



ZIZO

Transforming The Way You Manage Business and Workforce



Overview



Where **business intelligence, data deployment, and gamification** meet.

Few companies lack data these days – oftentimes they’re drowning in it – but a great many are still failing to use it wisely. Sometimes it’s the quality of the data itself that causes problems, but just as often it’s a failure to pull this wealth of information together and see the bigger picture as and when it emerges.

Similarly, every business in the country knows the problem of staff hiring and retention. Employing Millennials and Gen Z presents its own unique set of challenges, a virtual workforce increases management and cultural friction, and a frothy labor market encourages young people to quit at the drop of a hat.

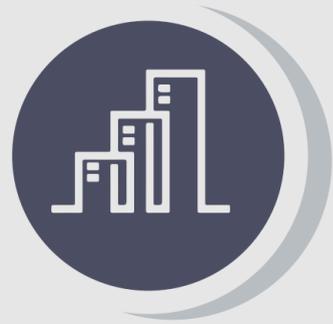
What’s needed then is a work environment that recognizes their values, motivations, and aligns these skilfully with your own changing business interests. Zizo is a fully integrated software suite designed to do just that.

By seamlessly integrating a common data model, state-of-the-art business intelligence, and one-of-a-kind gaming portal, Zizo revolutionizes front-line management, unlocking the true potential of the new workforce. Delivering critical insights on a real-time basis, it also leverages these into actionable steps that make compelling strategic sense, creating a dynamic work culture into the bargain. An environment where directed playfulness leads to enhanced productivity that can drive your company forward day on day.



Opportunity

Over **16 Billion** Dollars Collected Annually



5,000+ Collection Agencies



500,000+ Employees



26%+ Projected Growth Annually



The Average Debt Collection Centre Today



BUSINESS

- Lack of live-time and aggregate insight solutions
- Underutilization and minimized return on tool/resource investments
 - High employee attrition rates
- Increased lack of employee education, engagement, and accountability
 - Lack of insights into performance variables
 - Lack of effective sales development solutions
- Inability to efficiently view employee performance and output through a micro lens
 - Fragmented analytic framework
- Increase in minimum wage directly impacts hiring quality and incentive differentiation
 - Lack of Incentive framework with compliance consideration
 - Decreasing response to existing management style



STAFF

- Poor on-boarding, development and coaching experiences
- Lack of performance engagement, recognition and incentive
 - Poor morale between managerial and staff hierarchy
 - Lack of continued education and development resources
 - Lack of culture within organization
- Lack of performance expectations and accountability insights
 - Friction in communication amongst organizational governance model
- Lack of personal and professional development solutions with an achievable milestone framework
- Lack of Incentive framework with compliance consideration and continued education



Zizo's Integrated Solution

1

Common Data Model

A cloud based data warehouse designed to integrate complete data set from collective business suite and provide deeper insights.

2

Business Intelligence

A customizable business dashboard built to enable live time performance insights.

3

Gamification Portal

A one-of-a-kind gaming experience designed to revolutionize employee development, engagement, and performance.

1
Common
Data Model

2
Business
Intelligence

3
Gamification
Portal

Seamlessly integrated to maximize the return on business operation and investment.



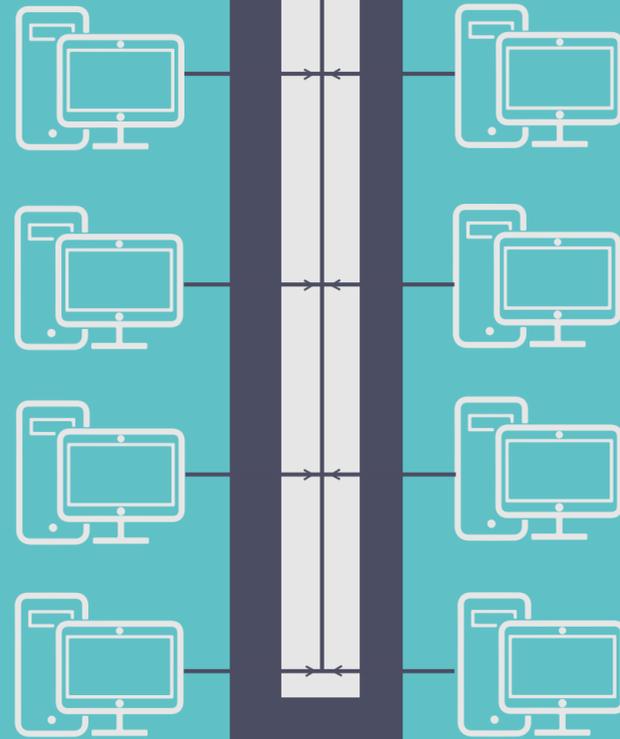
The Zizo Model



Superior Business Intelligence



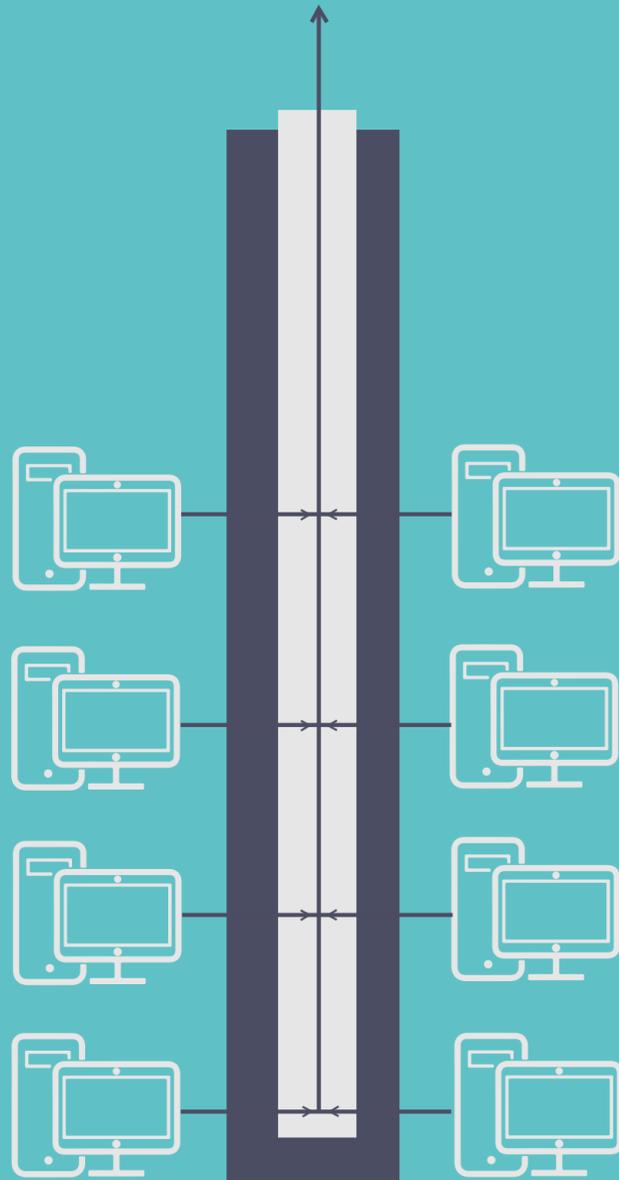
Gamification Portal



Common Data Model



The Common Data Model



Common Data Model

Common Data Model

The purpose of the Common Data Model is to aggregate data from multiple systems and applications into single standardized database, which we call The Common Data Core (CDC). This will simplify data management and the development of our app features by unifying data into a known form and applying structural and semantic consistency across multiple organizations, verticals and deployments, allowing us to deliver rich, consistent and accurate content regardless of they type of business or business model.

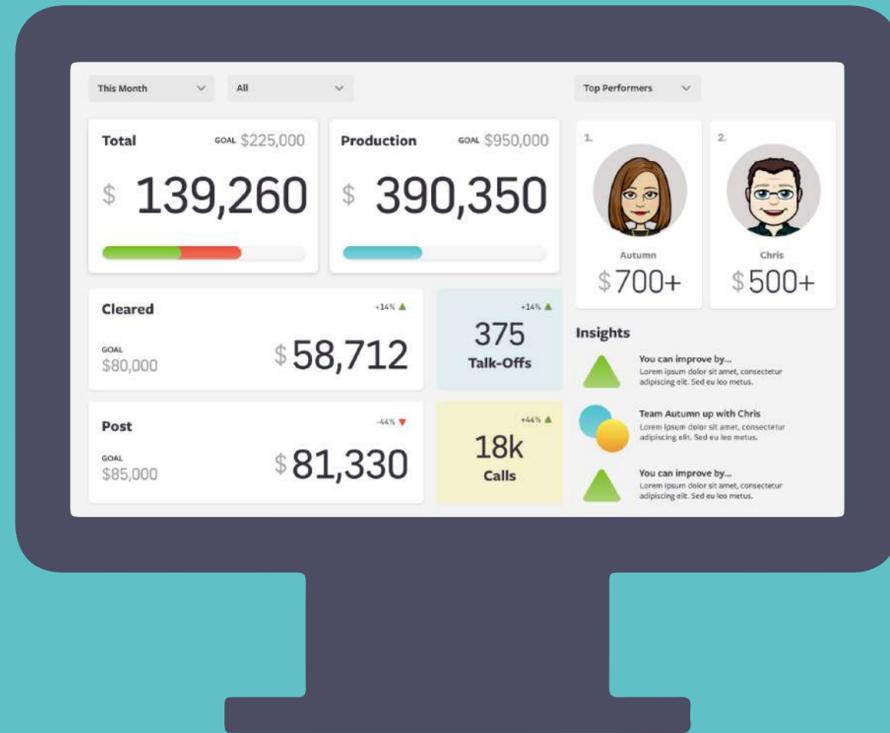
In addition to the structural consistency, the ability to combine data from multiple sources allows us to use that data holistically to gain deeper insights and deliver more powerful information through our platform by having the ability to identify key influencers of important data points.

High Priority Features

- Simplified on-boarding process that allows for:
 - Integration of multiple systems
 - Mapping of data into CDM
 - Customization capabilities
- Real-time data transfers through developed API
- Interface that allows for manual data entry into Core Database
- Validation and scrubbing of data to ensure database integrity



Superior Business Intelligence



Superior Business Intelligence

Business Intelligence

This module represents and delivers exactly what it says, business intelligence.

Once we've aggregated the data and specified the key performance indicators (kpi's) within the Common Data Core, we're able to deliver insightful information from a high level perspective down to the granular level. The ability to Zoom In & Out of your data seamlessly, efficiently and purposely across all levels of an organization will never be easier. This will also provide transparency in expectation and performance as well as the relationship between the two.

High Priority Features

- Aesthetically designed dashboards with targeted data explicit to its audience (dashboards specific for agent, manager, director, etc.).
 - Ability to zoom into data and get granular
 - Ability to slice and filter data throughout pages
- Reports tool that allows for specialized data extraction (granular information)

Medium Priority Features

- Targeted insights
- Key influencer insights
 - Forecasts
- ZiZo Smart Manager

Low Priority Features

- AI feature that builds expectations per employee based on business goals and then projects its possibilities based on many variables (seasonality, experience levels, past performance, etc...)
 - Profitability module



Gamification Portal



Gamification Portal

Gamification Portal

This module represents the next generation of people management tools. As the workforce has changed, so must the tools that manage them. As the BI provides transparency, gamification will provide the novel and engaging utility of incentive, motivation, recognition and more.

High Priority Features

- Reward system that includes currency and XP rewarded based on rank and level
- XP matrix that allows for both promotion and demotion across rank and level
- Store that allows for the exchange of currency for both digital and tangible goods
 - Challenges and games that allow for the earning of rewards
 - Avatar/Bitmoji – customizable digital representation of individuals

Medium Priority Features

- Insightful challenges based on recognition of deficiencies and a push towards Goals
 - Challenge builder utility that allows managers to build challenges easily

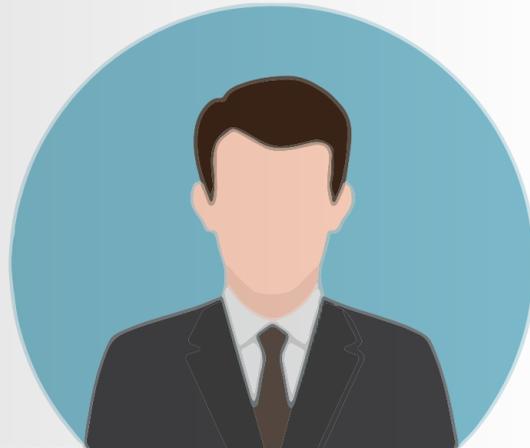
Low Priority Features

- Establish cross-agency competitive network
 - Establish audit/ authentication process



Audience Overview

Primary Audience



Business Owners and Executive Teams

- Highly Invested In Business Outcomes
- Actively Seeking Improvement Efforts and Solutions
 - Cautious Of Unnecessary Risks But Not Adverse
 - Open Minded
- Striving To Cultivate Culture and Communication
 - Extremely Passionate
 - Goal Oriented
- Seeking Efficiency and Effective Implementation
- Adaptable To Market Changes (technology, culture, compliance, etc.)
 - Seeking Accountability



Business, Team, and Department Managers

- Reports Directly to Executive Suite
- Often Under Great Pressure To Improve and Validate Performance
- Lacking Valuable Insights and Managerial Resources
 - Striving To Effectively Manage
 - Seeking Accountability
 - Frustrated With Poor Performance
 - Seeking Further Staff Development Resources
- Must Advocate For Both Staff and Business Owners
- Seeking Clarity in Business Objectives and Outcomes

Secondary Audience



Staff, Agents and Employees

- Means Of Income
- Often Bored and Struggle To Maintain Interest
 - Lack Accountability
 - Under Pressure To Perform
- Seeking Greater Culture and Organizational Morale
 - High Response To Incentives and Rewards
 - Seeking Recognition
- Seeking More Engaging Staff Development Training Efforts
 - Frustrated With Onboarding and Hiring Process



Zizo's Strategic Framework

Intention

Increase the return businesses see on their current resource, development and technology investments.

Build a scalable, subscription-based software solution that revolutionizes business governance, project management, and performance.

Provide complete transparency into team management, productivity, and performance.

Increase staff engagement, dedication, and performance through enhanced engagement experience.

Revolution staff training, development, and turnover through enhanced engagement experience.

Revolutionize business and staff development through enhanced engagement experience.

Action

Build a Safe, secure, cloud based, data aggregate solution that seamlessly collects and maximizes the use of performance data.

Design, develop and market a complete toolset for business owners, managers, and department leads.

Enable real-time business intelligence through a fully customizable dashboard solution.

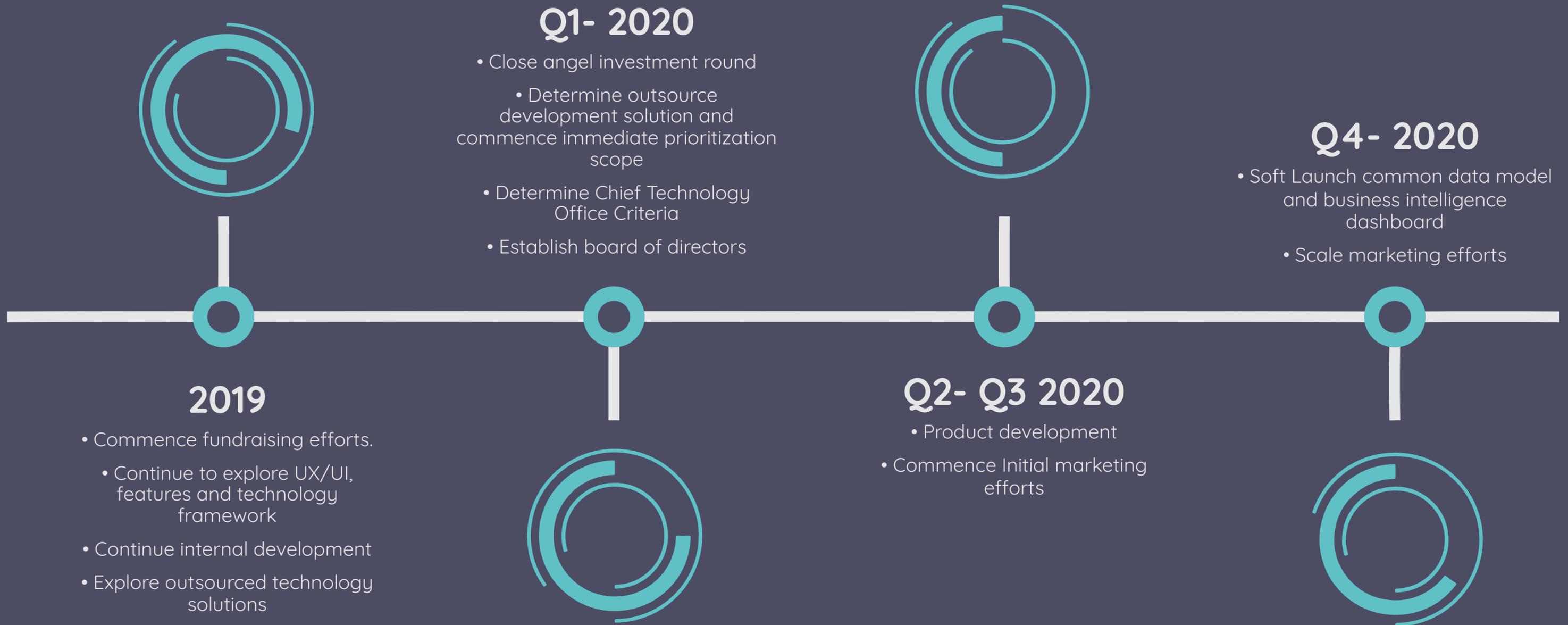
Build a unique gaming experience that engages staff attention as well as incentivizes further development and performance.

Integrate both gamification elements and an engaging, customizable library of staff development content.

Build, develop and scale the leading, subscription based, software solution that integrates data usage and gamification.



Go To Market Strategy





The Team



Jimmy Chebat
Founder and CEO



Don Cornelius
Senior Vice President Of Sales And Business



Yannick Tessier
Chief Technology Officer



Garun Vagidov
Lead Solutions Architect



Advisory Network



Globally Recognized Accounting



Lippes
Mathias
Wexler Friedman LLP

Outstanding Legal Representation



Superior Software Development



Award Winning UX/UI



Complex Software Solutions



JIB SHEET PARTNERS

Best-In-Class Business and Brand
Development



Casciano
CONSULTING GROUP

Business Management Consulting



ZIZO

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