

## Jobaline.com - the leading mobile & bilingual hourly jobs matching marketplace & training network

Jobaline makes it easy for workers to find, apply for, get matched to jobs, and receive training from any mobile phone, tablet or computer. In its first 18 months, Jobaline processed close to one million mobile and EEOC compliant job applications, creating a network of over 525,000 highly qualified, local hourly workers. The company serves mid-size and very large corporations that, on average, report up to an 800 percent increase in quality of candidates, a reduction of 60 percent in recruitment expenses and 50 percent in time-to-hire, while saving hundreds of hours in manual pre-screening tasks. For the job seekers, the experience is mobile, free of advertising and marketing solicitations -- ultimately reducing their time to get hired.

### the problem: 76 million hourly workers are 59% of US labor, and one-billion job applications are processed per year with +\$25B spent in inefficient hiring

workers with a mobile device

92%

corporations that allow mobile job apply

20%

outdated systems & processes create inefficient digital gap

U.S. averages - click to completed application

10% - on PC

1% - on mobile

\$170 ~ \$250 ad-cpc cost per hire due to high abandonment

- 70% of jobs created by 3% of US companies
- 50% to 200% annual attrition rate
- one billion job applications per year
- high legal costs due to lack of EEOC compliance
- job aggregators' practices under investigation (serving expired jobs and selling of applicant contact info)



+\$100 labor cost prescreening 20 applicants per hire

### the solution: we automate advertising; applicant-job matching and training in a mobile & eeoc compliant solution - our customers report 60% savings in recruiting & 50% reduction in time-to-hire

- focused on enterprise customers, each making 500 to 100,000 hires per year
- Business model: Customer pays \$10 per match (i.e. an applicant with verified contact info, job application & scoring including automated phone interview)
- Add-ons: enterprise analytics, EEOC reporting & system of records, training and voice analyzer™



50,000 hours saved by recruiters; 2x faster time-to-hire

25x better application completion rate than existing solutions



60% savings in job advertising & prescreening labor costs



60% mobile applicants



+90% candidate's satisfaction with job application experience



+200% increase in minorities outreach

### a growing network: after 18 months: 525,000 workers in network; over 50 million data points including verified contact info, experience, skills and their voices

- +84 different signals per worker: name, address, phone & email verified versus public records, work history, education, skills gaps, experience, voice analysis, training & certification and more!

hospitality & leisure

187,000 (3.5% u.s. market)

retail & wholesale

106,000 (1% u.s. market)

call centers

75,000 (25% u.s. market)

construction & manufacturing

73,000 (1.1% u.s. market)

temp services: janitorial, parking, general labor

60,000 (3% u.s. market)