

Nirman Sathi Technovation Pvt. Ltd.

An E-commerce Company for Home Design, Construction and Decoration

More than 100 Home Services just in a click

www.nirmansathi.com

October, 2021

nirmansathi
Home Service Expert

Problems that trigger to establish The Company

Customer's work becomes a **Problem**

- ❖ Difficult to find the best service providers



On Service Provider's side:

- ❖ Lack of trust and identity
- ❖ No authentic experience
- ❖ Inadequate Training and motivation
- ❖ Untimely payment

Solution

Remove the middlemen and make a difference in everyone's life

Founded **Nirman Sathi Technovation Pvt. Ltd.** in **November, 2019**

Company Overview

It provides all types of services ranging by Engineers, Interior Designers to plumbers, painters and Vastu consultant for Home.

**Reasonable
Price**



**Fast
Service**

Well-trained Technicians



Key Services:

- Seepage Treatment
- Interior Design

Throughout this short span of time ...

It Served more than 10,000 customers



It Won 5 awards



News covered by more than 15 national news channels



Journey of the Company

Founded in 2019

- By 2 Co-founders
- With 2 lakhs seed money

December 2019

- Services within Kathmandu valley
- Served more than 80 new Customers
- Joined 15 new Service providers (Technicians)

July 2020

- Served more than 1,500 Customers
- Additional funding of 5 lakhs in Series-A
- Joined 40 new services providers

December 2020

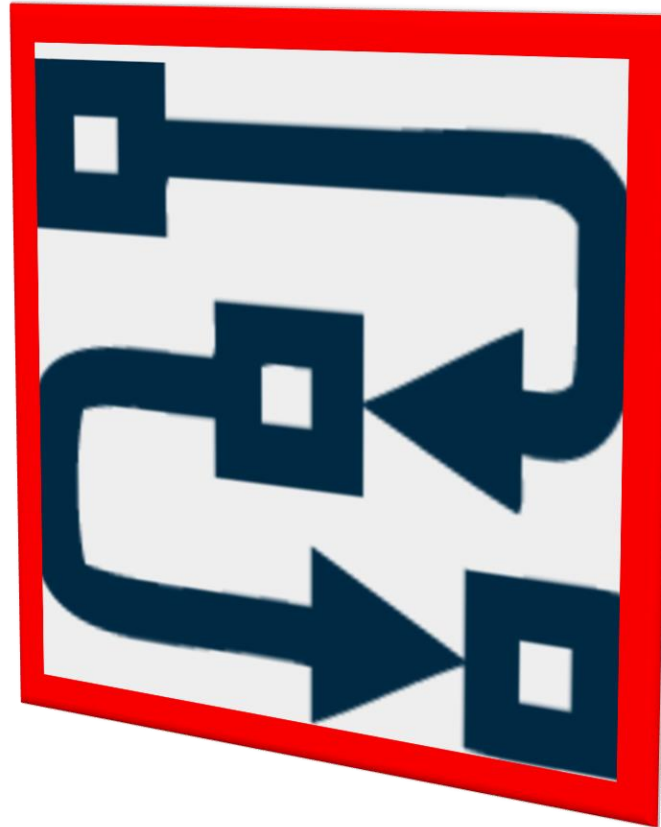
- Served more than 5,500 Customers
- Additional funding of 3 lakhs in Series-B
- Joined more than 100 service providers

October 2021

- Served more than 10,000 Customers
- Joined more than 150 service providers
- Service Expansion at Surkhet

How It Works?

- 1 Customers book online service
- 2 Customers fill information form
- 3 Customers get call back **within 10 minutes** of service booking
- 4 Our Service provider reach on customer location **within 2 hours.**



- 5 Field visit and Finalize the quotation
- 6 Complete the task and payment
- 7 Customers fill service **feedback form** and can rate the service

Business Model

Commission

It charge from Technicians / Service providers; some percentage of the total price of the service.

Generates about 75% of total revenue

Lead Generation

Blogging
Festival Offers
Referral from known customers
Email marketing

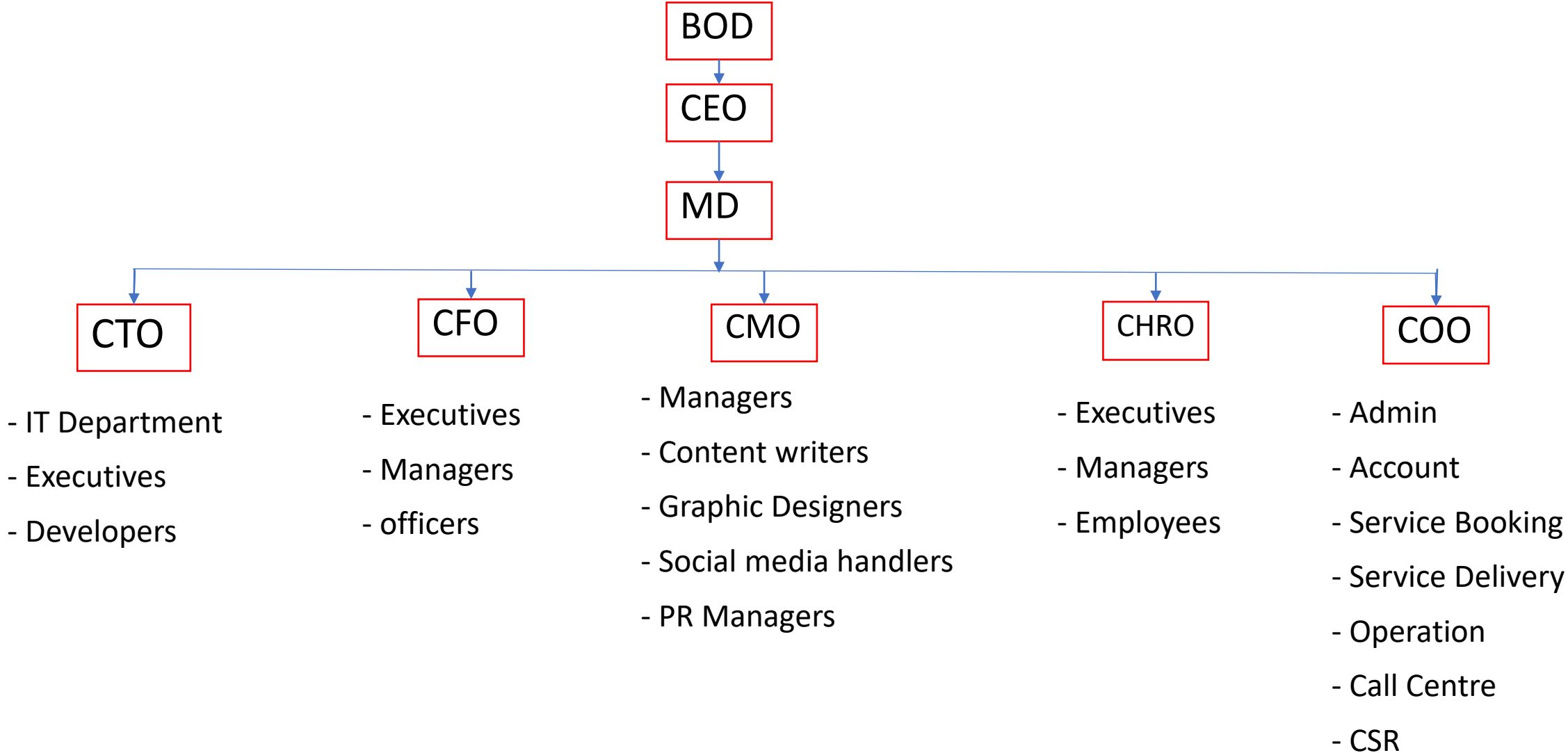
Generates about 15% of total revenue

Membership Cards

General membership
Corporate membership

Generates about 10% of total revenue

Organization Structure



Core Team



Er. Kumar Bhatta

Co-Founder, CEO

IE, BE, M.Sc., MBA

Primary responsibilities:

Business development
strategy, Finance



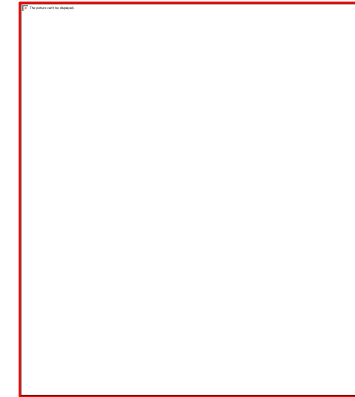
Er. Deepak Koirala

Co-Founder, MD

B. Sc., M.Sc., MBA

Primary responsibilities:

Business branding,
marketing, Service quality



Er. Bed Prakash Dhungana

CTO

IE, BE, MBA

Primary responsibilities:

Technology development,
Technical Quality and
overall management

Full time (Direct) Employees:- 7

Indirect Employees:- More than 150

Roadmap of the Company

December 2021

- Service Expansion in Surkhet in full- fledge
- Training for less skilled service providers (About 25 nos.)

December 2022

- It will in 2 other new major cities of Nepal
- Will collect 30-35 lakhs funding in series -C
- Will Serve more than 20,000 new Customers
- Will join 200 new Service providers

December 2023

- It will in 4 new major cities of Nepal
- 50-55 lakhs additional funding in Series –D
- 50,000 new customers, 200 new Technicians
- Will at Break Even Point
- About 25 to 30 % market share in Ktm valley, about 50% in other cities.

December 2024

- It will in international market
- 20M dollar additional funding in Series – E
- Will be 100M dollar company
- Will Serve more than 2-2.5 lakhs customer every months

December 2025

- Service expansion in other 2 countries with capturing about 3 to 5 % market share
- Will be sure-shot destination for home services in Nepal
- Will reach our startup as unicorn startup
- Will plan to go for IPO to collect additional fund.



Thank you!

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Home Service Expert