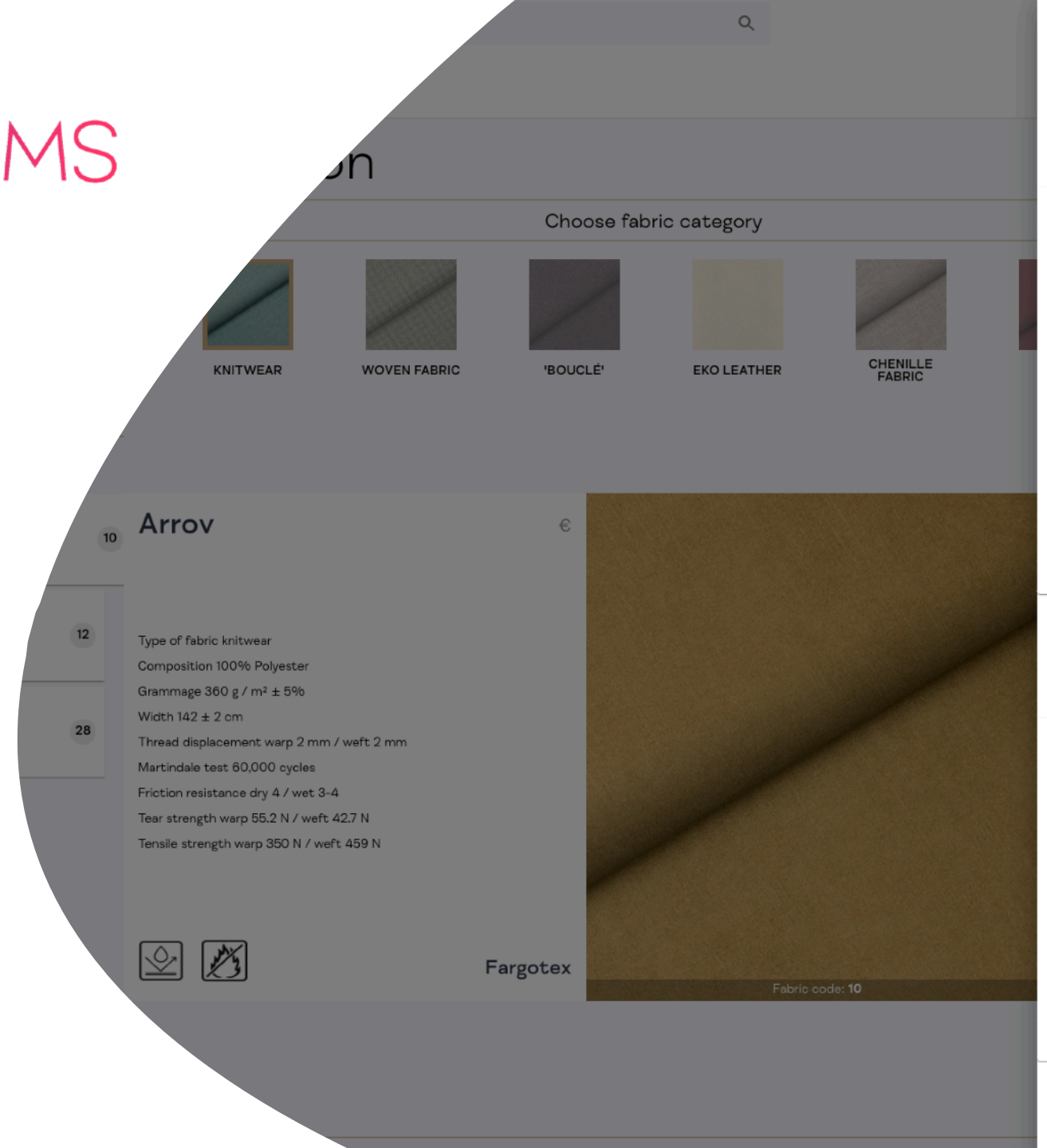
FURNISYSTEMS

E-commerce platform for the furniture industry



FURNISYSTEMS

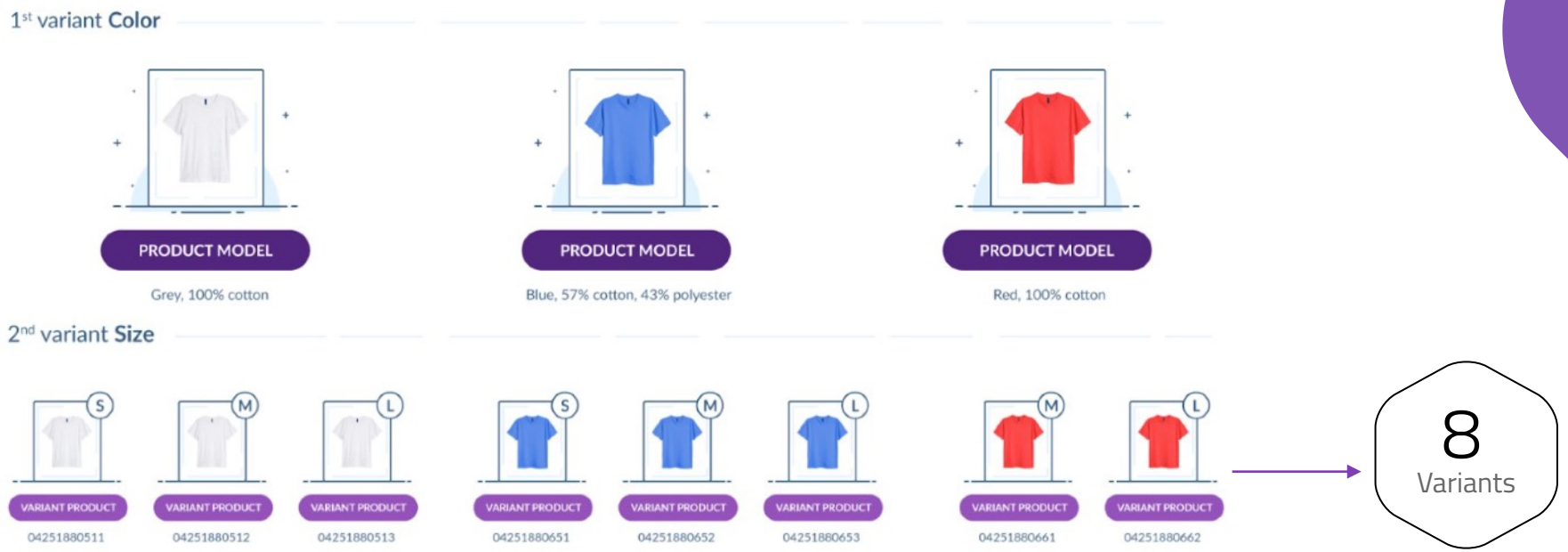
PROBLEM

E-commerce platforms are not designed for large number of product VARIANTS

1 Product

MAXIMUM

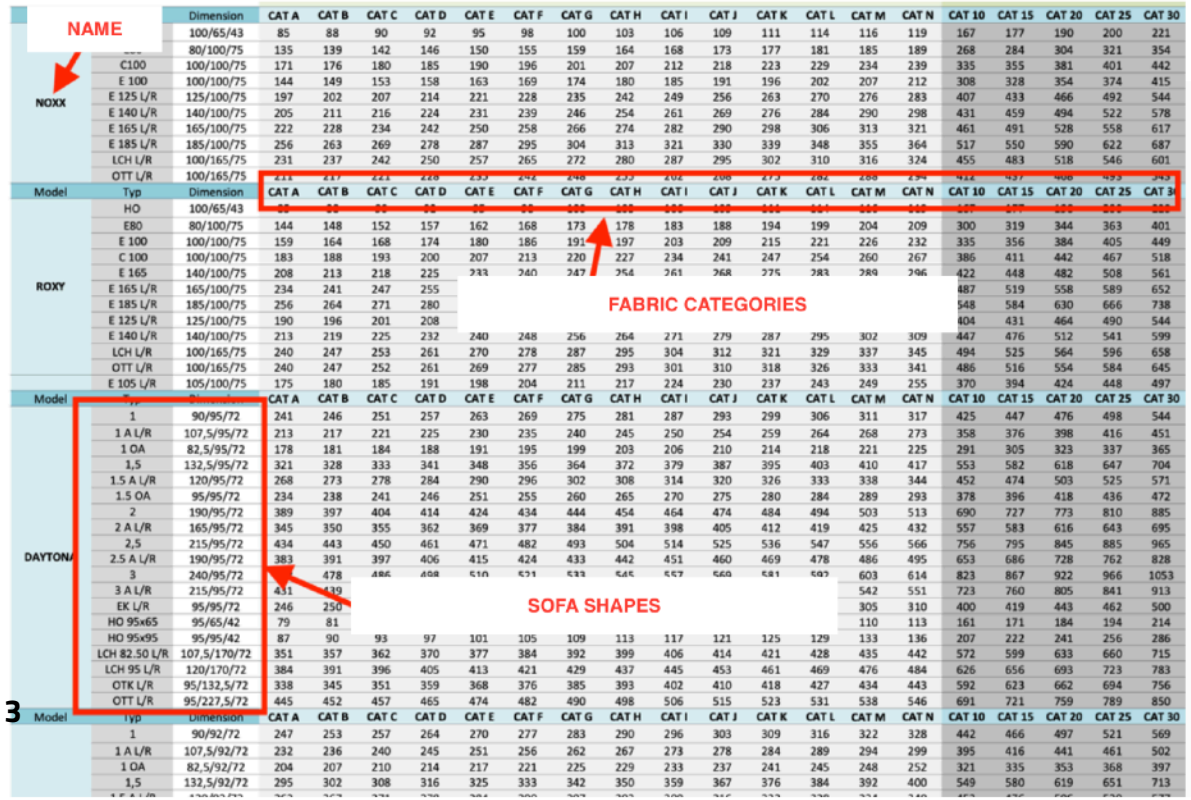
1000 Variants



8 Variants

PROBLEM - Furniture products have 5 billion+ variants

1 Product → 19 Shapes → 524,287 Shape combinations → 12 Fabric categories → 400 Fabric pallets → 10,000 Unique fabric colors







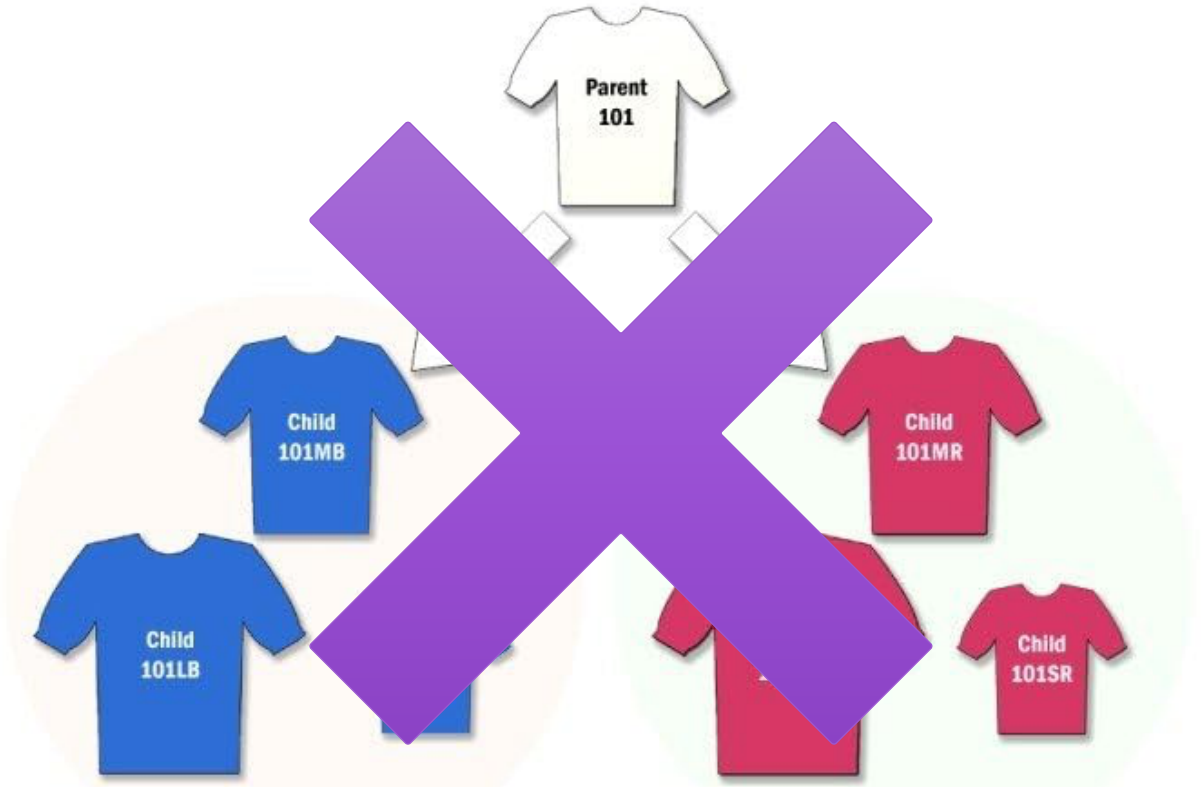
5 Billion VARIANTS

Each variant has a unique PRICE

FURNISYSTEMS

A NEW SOFTWARE ARCHITECTURE IS REQUIRED

PARENT / CHILD RELATIONSHIP



System processing timeouts are reached after 1000 variants

FURNISYSTEMS ARCHITECTURE

PRODUCT

\+

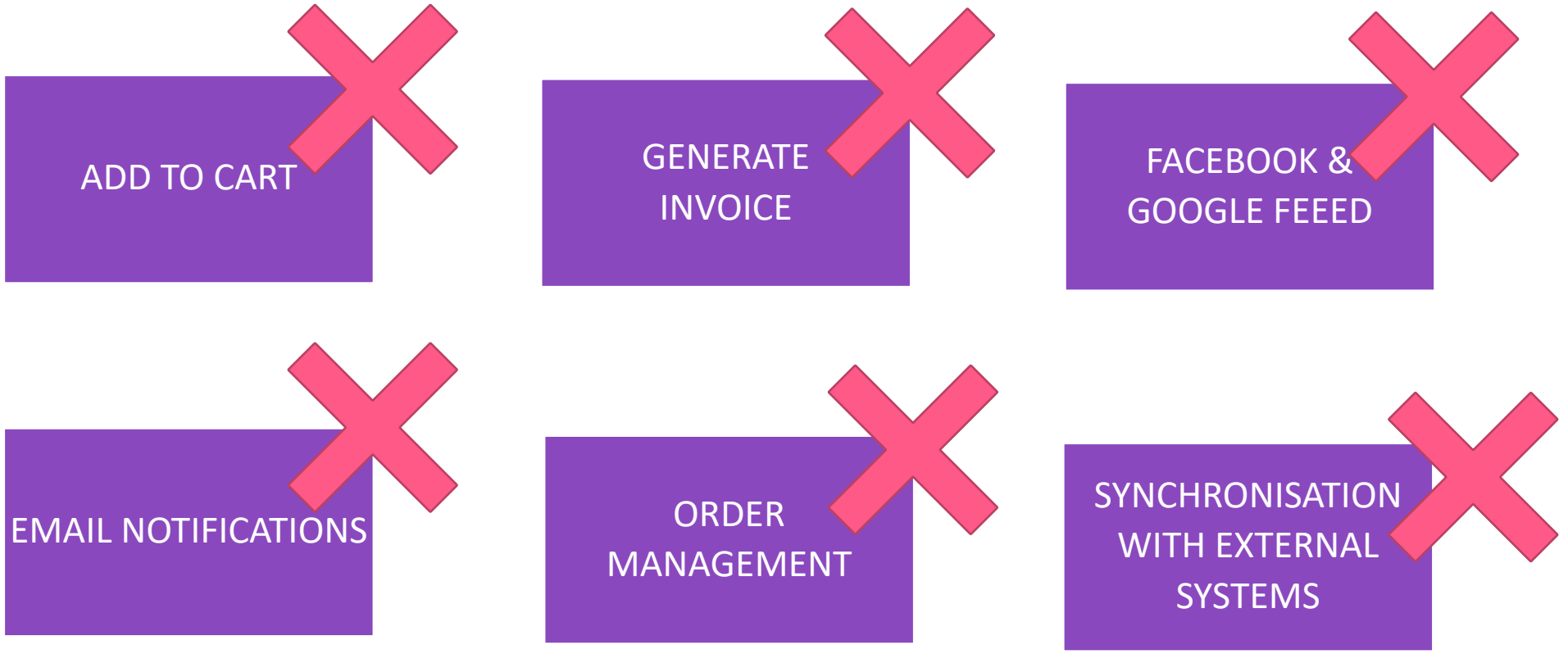
CONFIGURATION OPTIONS

=

CART ITEM / ORDER ITEM

FURNISYSTEMS

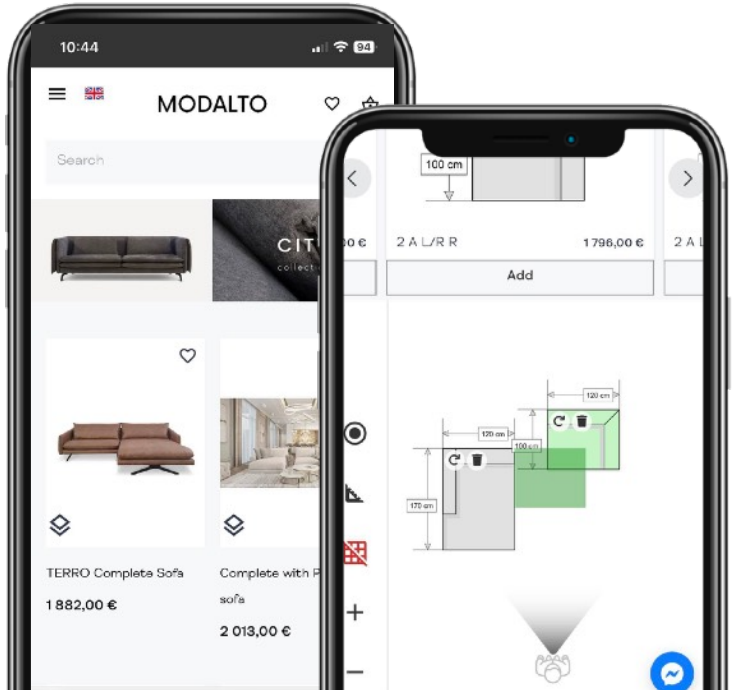
If there is no “child product” - there is no functionality

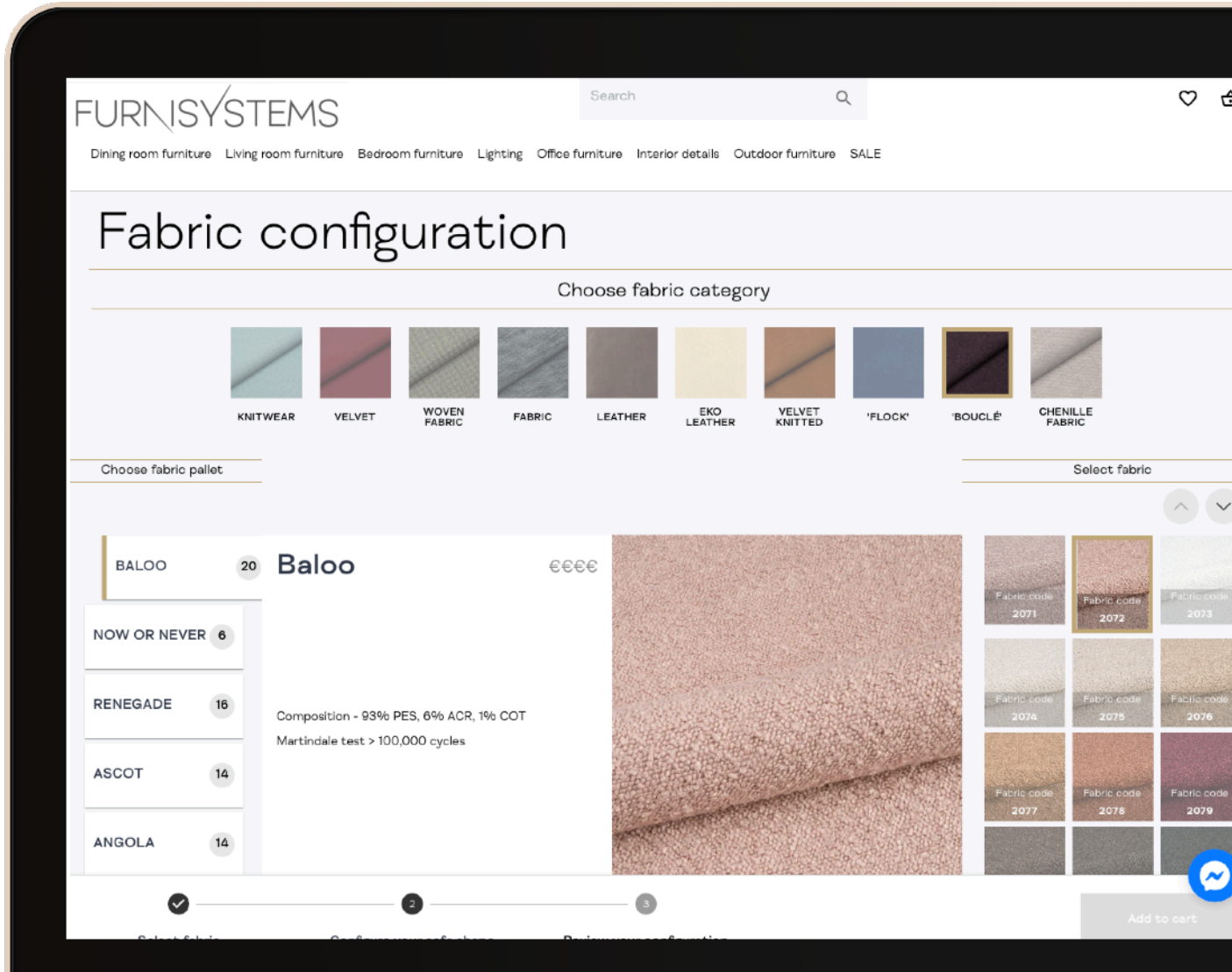


FURNISYSTEMS

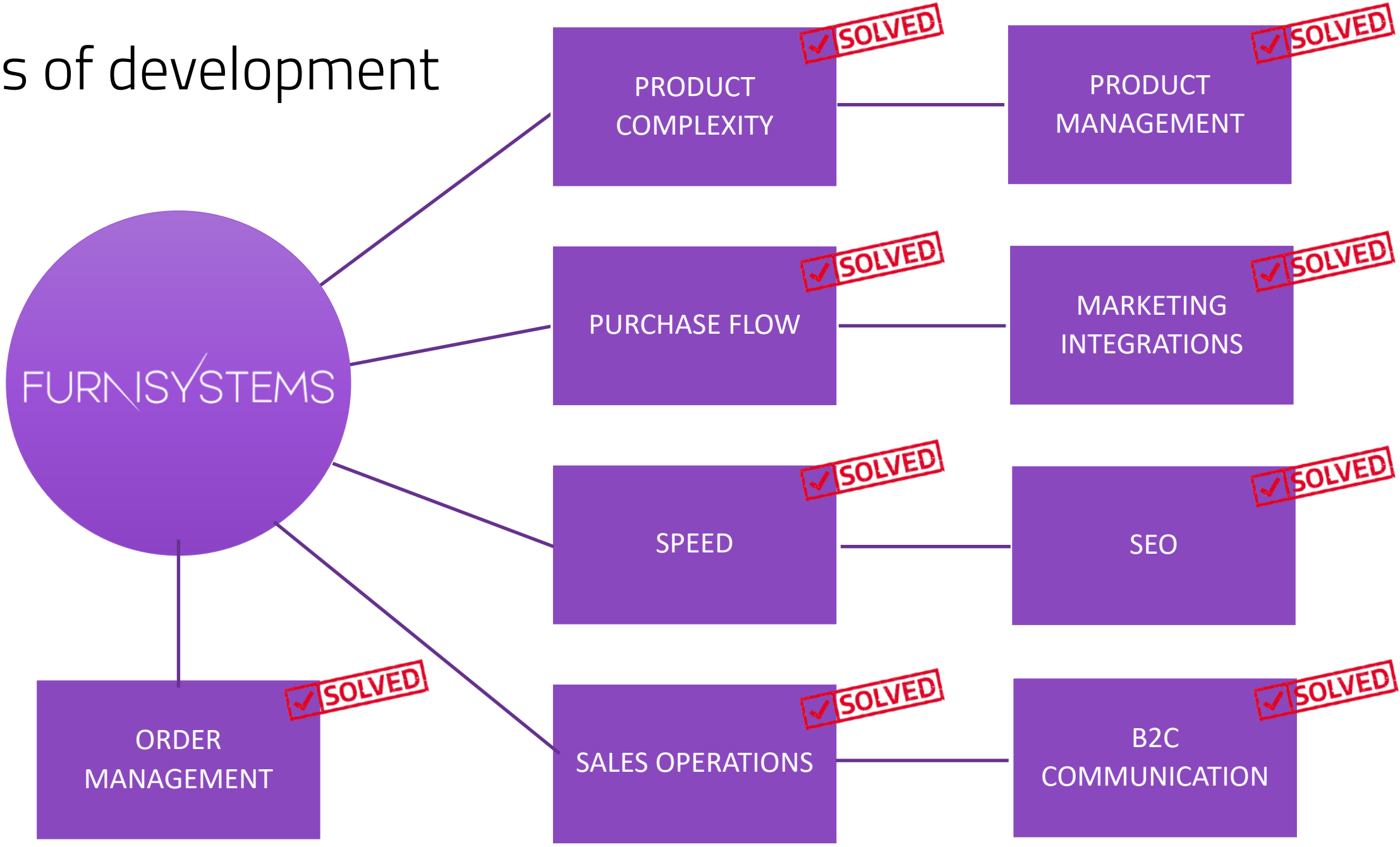
Solution - COMPLEX now SIMPLE

E-commerce platform
DESIGNED for the furniture industry





3 years of development





Furniture DEALERS (SHOPS)

INCREASE IN REVENUE WITH ONLINE EXPOSURE

SEO / Facebook Ads / Google Ads - all in one place, easy to use, with tutorials ready!

UPLOAD PRODUCTS FAST AND CHEAP

NO 3D MODELS REQUIRED!

IN HOUSE SALE TOOLS

Product presentation / instant price / commercial offer generation

CUSTOMER TRACKING

Abandoned carts, chat bots, incentives to leave contact details... Grab those leads!

EASY TO TRAIN NEW EMPLOYEES

Easy to manage / no more errors / performance tracking

FURNISYSTEMS



CASE STUDY

- **UAB FURNIBAY Started using FURNISYSTEMS in 2021 Nov**
- **Revenue:**
  2021 = 415k
  2022 = 752k
  2023 = 1,482k

	BEFORE	AFTER	
SALES REVENUE		**x2**	↑ **100%**
UPLOADING A PRODUCT ONLINE	**3h**	**10 min**	↓ **900%**
MAKING A COMMERCIAL OFFER	**1h**	**5 min**	↓ **1200%**
PLACING A FACTORY ORDER	**30 min**	**5 min**	↓ **600%**
HUMAN ERROR (MISTAKES)	**3 / month**	**0,5 / month**	↓ **600%**

FURNISYSTEMS

FURNISYSTEMS

DIGITAL CATALOG

Instant price calculations + clean product presentation

B2B - DEALER INTERFACE

Managing different pricing for individual customers + all orders in one place

INCREASED REVENUE THROUGH DEALERS

Dealers are enabled to use configurators while working with customers

COMMUNICATION AUTOMATION

Where are my orders? When will be able to pick up? Can you send me a quote?

B2C REACH

Opportunities to expand! Open showrooms, start e-commerce!



Furniture FACTORIES



CASE STUDY

- **UAB VILMERS is a Lithuanian furniture factory +400 employees**
- **Revenue 36,9 m Eur**
- **Started using Microsoft Dynamics 365 as their manufacturing planning ERP System in 2021**
- **Spent 1,3m Eur on onboarding procedures**
- **Has 5 employees working full time entering orders into the system (slow) with no ability to automate**
- **Signed a contract with FURNISYSTEMS to integrate our Digital / Catalog sales tool with their ERP system.**
  (Potential company savings up to 10k / month).

Microsoft Dynamics® 365

FURNISYSTEMS

FURNISYSTEMS









ICP

User driven growth

Small / medium FACTORIES

Up to 200 workers

Complicated furniture catalogs

Living room / Bedroom furniture

Working with B2B

128k companies in EU

Small / medium FURNITURE DEALERS

Up to 10 workers

1 or 2 physical locations

Up to 3M yearly revenue

Works with more than 5 brands

Multilingual

137k companies in EU

FURNISYSTEMS

SAAS BUSINESS MODEL



BASIC

paid monthly

Initial system launch

Up to 200 products

1 language

Free product uploads - 50

Just configurator

€ 100 / month

+ 1% from B2C customer revenue

PREMIUM

paid monthly

Initial system launch

Up to 1000 products

3 languages

Free product uploads - 200

All offered features

€ 500 / month

+ 0.5% from B2C customer revenue

ENTERPRISE

paid monthly

Initial system launch

Up to 3000 products

5 languages

Free product uploads - 500

Integration with ERP system

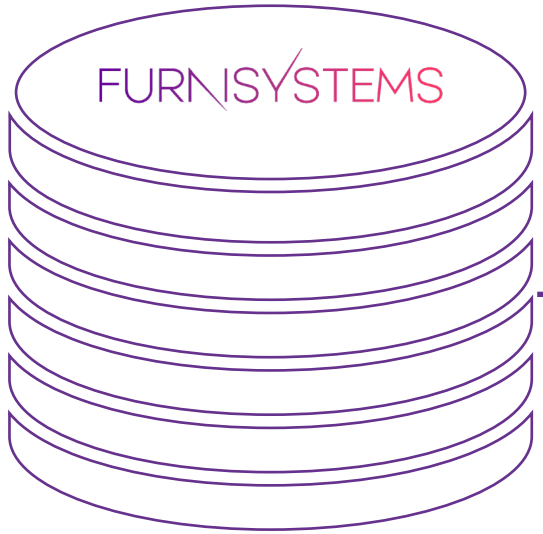
€ from 2000 / month

+ 1% from B2C customer revenue

VISION

Small / medium
FACTORIES





Website launch at **no cost** with products from factories

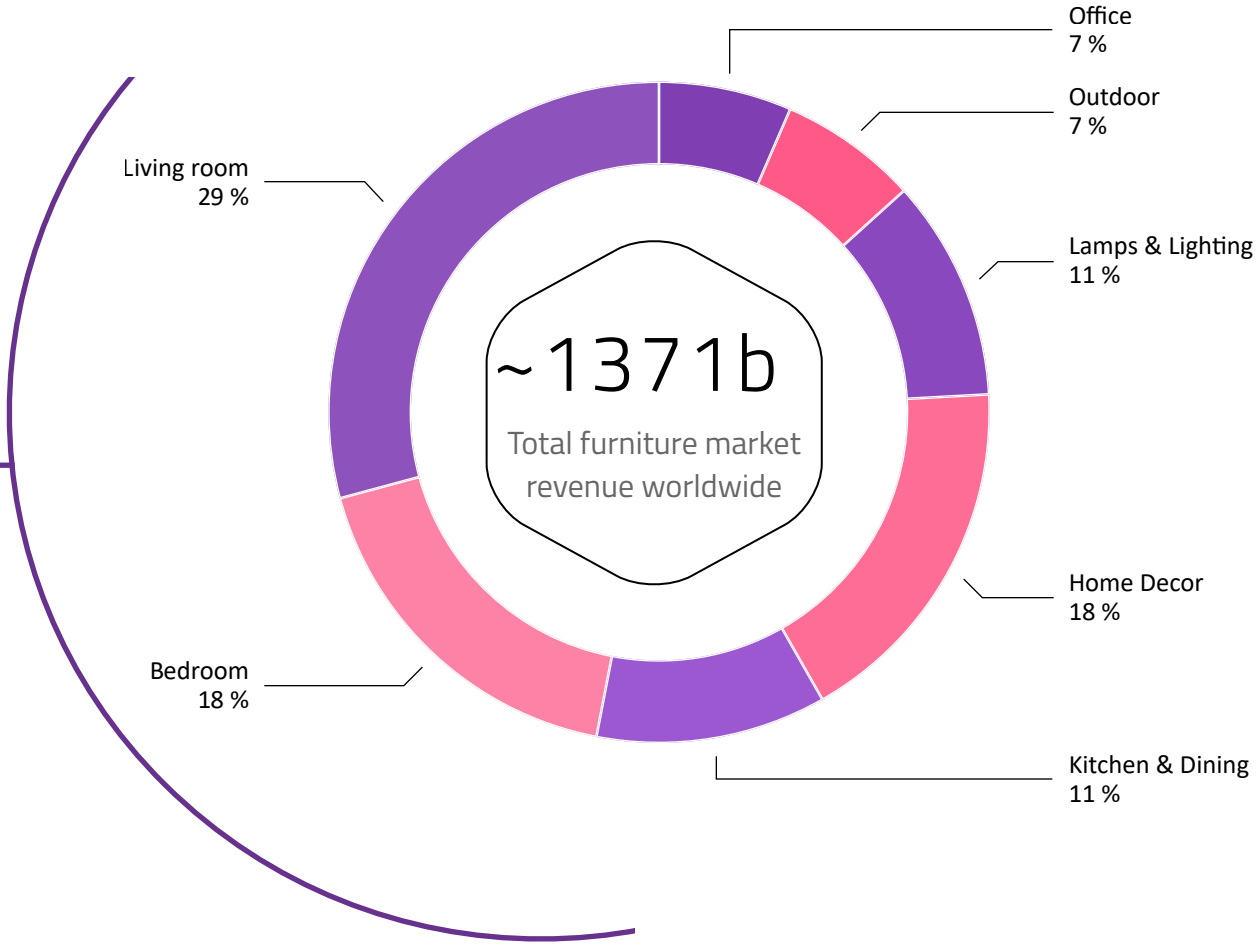
Small / medium
RETAIL STORES



FURNISYSTEMS

TARGET MARKET

Soft furniture
50%



~140k
Specialised furniture stores in the EU

~128b
Specialised furniture stores revenue in the EU only

GEOGRAPHICAL FOCUS
EUROPEAN UNION



Airidas Juskaitis
CEO

Senior software developer for 10 years.
Owner of Furnibay (furniture retail store) for 6 years.



Rokas Zaveckas
Head of sales

B2B SaaS sales - 4 years.
Professional e-commerce developer for 4 years.
Marketing expert (Facebook & Google Ads) for 2 years.



Aine Janusiene
Industry Expert (Advisor)

Owning a furniture factory +20 years
Professional Architect + 15 years.
Owner of Furnibay (furniture retail store) for 6 years.



Egidijus Ambražas
CTO

Senior software engineer with over 10 years of experience.
Over 2 years as Technical Product Manager at Zyro



Domantas Martinkus
Operations

Professional e-commerce developer for 8 years.
Marketing expert (Facebook & Google Ads) for 5 years.

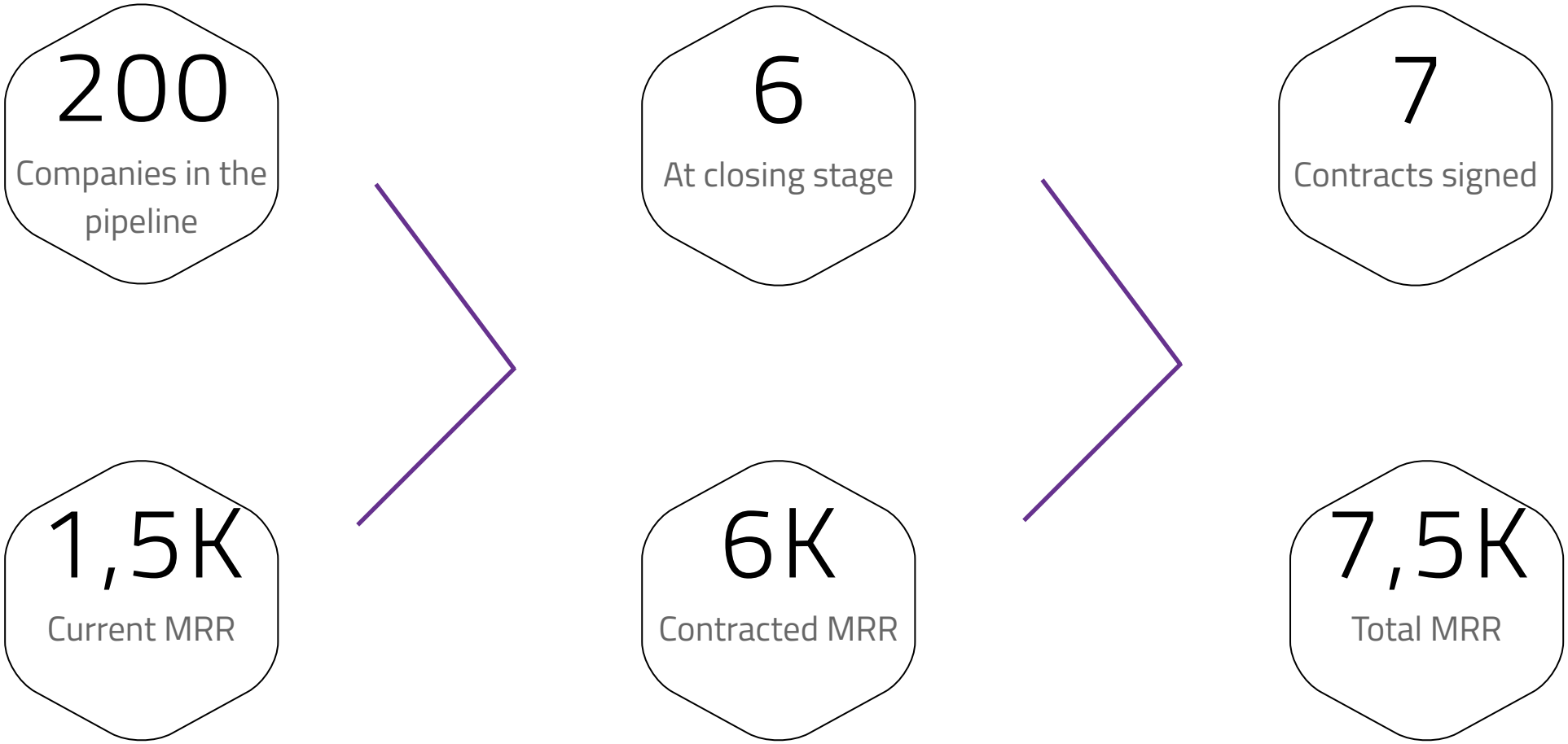


Dominykas Tikuišis
Business development

Sold 2 e-commerce businesses.

FURNISYSTEMS

EARLY TRACTION



FURNISYSTEMS

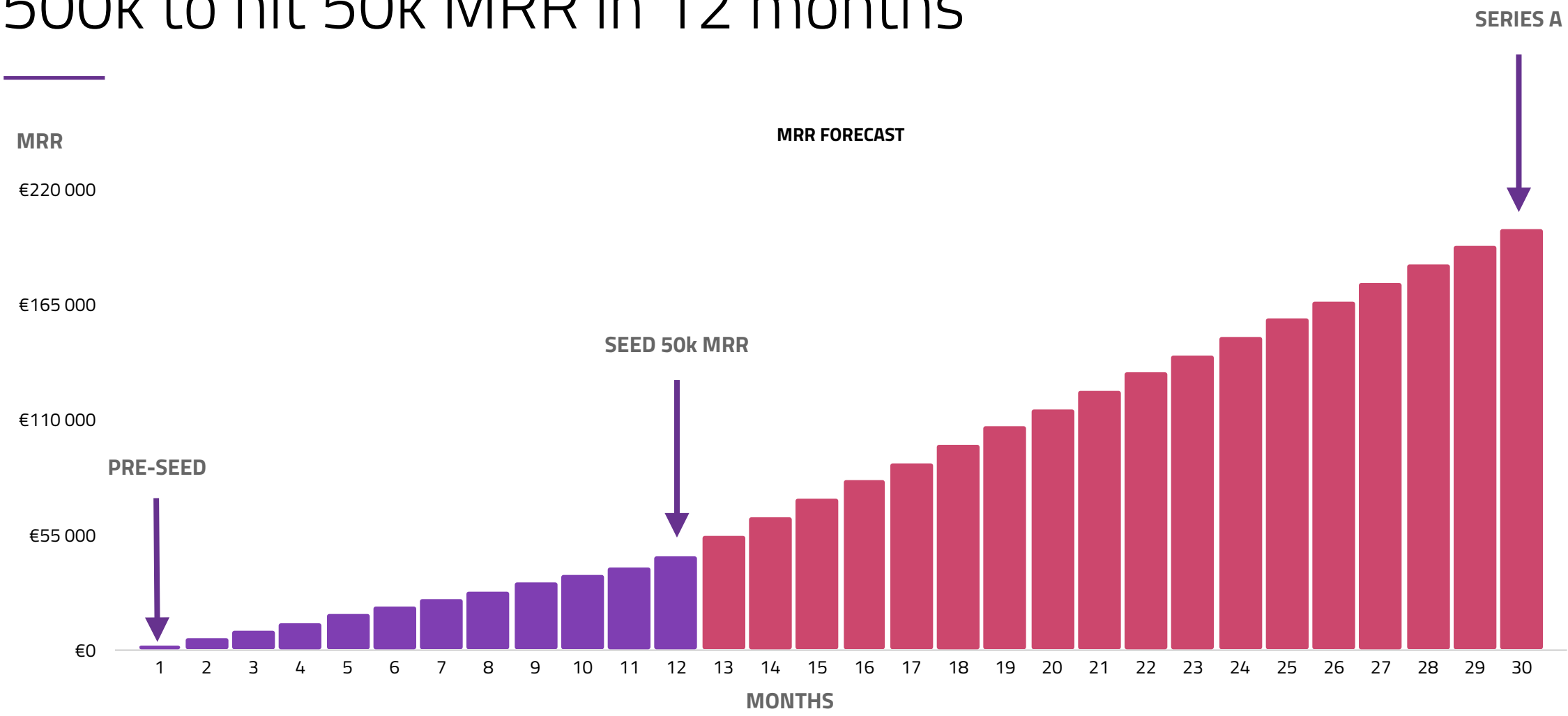
LONG TERM GOAL

THE CORE TOOL FOR FURNITURE SALES

- **FOR FACTORIES**
- **FOR DEALERS**
- **FOR ARCHITECTS / DESIGNERS**

FURNISYSTEMS

500k to hit 50k MRR in 12 months



FURNISYSTEMS

Give us a ping!



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+3706 17 00633

