



Revolutionary Plugin to Improve Usability of Microsoft 365

By TFW Labs, Inc.
(a Delaware Corp.)



The Problem



90% of enterprises subscribers of Microsoft 365 use less than 30% of the platform capabilities causing

1. Lower productivity
2. Spending excessive time to work due to complex navigation
3. Dissatisfaction with platform



We Unleash Productivity by Simplifying M365



Document Management

Reducing complexities of records management



Workflow Automation

Reducing complexities and cost of automation

Benefits due to Simplification



Speed and accuracy while finding right documents with latest versioning

3x faster

Control on documents by owner such as confidential or restricted access

70% better

Productivity & ease of use while collaborating with vendors, customers or subcontractors

50% higher

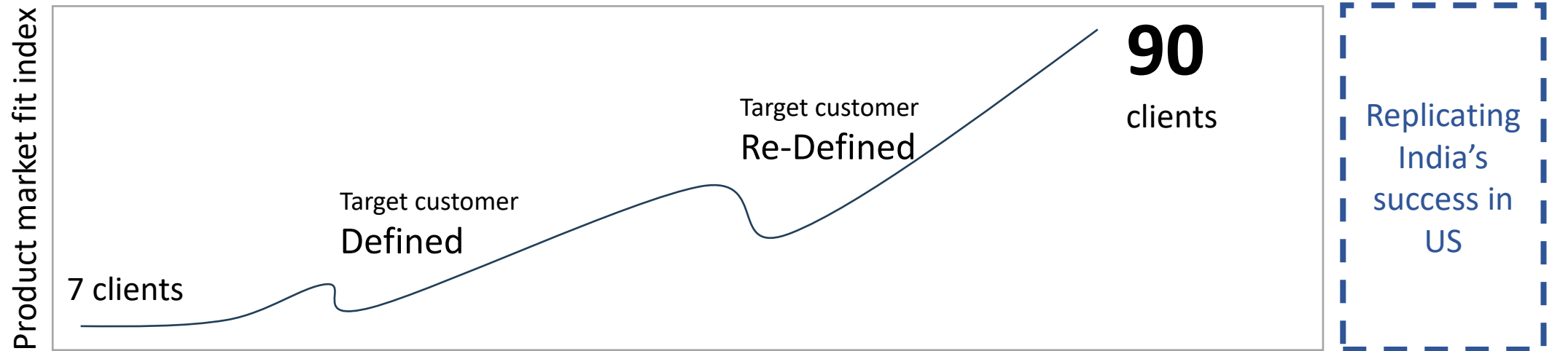
ROI for automation of manual tasks using No-Code tool

4x higher

Internal IT Cost

50% reduction

Market Fit Conquered



2021

- MVP
- 1.4M investment
- Initial few clients in India

2022

- Product development
- Commercial release
- **India focus only**

2023

- Product Market Fit
- Product enhancement
- Microsoft Co-Sell ready
- Channel traction
- **India focus only**

2024

**Expand
in US**

Empowering Top Brands

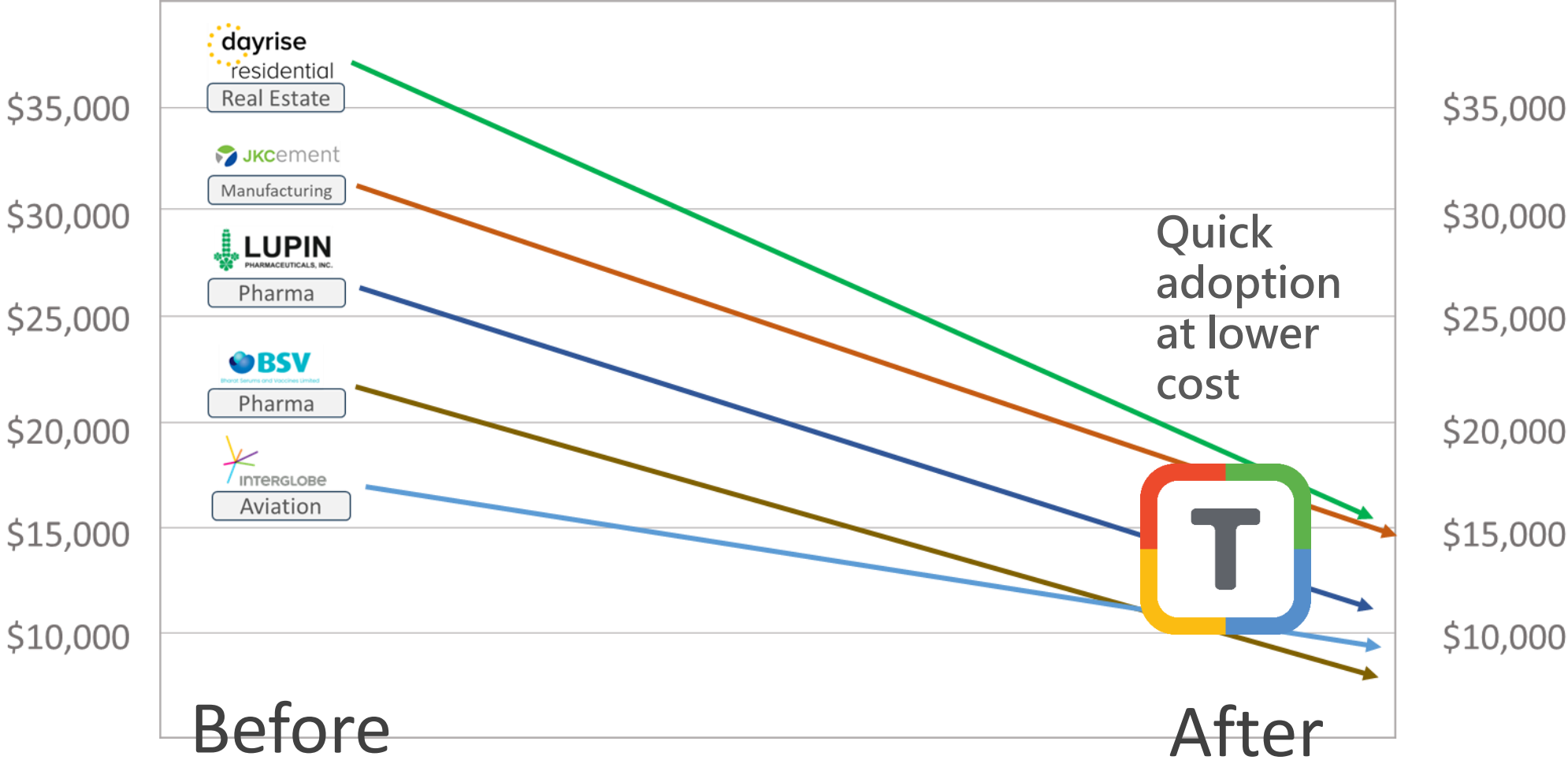
Top 20 in Manufacturing and Pharma as our customers



Saving Time, Saving Money <Before and After>

Customization \$

Titan \$



Land and Expand

Organic growth within each customer

Our customers start initially with small set of users and then keep increasing subscriptions as they see ROI

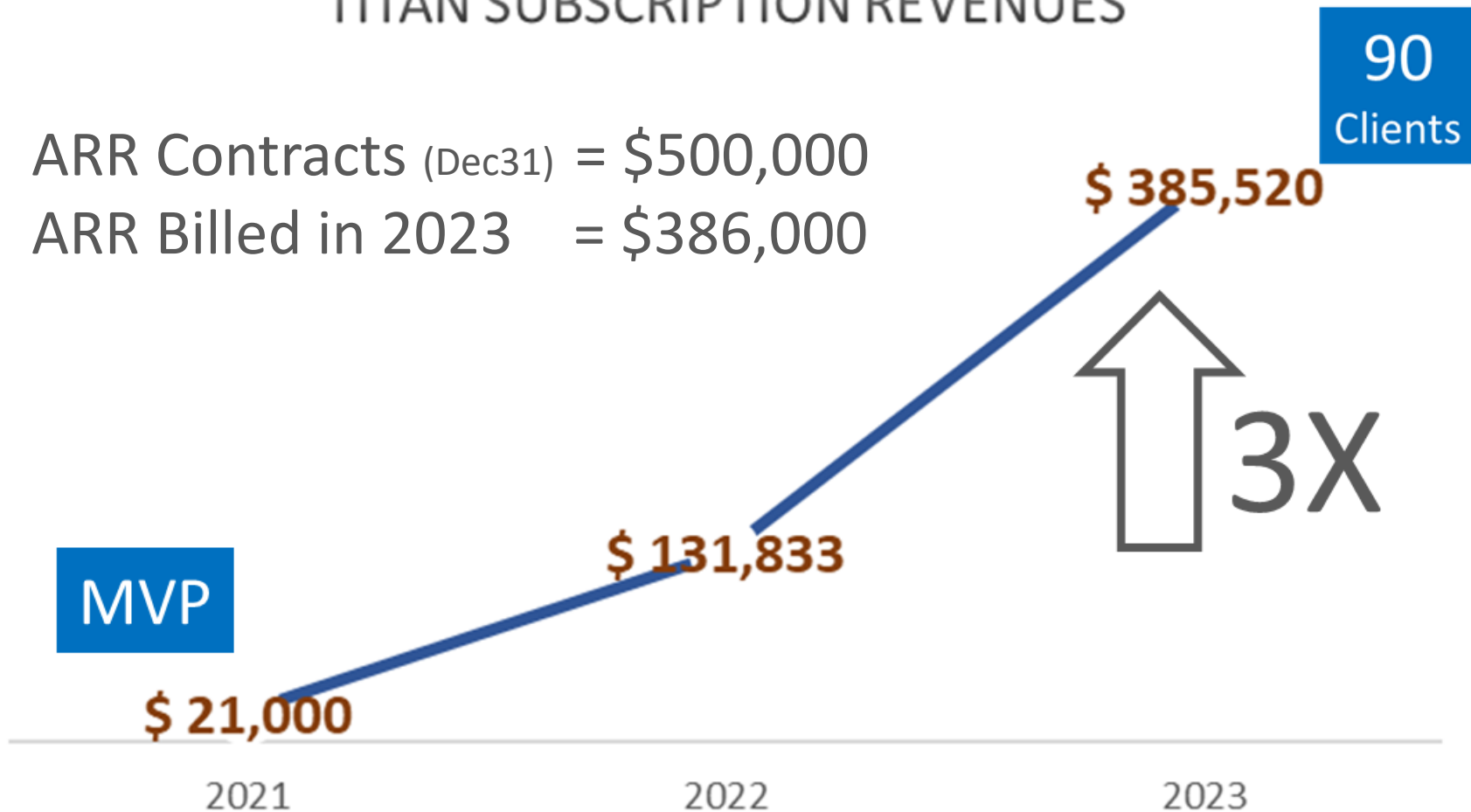


Month	M1	M3	M6	Year	Y1	Y2
500 users	500 users	1000 users	1300 users	1730 users		
300 users	300 users	750 users	1500 users	1750 users		
300 users	300 users	700 users	1500 users	1700 users		
1 Process automated	1 Process automated	5 Process automated	22 Process automated			
300 users	300 users		500 users			
50 users	50 users		93 users			
250 users	250 users		1000 users			

Navigating Market Fit with 3X Growth

TITAN SUBSCRIPTION REVENUES

ARR Contracts (Dec31) = \$500,000
ARR Billed in 2023 = \$386,000



Sales in 2023

Titan = \$386,000
Services = \$522,000

Total = \$908,000

Growing with Capital Efficiency

ARR Growth

2023 v/s 2022

4X

Burn Multiple

$$\frac{\text{Total burn}}{\text{Net new ARR}} = \mathbf{0.9}$$

(2022 Burn multiple : 6)

Monthly Burn

Average

\$18,000

(2022: \$50,000/month)

NRR

Net Revenue retention

93%

(2022: 78%)

Tapping into a Market of Billions



Customer having M365 are our potential targets

350M

**Daily Active
Users of
Microsoft 365**

(Global annually growth 22%)
(US growth 35%)

\$32Bn is workflow
automation
opportunity by 2026
(Growing at 16% CAGR)

\$20Bn is document
management
opportunity by 2026
(Growing at 17% CAGR)

US Alone is 45% of Global M365 Market



- We want to focus on US market because

- Higher margins
- Largest Ecosystem of Microsoft Resellers

7X higher price as compared to India

	India	USA
Document Management	\$1 user per month	\$7 user per month
Workflow Automation	\$450 Per Workflow per year	\$2500 Per Workflow per year

Meet the innovators behind Titan Workspace

After delivering M365 customizations for more than a decade, founding members created Titan Workspace as a readymade solution that could be useful to a large M365 audience.



Ashish Kamotra | Founder & CEO

<https://www.linkedin.com/in/ashishkamotra>



ZARA
FOREVER 21
FedEx

Dipankar Goswami
CTO



DHL
VANS

Subhankar Goswami
Chief Architect



Panasonic
Honeywell

Deepali Kamotra
Director HR



Adapt

Gaurav Bhutani
VP Sales



ERNST & YOUNG
Capgemini

Rishi Kakkar
Product Architect



McKinsey & Company
BCG BOSTON CONSULTING GROUP

Kalpana Verma
AVP - Customer Success

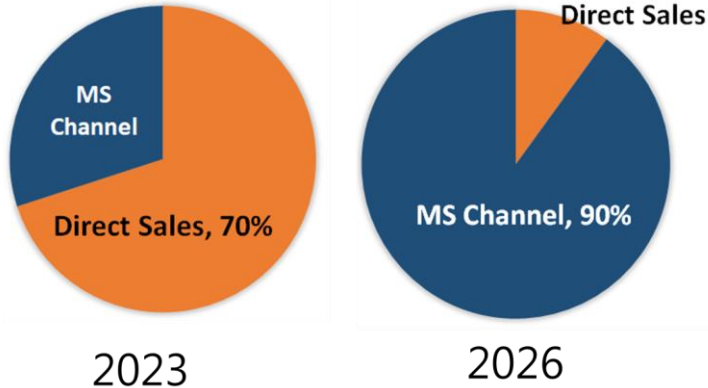
Channel Driven Growth Strategy

Projections		2024	2025	2026
ARR		\$ 1,923,853	\$ 7,874,633	\$ 21,908,140
New Clients Needed	USA	65	384	834
	Asia	93	366	678
	Total New clients	158	750	1512
Total Clients		256	1006	2518

Consistently Reducing Client Acquisition Time

	Months taken to sell
First 10 clients	10 months
Next 10 clients	8 months
Next 20 clients	12 months
Next 20 clients	8 months
Next 25 clients	6 Months

Reseller driven Go-to-Market Strategy



Client Testimonials



"Titan Workspace has revolutionized our document management process, making it incredibly easy for us to locate them quickly.

I highly recommend this platform to any organization looking to enhance their document management system and team collaboration."

Saurabh Gupta

Group CIO

Gujarat Fluorochemicals Ltd.



"We can confidently say that Titan Workspace has significantly improved the way we manage investor reporting at Dayrise Residential."

Chris Contessa

Director of IT

Dayrise Residential









"The Titan Workspace automation process has effectively removed manual tasks, increased transparency, and expedited approvals, deliver in time savings to our HR team."

Juhi Mishra

Vice President - Corporate HR

InterGlobe Enterprises Private Limited

Covering full spectrum of collaboration within M365

	Document Management	Workflow Automation	External User Collaboration	Projects & Tasks
 Titan Workspace	✓	✓	✓	✓
 MacroView	✓	✗	✗	✗
 bamboo solutions	✗	✗	✗	✓
 CMap	✓	✗	✗	✗
 xoralia	✓	✗	✗	✗
 Autopilot	✗	✓	✗	✗

Planned



Our Copilot will
Improve Decision Making
from Documents,
Workflows, Task and
Projects using
Microsoft AI



Investment Opportunity - Seed

Investment till date
\$1.4M

Friends, Family, Angels

Used for

- Product development
- Product market fit in India
- Reaching \$500,000 ACV
- Microsoft Co-Sell ready
- Great success stories

Funding Ask
\$1m

Use of Funds

- Recruiting US Channel Sales Director
- 10 Enterprise Logos in US
- Onboarding 10 Microsoft Resellers
- Prepare for Series A in 12 months



Titan **W**orkspace

 **Microsoft**
Solutions Partner
Modern Work

 Microsoft
Co-Sell Ready
Partner

TFW Labs, Inc.

Headquartered in Dallas TX
(Delaware Corp)

India Subsidiary

Gurugram, India
(100% owned by US Corp.)

Contact:

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