




Contact:
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Zazmic Finance

a brand of Wind of the Future

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Meet Z-Stream: Zazmic's Team Productivity Tool for
program and product management. Built on GCP. 



About Us

Our Core Competencies:

On-Demand COO/CFO/CTO/General Counsel, Finance, Administration, Taxes, Fundraising Support, Due Diligence, Legal Services Cloud, Big Data, AI, Mobile, ML, IoT, Migration , SEO, Lead Generation

- San Francisco Headquarters
- Four Global Development and Administration Hubs
- Founded 2012

Our Current Start-Up Clients in Funding Rounds

8

Projects Completed since 2012:

200+

Our Current Start-Up Clients We Have Invested In

14

Our Clients Government Grants and Contracts Funded

27

Our Current projects:

50+

Google

Contractual Relationships:

- Supplier - Billing / Banking
- Google Cloud Reseller
- GCP new / growth incentives
- Specialist / Premier Partner
- Engineering Certifications / Test

250+

Employees globally in 6 countries

Our Team Productivity Tool helps program and product management Built on GCP for ourGCP Clients



Google Cloud Platform Partner

Our Partner Program Participation:



METEOR



A Few of Our Clients and Projects



Metadata is the first AI platform that automates end-to-end audience targeting, demand generation, and digital campaigns management

We built Metadata's finance/admin infrastructure, managing accounting, dynamic modeling, KPIs tracking, tax, fundraising, books clean-up, due diligence, cap table, HR benefits, cost reduction, financing RFP, and multi-rounds fundraising support



Ericsson delivers more than 40% of the world's mobile traffic. Ericsson created game-changing connectivity technology and services

We built an Advertising Technology and AI platform to process operator data



Containous provides a community-based, open-source, self-configuring proxy that manages its users' cloud infrastructure

We helped Containous expand their operations to the U.S., built their finance/admin/HR/operational infrastructure, and administered their U.S. company as their agent for all finance/treasury/admin/HR/tax/operational or regulatory matter



Endless Mobile is a global start-up, already operating on 5 continents providing hardware and software to bring opportunities in vat new markets

We are (re-)building Endless' entire finance, HR, and admin infrastructure and support their global operations with accounting, finance/CFO, tax, HR, and administrative services



Deep6AI is an artificial intelligence platform matching patients with trial to dramatically improve and accelerate drug research

We designed Deep6AI's reporting to track their customer/market segment performances, cleaned-up their books ahead of their Series A funding, and developed dynamic budgeting, forecasting, and financial models



Rakuten provides integrated client marketing solutions enabling marketers to achieve the full potential of digital marketing

We built a Advertising Technology platform with iOS, Android, and web integration



Palate Club is an AI-driven platform that determines and selects the wines that you like based on your taste, and custom-order them at no risk

We built Palate Club's finance and administration, managed their accounting, sales and corporate taxes, integrated their inventory solution to their accounting system, and develop their reporting infrastructure



ParagonOne offers an on-line platform building a path from college to career through coaches, industry experts, and peers

We managed ParagonOne's accounting, and payroll, cleaned-up their books to audit-certification standard ahead of their fundraising, developed dynamic financial/forecasting models to support their strategic planning



Valassis provides data-driven media solutions that engage and influence consumers to create the future of intelligent media delivery.

We built an Advertising Technology platform and AI solution for intelligent target marketing.



How We Work

Let's Talk about Your Challenges



We review your business model, operations, financials, anything that gets us intimate with who you are as an organization

Our complimentary 360 degree assessment gives us a full picture of all we can do to make your organization even greater

We provide you with solutions that work for your organization, on your timeline, within your budget

We get the job done, whether as part of your organization, as external consultants, or finding you the right strategic partners

Our Financial Services

with a particular
FOCUS ON YOUR SPECIFIC NEEDS

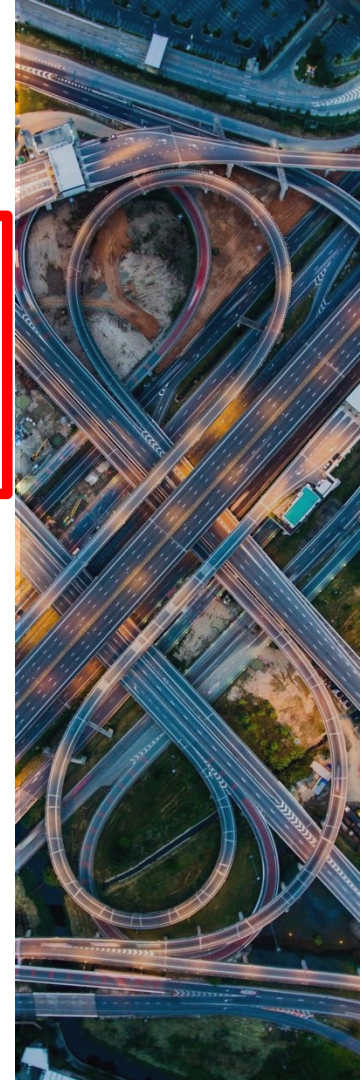
We design and manage scalable environments with world-class processes and systems from the ground up, in dynamic environments to support your strategic objectives.

We are your
**FULL-STACK
ON-DEMAND CFO**

- Bookkeeping, accounting
- Billing and collection
- Vendor management
- Payroll, HR, Benefits
- Month-end Close, GAAP Adjustments
- Treasury Management
- Regulatory Reporting

- Dynamic Planning, Analysis, and Forecasting
- Margin Management & Reporting
- Board/Exec Presentations
- Finance and Admin Policies, Controls
- Due Diligence Preparation, Books Clean-Up
- Fundraising/Crowd-Funding/Financing/
Investor Relations/Road shows

- Tax preparation and filing
- Contracts/Term Sheets/Offer Letters
Preparation, Review, Negotiation
- Software Implementations
- Stock Option Plan, Cap Table Management
- Incorporation/legal reviews
- Board Resolutions



Our Fundraising Support Services

Fundraising Support

- Board resolutions and shareholders consent preparation
- Determination and targeting investors that are a particular fit
- Introduction to lenders in our network whenever there is a fit
- Comprehensive financial analysis and forecast to determine best funding and equity dilution strategy
- Comprehensive options, qualification, timeline, and process overview
- Financial, accounting, and tax adjustments needed for qualification
- Financial reports, presentations, and decks reparation for investors
- Presentation to investors and road-show support
- Due diligence preparation and management including full review with investors
- Term sheet review, negotiation, and preparation
- Share purchase agreement preparation and legal review
- Restated certificate of incorporation preparation and filing
- Fundraising agreements, resolutions, and documents, managements, and retention
- Cap table management and reporting, shares issuance



Our Financing Support Services

Financing Support

- Financing request for proposal to government, banking, and non-banking lenders
- Introduction to lenders in our network whenever there is a fit
- Comprehensive options, costs, qualification, covenant, timeline, and process overview
- Financial, accounting, and tax adjustments needed for qualification
- Due diligence preparation and management including full review with lender
- Financing proposal review, negotiation, and preparation
- Financing agreement legal review
- Financing application preparation, submission, and follow-up
- Financing-related certifications and filings
- Covenant preparation, reporting, and documentation
- Financing documentation, managements, and retention
- Financing-compliant policies/controls/processes design, documentation, and management as necessary

**ASK ABOUT OUR SPECIAL COVID19 LOANS SERVICES
FOR SMALL BUSINESSES AND STARTUPS
WITH PAYMENT DEFERMENT TO LOAN FUNDING**



Our U.S. Government Contract and Grant Services

Proposal, Due Diligence, and Contract Support

- Proposal guidance/formulation/preparation/review/documentation/retention
- Proposal budget development and documentation
- Contracts/grants review, negotiation, and preparation
- Government certifications and filings
- Contracts/grants documentation, managements, and retention
- Gov-compliant policies/controls/processes design, documentation, and management
- Contract/grants sub-recipients/sub-contractors/service providers agreements preparation, negotiations, and documentation per Gov. standards and requirements

Government Contract/Grant Management Services

- Financial infrastructure design and operations management per U.S. Gov. contracting laws, OMB guidance, and specific agencies rules and regulations
- Gov.-compliant financial/procurement/payroll/sub-contracting management, and reporting preparation/review/documentation/filing/retention
- Government invoices preparation/billing, government receivable collection
- Gov.-required cash flow reporting preparation/review/documentation/filing/retention
- Gov.-required reporting/certifications/filings per contract/grant requirements

Government Contract/Grant Reporting and Close-Out Services

- Final report guidance/formulation/preparation/review/documentation/retention
- Final financial/cash flow/intellectual property, and all contract/grant-specific required reporting preparation/review/documentation/filing/retention
- Contract/grants close-out process management
- Sub-recipients/contractors/service providers close-out process management



Our Corporate and Legal Services

Corporate Services

- Cap table management
- Stock plan review and documentations
- Stock grant agreement preparation and review
- Corporate document managements
- Retention policy design and management
- Corporate policies, controls, and processes design, documentation, and management

Contract Services

- Contracts review and negotiation
- Contracts preparation
- Contracts documentation and management
- First-line disputes and litigation prevention, negotiation, and management

Legal Services

- Fractional General Counsel
- Legal Services Subscription
- Commercial, Contract, Fundraising and Financing Legal Support
- Corporate law
- Tax law
- Immigration law
- Employment law
- Intellectual property law and trademarks or patents filing support
- Litigation



Our Cost Reduction and Procurement Optimization Services

Cost Reduction & Procurement Optimization Services

- 360-degree assessment of full cost envelope
- Review of processes, contracts, and sourcing for cost optimization
- Renegotiation of contracts
- Pooling of common expenditures into purchasing groups enabling more effective pricing
- No upfront or milestone payment, no cash disbursement until project is completed



Our Administrative Services

Administrative Assistants

An assistant to save you time and support you with:
e-Mail Management
Calendar and Schedule Management
Travel Reservation and Arrangements
Personal Assistant tasks

Administrative Tasks

Research
Presentations and Organization Charts Preparation
Documents and Access Management
HR and Payroll Records Management
Fundraising Coordination

Web Presence

Social Media Platforms Management
Social Media Postings
Internal Web Site Updates



Our Human Resources Services

On-Boarding Services

- Preparation and review of offer letters
- Review and filing of mandatory work status and tax election forms for employees
- Review and filing of W-8 and W-9 forms for individual contractors

Employee Benefits Services

- Design and management of employee benefit plans
- Design and management of paid time-off policy
- Administration of incentive stock compensation
- Administration of incentive compensation
- Administration of bonuses and commissions
- Administration of employee benefits
- Administration of mandatory insurances coverage (workers compensation, COBRA, etc.)



Our Business Move and Expansion Services

Company and Executive Moves

Expansion or establishing of company operations anywhere in the U.S., Europe, Asia, Latin-America, Africa with all necessary domiciliation, and incorporation services, as well as business, regulatory and tax registration. Office and housing search and negotiation. Visa and immigration support. Tax and official representation.

Company Representation and Administration

Full representation of company in the destination country/market. Establishment of all banking, financial, and regulatory setups to be operational. Hiring of local staff, in compliance with local rules and regulations if and as necessary. Design and implementation of finance and administrative infrastructure as needed. Design, implementation, and management of local, tax, and legal accounting. Translation and mapping of local, tax, and legal accounting into origin country/market financial infrastructure and reporting. Cross-country and jurisdiction financial consolidation. Tax optimization.



Our Domiciliation and Office Virtualization Services

Incorporation and Domiciliation

Incorporating your company, in any U.S. state, multi-state registration, redomiciliation, change of legal entity, if and as needed. Providing your company with an official address In San Francisco, or anywhere in the U.S., both physical, and PO Box, reception of all tax, and official correspondence, acting as your company's agent for service of process for all official correspondence.

Office Virtualization

Ideal for distributed offices, or people traveling extensively, giving you the peace of mind to know that wherever you are, you will never miss an important letter, a tax or regulatory notice, a utility bill or vendor invoice not available on-line, or a check. We provide mail collection and processing service, deposit checks, scan all the incoming mail, shred what you need securely disposed of, and store the rest, while all scanned documents are available on our cloud, to you or your designates, managing access in as many different folders as you need, to adapt access control to your needs.



Our Marketing Services

Design UX/UI

Creative Design, InVision, Photoshop, Sketch, Prototype

Web Site Development

WordPress, Magento, Shopify, Web Dev

Advertising & Marketing

Facebook Ads, Instagram, Youtube, Adwords, SEO, SEM, Retargeting.

Analytics

Google Analytics, Performance.

Google Analytics



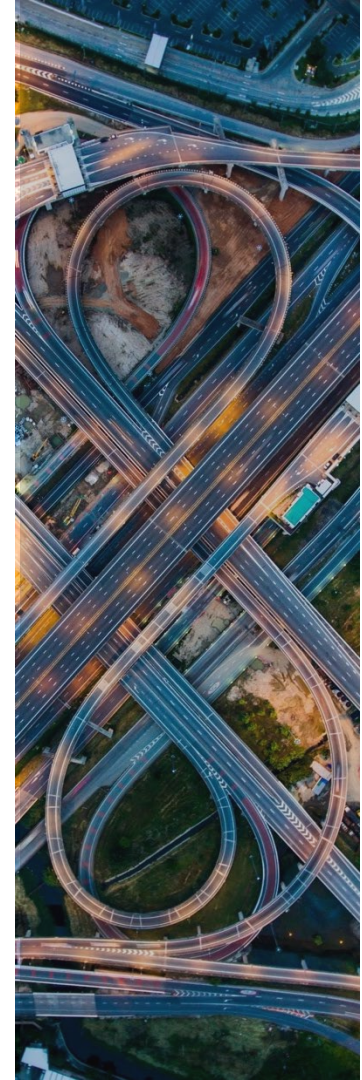
DBM



Adwords



YouTube



Our Development Services

Google Platform Engineering Skill Sets:

Front End

Node.js, Angular.js, JavaScript, Java, Ruby, Python, Cloud Services

Cloud Services

Google Cloud Platform (GCP), Amazon Web Services (AWS), Microsoft Azure

Mobile

Android, iOS, Tablet, Apple TV app

Big Data

Databricks, Hadoop, Spark, Storm, Vertica, MapReduce, YARN, Ambari, Avro, Hbase, Mahout, Pig, Tez

AI

Google Cloud ML, TensorFlow



Zazmic Team GCP Skills:

Big Data

Managed Hadoop and Spark
Batch and Stream Data Processing
Analytics Data Warehouse / BigQuery

API Platform/Ecosystem

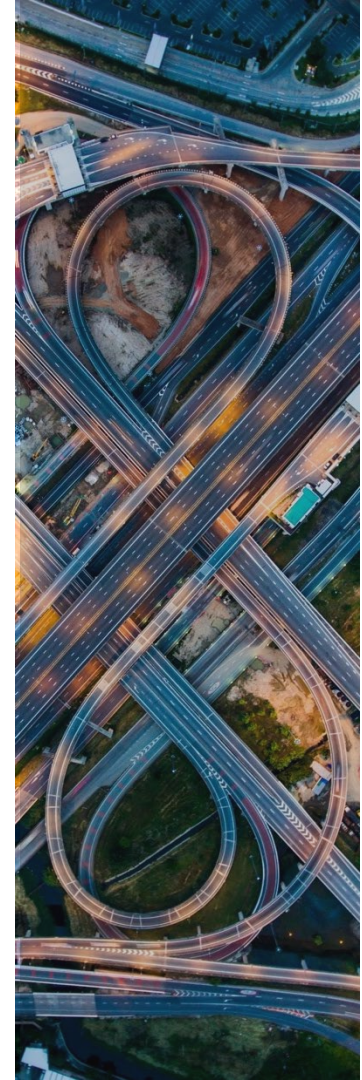
Cloud endpoints
Developer Portal
API Analytics

Cloud ML

Vision API
Cloud Natural Language
Cloud Speech API

Cloud Migration

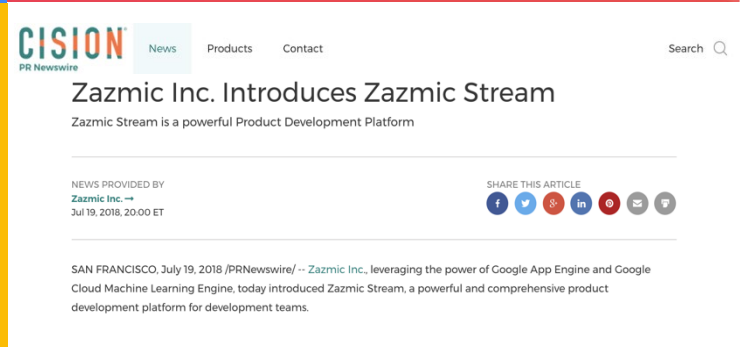
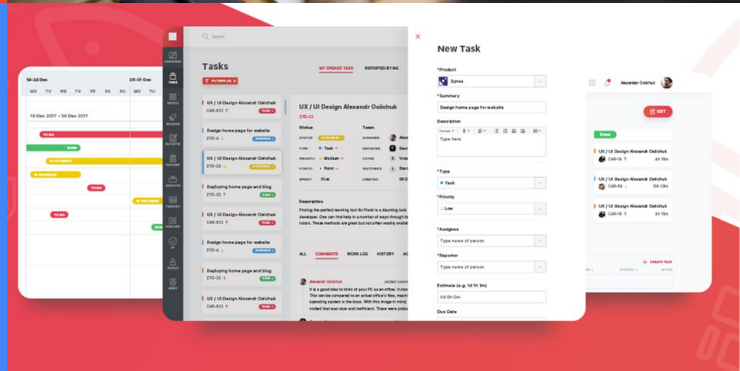
Storage Lift and Shift
AWS to GCP
MSFT to GCP



Productivity Management is at Our Core



- Our work in development helped us become experts in teams, workflows, and productivity management.
- CRM based products like Salesforce did not let us track key program activities in a useful way. And, they could be expensive, hard to customize, and built for a different purpose than what we needed.
- Program Management requirements proved to be far beyond the capabilities of applications such as Excel or Sheets.
- We built Z-Stream because we needed a powerful, connected team productivity tool usable in “real world” scenarios.
- Zazmic uses Z-Stream as our central Productivity Tool to help deliver on our services offerings.



Pricing Policy

Our pricing is designed to be flexible and start-up friendly, offering three tiers of pricing: regular, equity partner, and investor.

Regular pricing is per the prices indicated, billed hourly, or at a negotiated package pricing and progressively increasing according to the company size in terms of annual revenue.

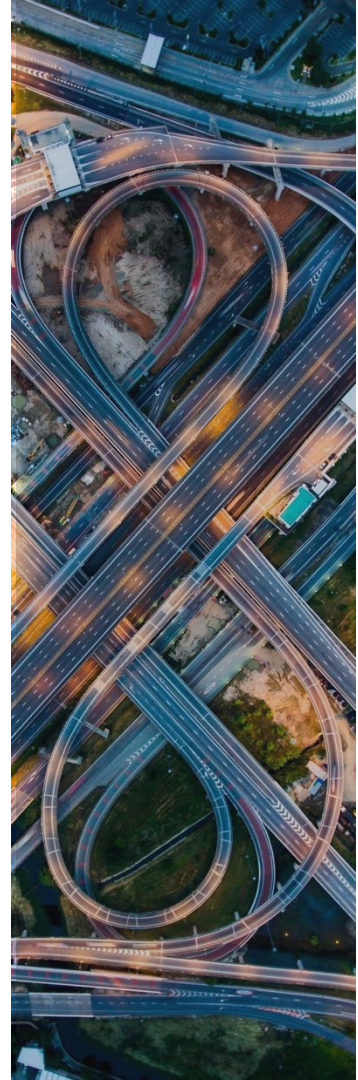
Equity partner pricing is determined as a life-time discount on our services against an equity investment in our client's organization at a rate of a cumulative 5% for each percent of equity, e.g. 1% equity = 5% discount, 2% equity = 10% discount, etc.

Discount subject to approval based on financial due diligence by Zazmic Finance

Investor pricing is determined as an opportunity for our client to pay up to 25% of our services in equity with a 10% discount rate on the equity. This pricing scheme does not require any due diligence. The percentage of service paid in equity can be adjusted quarterly at the client's discretion, the service fees are accrued, and the resulting \$ amount is converted into share at the next financing event.

Payment plans and deferrals can be discussed on a case-by-case basis.

All pricings are subject to negotiation and adjustment based on the particulars of each individual client's circumstances.



Testimonials

Context U

Zazmic Finance was invaluable in helping us put together an investor-friendly business plan that reflected the value of our company.

Pierre S., Founder & CEO, ContextU

Astronomical Society of the Pacific

Zazmic Finance is our CFO, strategic advisor, international business development hand, and so much more.

Linda S., Executive Director, Astronomical Society of the Pacific

PeopleFinders

Zazmic is a productive extension of our software engineering and data engineering teams, affording us the ability to expedite multiple product launches. The team's responsiveness and problem-solving viewpoint is refreshing, and a pleasure to work with

Amber H., President, PeopleFinders

Sky Deep

They helped me design my investor presentation for maximum impact.

Jon B., Founder & CEO, SkyDeep

Adopt-a-Pet

Zazmic Finance helped educate my management team and keep them on top of their organization's finances.

David M., Founder & CEO, Adopt-a-Pet.com

Mercury Financial Trade Credit

Creativity, Design, Technical abilities; Zazmic has it all. They help us not only with our product but they were there each step of the way as we were raising money.

Richard A., CEO Mercury Financial Trade Credit

Total Adventure Travel LLC

Incredible teamwork, feeling like my own programming department. Everyone on the project all day, every day. Responding immediately to all concerns. My vision was carried out exactly, but with significant improvements from the team.

Blaine Z., CEO, TotalAdventure Travel LLC

Metadata

I have been working with Kendria for over a year now, and can say that she has been an operations wizard for the company. She has helped Metadata with tasks such as group calendar scheduling, handling large volume of customer emails, managing the outreach and reporting of our fundraisers, as well as preparing the final docs with investors on DocuSign. I have recommended Kendria to fellow entrepreneurs and will continue to do so.

Gil A. Founder & CEO Metadata

