

Cloud ID Platform

Secure cloud-based platform for electronic signature, verification and document delivery

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Cloud ID Platform


Cloud ID is a cloud-based platform that provides a complete set of tools for signing, exchanging and verifying trustworthy electronic documents. The platform makes sure that your legally binding digital documents remain digital throughout their entire lifetime.




Digital signature
Corporate digital seal
Trusted timestamping
Single Sign On (SSO)
Signature verification
eDelivery
eArchive



Contracts
Invoices
Confirmations
Permissions
Certificates
Diplomas
Reports



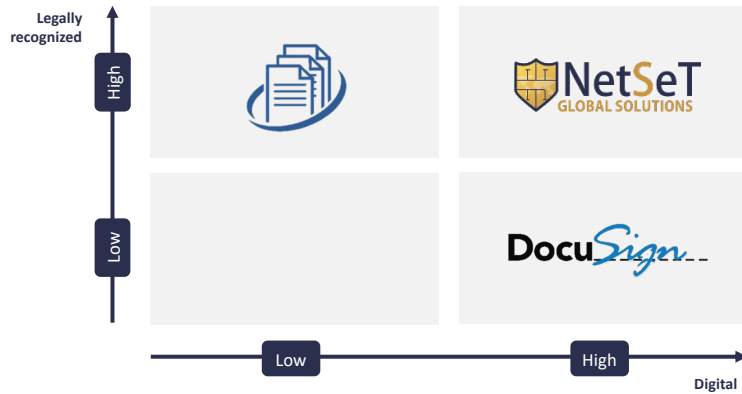
Corporations
Government institutions
Citizens
Real estate
Banking and Finance
Insurance & Telco



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Cloud ID fills in the gap



Y:

- Legal recognition
- Privacy protection
- Reliable identity verification

X:

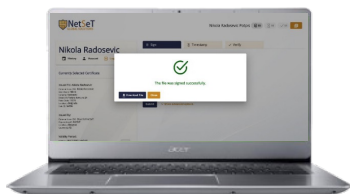
- Easy to use
- Cost/Time effective
- Available anywhere at any time



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How does a client access Cloud ID

Cloud ID platform interacts with its users through web portal, mobile application and integration module. The integration module is designed for integration with ERP/CRM systems of large organizations.



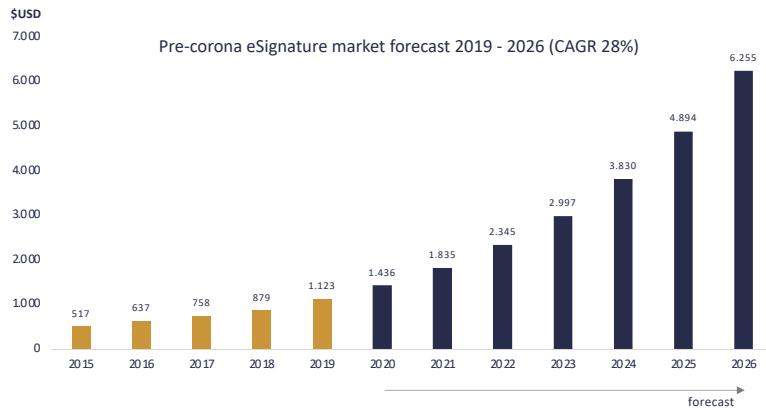
Web application

Mobile app

Integration module

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eSignature Market



www.globenewswire.com

"Global Digital Signature Market to Reach \$3.44 Billion by 2022 at 30.0% CAGR: Says AMR"

www.fortunebusinessinsights.com

"The global digital signature market expected to reach US\$ 6,128.0 Mn by the end of 2026, exhibiting a CAGR of 28.77% during the forecast period (2019 – 2026)."

Market leader

DocuSign

- San Francisco based
- NASDAQ listed
- Employees in 2021 - 5.630
- Revenue 2021 - \$2.5b
- YOY Growth 2021 - 49%
- Market Cap April 2022 - \$12.1b
- TAM - \$25bn

Actual size of the eSignature market in 2021 - \$4.0b

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Market prices

Pricing policy

| Pricing Policy | Web Portal | <ul style="list-style-type: none"> • Monthly subscription package • Basic / Standard / Pro package available • Limitations placed on the number of transactions or number of users |
|----------------|-----------------|---|
| | Integration API | <ul style="list-style-type: none"> • Packages containing pools of transactions • Yearly subscription required |

Pricing analysis (2020)

| General | Web Portal usage | Integration API usage | |
|---------|-----------------------------|--------------------------|-----------------------|
| Pricing | Basic package monthly price | 500 transactions package | Price per transaction |
| Minimum | 7,24 EUR | 75 EUR | 0,15 EUR |
| Average | 13,87 EUR | 340 EUR | 0,68 EUR |
| Maximum | 25,00 EUR | 500 EUR | 1,00 EUR |

Scope of the analysis



- 10 companies
- Different company sizes
- Domiciled on 4 continents
- Centralized and on-premise approach
- Various kinds of subscription packages
- On-premise solutions typically have more expensive transactions

Don't hesitate to reach out in case you are interested to hear more about this analysis

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Deutsche Telecom project in Montenegro



Cloud ID licenses

Software solution including continuous system updates

Data center installation and integration

Installation and integration with existing systems

Integration with 3rd party systems

Continuous Integration with local portals and large organizations

Trainings and knowledge transfer

Transfer of knowledge to the operational team

Consulting in auditing procedures

Professional consulting and relevant documentation

System Monitoring and maintenance

2nd and 3rd level support



HW equipment

Committed to provide HW equipment according to our specification

Marketing campaign

Predefined marketing budget on a yearly level

Operational team

Both in regional offices (T-Shop, T-Center) and in its headquarter

Call Center

First line support



The Contract was signed in September 2020 and it specified revenue share business model during the entire project lifetime (min 6 years), with automatic contract extension. The project is steered by a joint Project Mgmt Board.

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Thank you for your attention!

Interested to learn more?

Check out our **Cloud ID Product brochure**.



Get in contact with us to set you up with **Cloud ID test account**.

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Discuss **product features and business opportunities**.

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