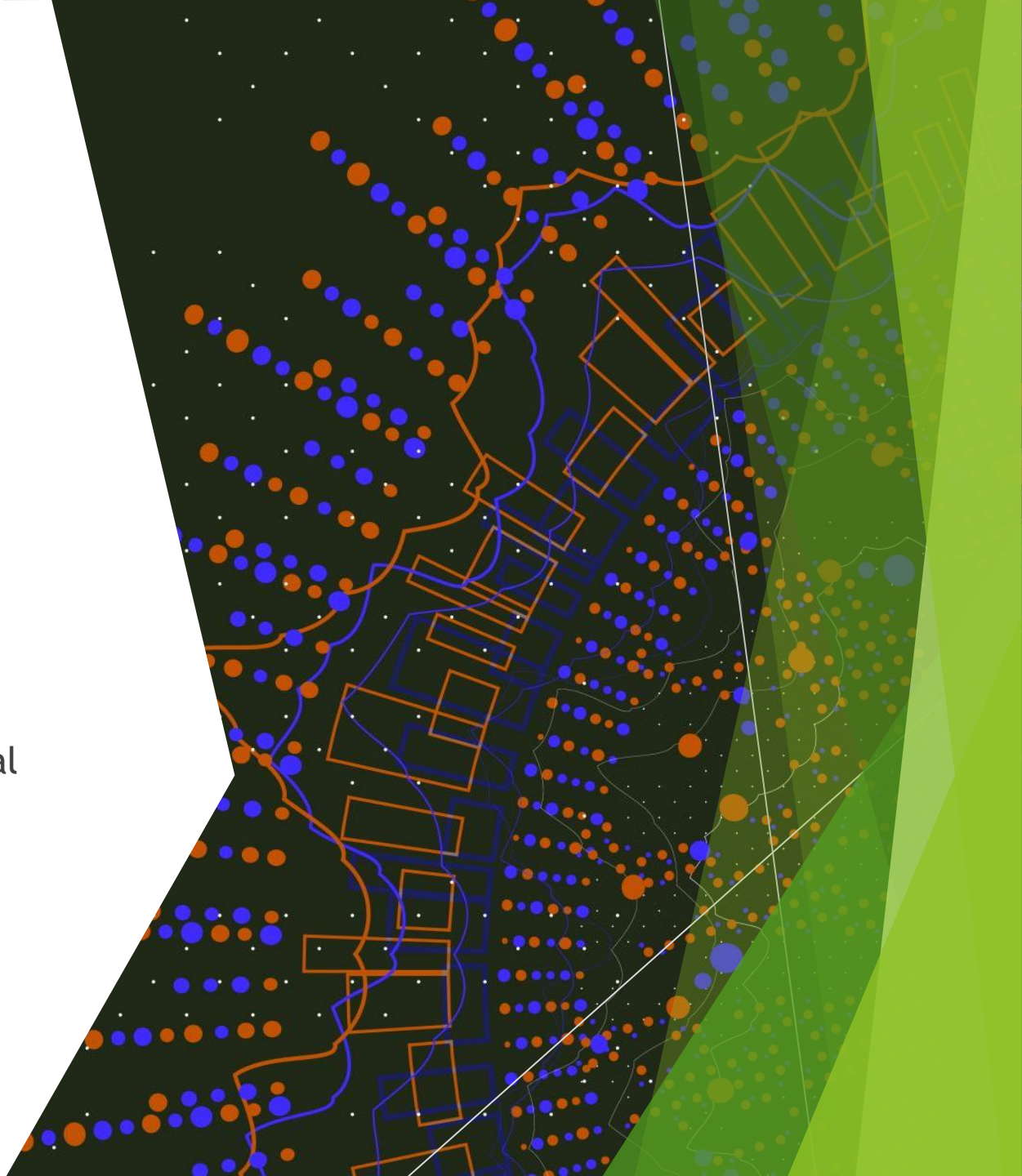
First licensing deals expected within 3-6 months



Low operational costs - development, support, and maintenance handled personally

Market & Track Records

- ▶ 20 years in Atlassian ecosystem (since 2004)
- ▶ Developed Requirements Diagramming for Siemens Polarion ALM (€10,000 value)
- ▶ Partnerships with Red Hat, Inc. and, Canonical Ltd
- ▶ Bookkeeping managed by Tilisali Oy
- ▶ Proven enterprise software expertise



Why This Is Different

- Established global market (300,000+ Atlassian customers) and 80 % of Fortune 500
- Direct listing on Atlassian Marketplace
- No salary burden - reinvestment model
- Two lifetime Ext JS licenses (rare, cost-effective advantage) for do UI/UX better than competitors with zero budget

Funding Need

Seeking angel investor to fund
performance & scalability testing

Testing cost ~ +€600/year
(Vietnam, AWS cluster)

Development cost = €0 (self-
funded)

Current permanent financing:
€1,800/month

High-margin SaaS model, rapid
return potential

Next Steps



Share Marketplace-ready screenshots



Provide detailed market research & business plan



4000+ pages of signed agreements with partners/vendors



Competing timesheet apps <100 on Atlassian Marketplace



Cloud version already generating recurring revenue (€450/month client in Dubai)

Contact



MATTI KIVIHARJU,
PRIVATE TRADER, BBA



ENTREPRENEUR &
FOUNDER - I4WARE
SOFTWARE



VAT-ID: FI27395946 |
CORPORATE ID:
2739594-6



PHONE: +358 40 820
0691



WEBSITE:
[HTTPS://WWW.I4WARE
.FI/](https://www.i4ware.fi/)