Pitch Deck – i4ware Software

Timesheet for Jira / Confluence Data Center

Presented by Matti Kiviharju

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: $1,900/year

– 5,000 users: $38,000/year

– 150,001+ users: $100,000/year

Wide adoption potential across small teams & enterprises

Substantial recurring revenue growth potential

Status & Timeline

Apps functionally ready

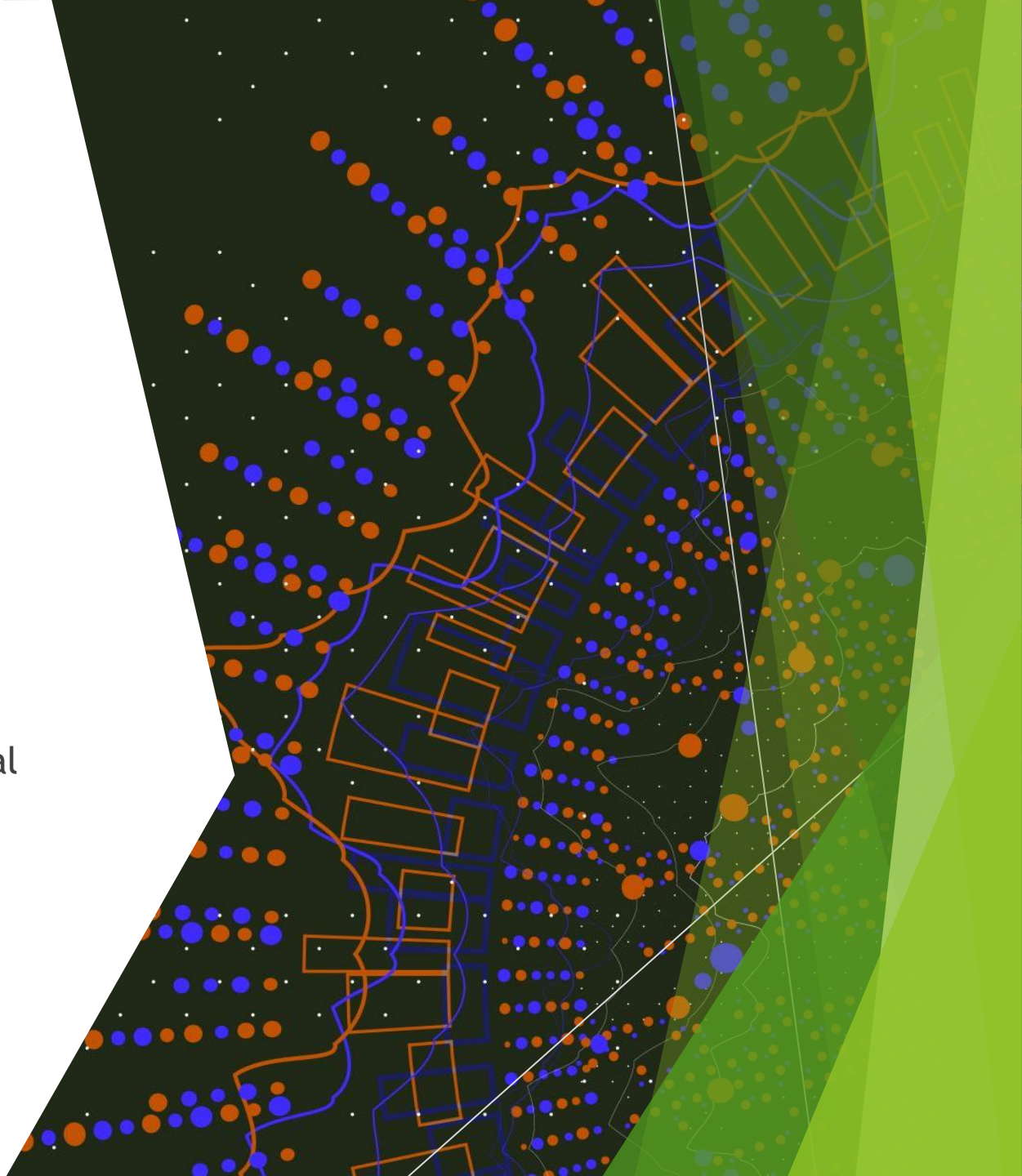Remaining: performance & scalability testing (mandatory)

First licensing deals expected within 1–6 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

▶ Atlassian has 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 ~ €800+/year (Vietnam, AWS cluster) and this year 2025 is paid from owns

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

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