NexALL

all-in-one
Lawyers CRM/
Case management system

SaaS, B2B, CRM, LegalTech, Web platform

Problem!

Busy lawyers

vs

CRM

DMS

E-mail

Complex IT systems

Calendar

Task management

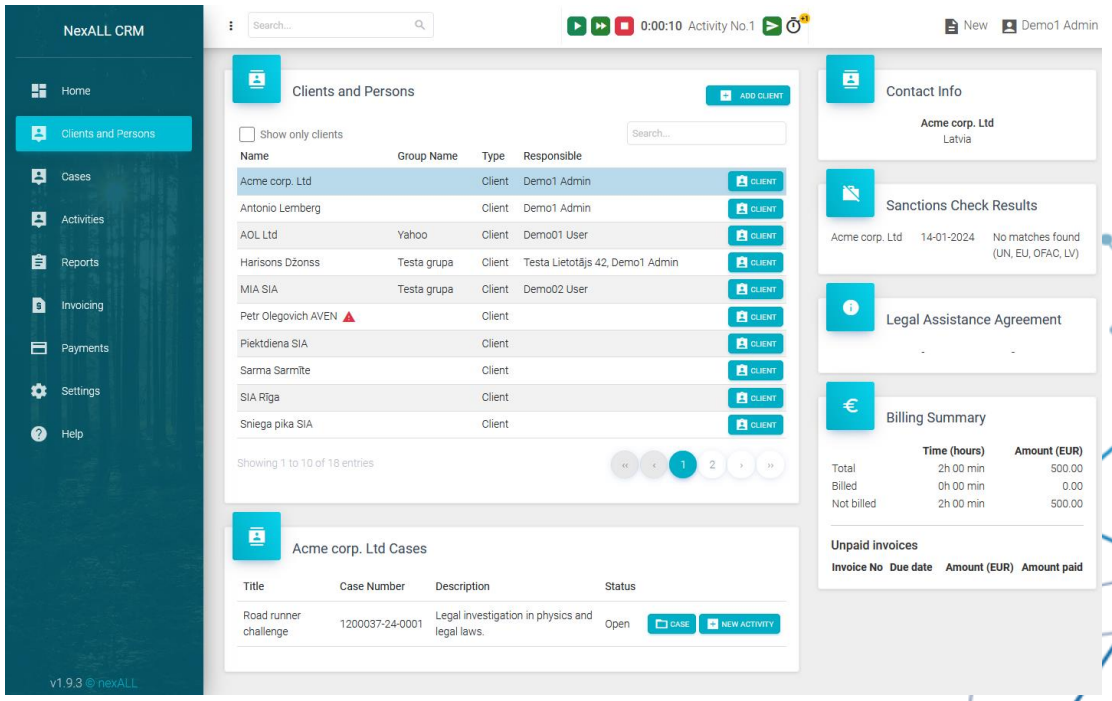
Case management

Billing



Solution = NexALL CRM

- SINGLE SYSTEM
  - To cover all the everyday needs
- COMPLIANCE
  - Without additional costs or complexity
- LOCALIZATION
  - Beyond just translation of UI



Why Now?

- EU directives
  - Making life much harder for European Lawyers
- Digitalization trend
  - It has finally reached even the most conservative lawyers
- No direct competition!
  - There is no Lawyers CRM/Case management system that covers compliance requirements



Business Model

- Subscription fee based SaaS
- B2B agreements with Law offices
- 40 € monthly fee per user (vs 67 € industry average)



Market Opportunity



1million potential users in EU

2.4% Market share in Latvia

Projected to EU market

=

24 000 users

960 000 EUR monthly

Competition

Most competitors = North America based companies

	NexALL CRM	Clio	Practice Panther
AML & KYC features	✓	✗	✗
Sanction list screening	✓	✗	✗
EU & Country specific features	✓	✗	✗

Founders



MARIS NOVOZILOVS

Experience (15y+)

PM / Product owner / Analyst

CRM / AML / Core systems



KASPARS ALEKSEJEVS

Experience (17y+)

Development / Maintenance

Large scale solutions

Nordea

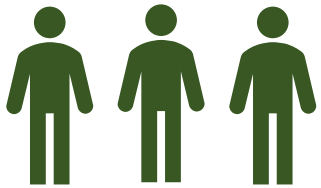
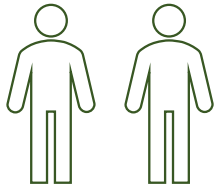
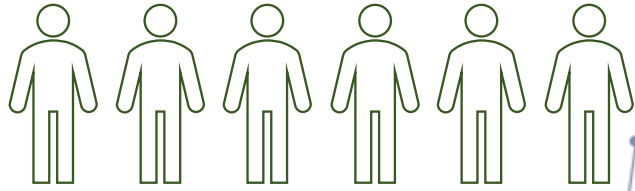
EIS GROUP

intrum

EXIGEN services

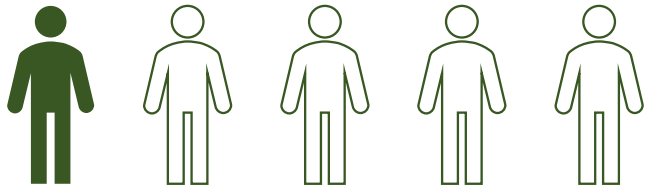
squalio DPA group

The Team (

	Developers	Analysts	QAs	Sales
Currently				
To be recruited				

Traction

- 10 law offices
- 93 users
- ~1800 EUR / month
  - (covers salary of a single junior developer)



Fundraising (Pre-seed round)



* Nothing has been signed yet. Any funding scenario can be evaluated

Questions?



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CONNECTING EVERYTHING

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