



openHandwerk

Workflow-Software in the cloud



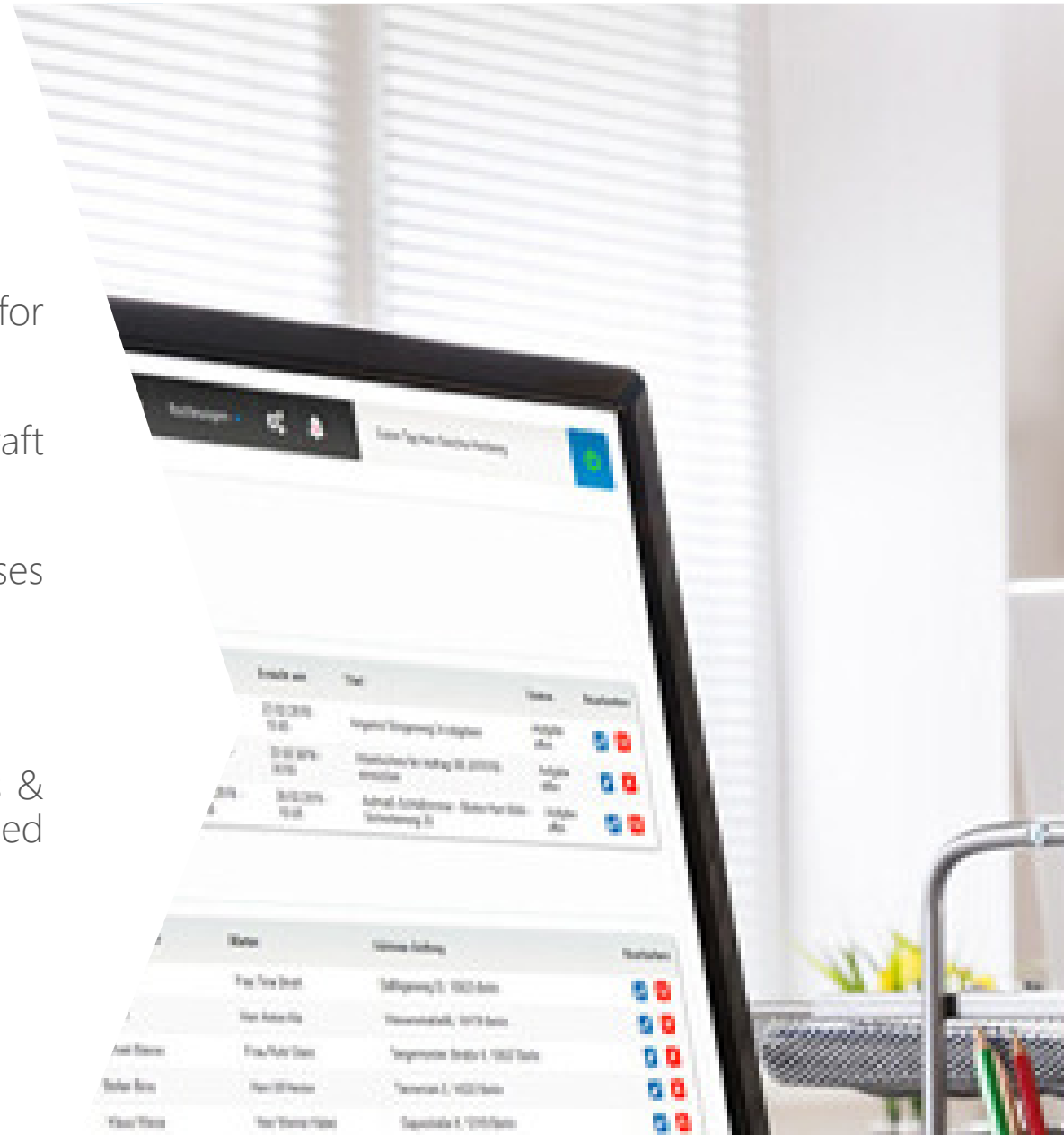
## Future market Cloud Computing

- Cloud computing as a megatrend
- Volume in Germany in 2021: More than EUR 10 billion
- SMEs increasingly use cloud-based software solutions
- openHandwerk has developed a functionally powerful and yet easy to use "Software as a Service".
- In the next step, procurement will also be clearly digitized via cloud solutions.
- By networking in the cloud, solutions such as openHandwerk are becoming increasingly popular.
- Housing and trade / Construction will open up more and more cloud solutions



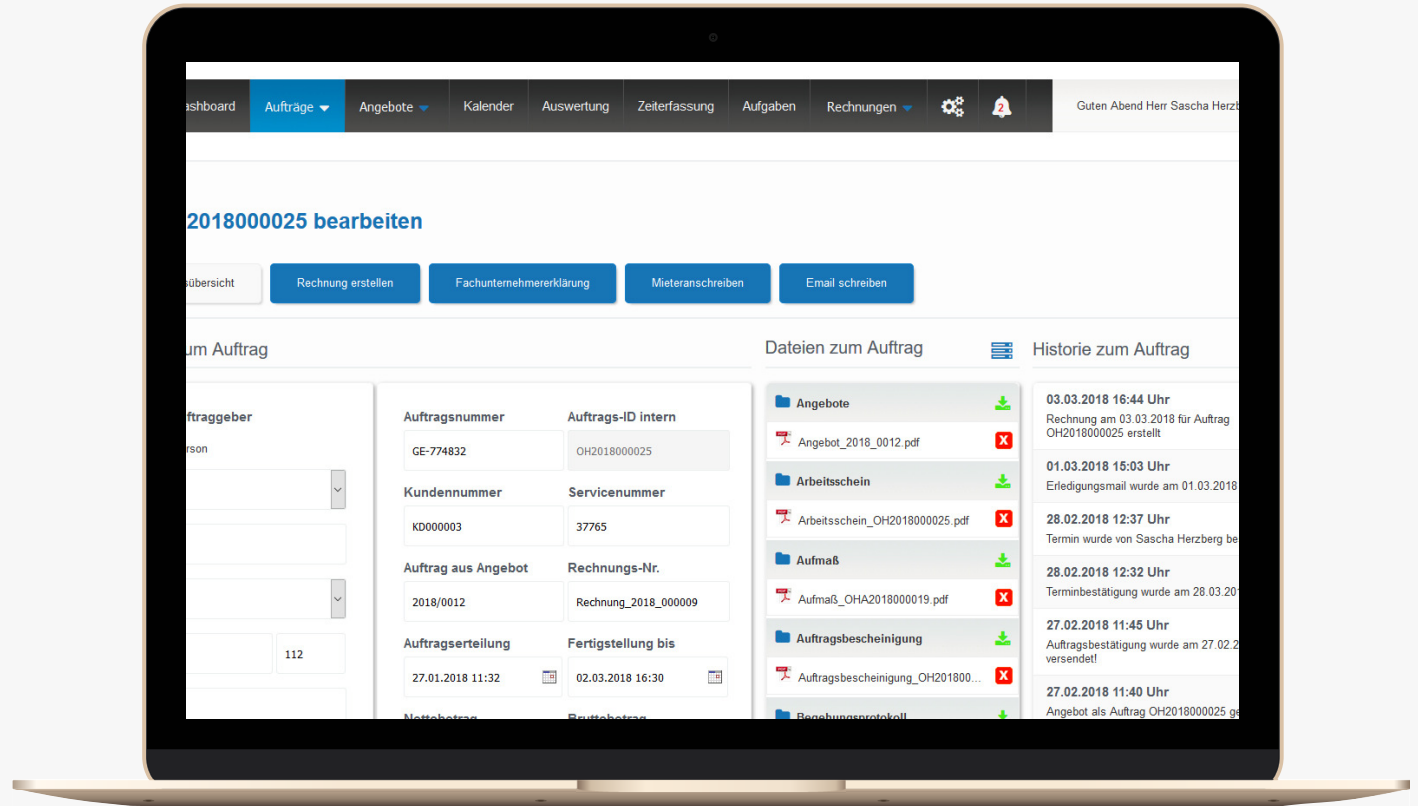
# What is openHandwerk

- an award-winning and trade-open cloud solution for crafts enterprises and service companies
- optimises and digitizes operational processes in craft businesses
- companies can map their individual work processes thanks to a high degree of configurability
- was developed out of an existing need.
- currently solves the two biggest problems in crafts & construction: too many orders with too few skilled personnel



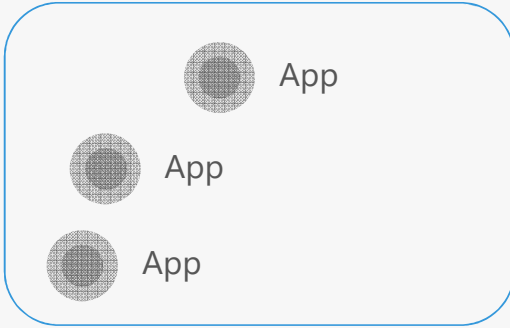
# Functions of openHandwerk

- Quotation and accounting
- Order management & order history
- Task management & reminders
- document management system
- Disposition of employees
- Integration of subcontractors
- Employee & Project Calendar
- Messenger & App
- Automatic quotation tracking
- Automatic customer communication
- performance measurement
- GPS Tracking & Time & Attendance Employees
- On request also customizing to existing processes



USP

Cloud



islands

Multicloud/  
Omnichannel



On Premises

# Advantages housing industry

## **Craft 4.0 goes PropTech!**

openHandwerk offers a economical possibility to the housing industry to supervise and document your maintenance measures to let.

Administrators can invite your craftsmen to the use of the software. The majority, the remuneration takes place over a commission of the crafts enterprises to the open handicraft.

Beyond that the craftsman is justified to use the solution also for its further customers, with which the craftsman binding no more island solution represents, which must be maintained several times.

In comparison with existing craftsman couplings and - connections the process becomes clearly more transparent for the manager. There is a complete insight into the scheduling, order history and documentation of the orders. In addition, there are status reports for the orders.

In the Next Step it is planned to recommend to the administrators also crafts enterprises in your region, if no capacities exist with the own craftsmen. openHandwerk would be thus the first Cloudlösung in the handicraft, which makes enterprises possible additionally turnovers and supports administrators with capacity bottlenecks.



## Best Practice: VALLOVAPOR GmbH

Vallovapor GmbH is an innovative, Germany-wide service provider in maintenance for the housing industry. Founded in 2009 - based in Berlin - further locations in Lower Saxony, NRW, Hamburg/Bremen & Hesse.

In addition to its own employees, +25 certified partner companies of various trades are in operation. Since 2009, +15,000 mould removals have been carried out using the Vallovapor process. Vallovapor is currently managing +600,000 residential units in Germany for well-known third-party administrators and property managers.

After using years of document management via Outlook, Excel and order structures, it was time to create a structure due to growth and data volumes and to increase customer communication/customer satisfaction in order to guarantee quality to customers in the long term and to create competitive advantages.

Today the Vallovapor with the SaaS openHandwerk is in a position with two part-time employees and a total of 60 hours/week to carry out all work in the craft business with approx. 1,400 maintenance orders.

In addition to efficiency in the office, resources in the area of maintenance are also used optimally. The aim of the software solution was not to save employees but to increase efficiency in order to enable growth and to guarantee quality and communication with the administrator.

By openHandwerk the Vallovapor is able to gain +30% more conversion with savings of +30,000 EUR/year in the office.



# Monetisation & Added Value for Manufacturers, Retailers & Partners



Marketplace / Plattform



License business



Customer loyalty / turnover



# Team openHandwerk



## **Martin Urbanek – Founder & Managing Director openHandwerk GmbH**

Martin worked as an exchange trader and investment analyst (CEFA & CIAA). He then worked for an auditing firm in the M&A sector and was last responsible for M&A and venture capital as Head of Corporate Finance for an international consulting firm. He was a member of the supervisory board of a listed IT hardware company and held various management positions.

## **Sascha Herzberg CTO**

For many years Sascha has programmed and developed financial startups in the field of stock exchange and stock exchange news. Most recently, he was responsible for the digitization of a craftsman's business in the workflow area.

## **Inga Weyel Head of Sales**

Inga is Dipl. Ing. landscape planning and was already active as a managing director. In addition, she has +15 years of experience in B2B sales. Before openHandwerk it was in a citizen of Berlin Startup and developed the range Sales.



# Awards & Partners



2017: Winner of the Cloud Rocket Award at CANCOM Pironet & Hewlett Packard Enterprise (HPE)



2018: Innovation Award IT with the rating "BEST OF 2018" in the category Cloud Computing of the Initiative Mittelstand



2018: Digital Champions Award in the category "Digital Processes & Organization" in the regional preliminary decision East for our customer Vallovapor GmbH by our SaaS.



2018: Winner Open Integration Hub Phase 3 - Reference implementation of a connector in the area of corporate processes, supported by the Federal Ministry of Economics and Energy.

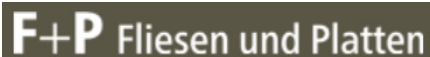


Winner TECHBOOST STARTUP Grow Program of Telekom

Partner



# Known from Online and Print



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