



# SWISSPINE TECH

BRIDGING WORLDS,  
EMPOWERING INNOVATION

Prepared by:

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<https://swisspinetech.com>

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Switzerland Company Registration:

UID: CHE-350.119.863

CH-ID CH-660-0610024-3f

FRC-ID 1627352

# Problem

"By 2030, there will be a shortage of about 40,000 IT specialists in Switzerland."

- Schweizerische Eidgenossenschaft,  
SME Portal of the State Secretariat for Economic Affairs



Swiss startups and SMEs face critical challenges:

## Digital Transformation Challenges

- AI, Blockchain, and advanced tech expertise
- Rapid technological evolution
- Competitive global market demands

## Complexity of Local IT Talent Acquisition

- High local hiring costs in Switzerland
- Limited tech talent pool
- Significant time and financial investments

## Operational Barriers to Accessing Global Talent Pool

- Complex international hiring regulations
- Overhead for managing remote teams
- Risk of miscommunication

This leads to missed innovation opportunities, delayed product development, increased operational expenses, and reduced global competitiveness.

# Market Opportunity Analysis

## Untapped potential:

Swiss startups and SMEs need cost-effective, high-quality talent, and

The Philippines has exceptional professionals waiting to contribute.

Market Opportunity: Providing Blockchain/AI Services to startups in Switzerland with tight and limited budgets by giving them access to low cost technical resources from the Philippines. Business Case is very strong

### POTENTIAL



#### COMPELLING REASON TO BUY

Unmet need  
Effective solution  
Better than current solutions  
Cost-effective services are crucial for Startups and SMEs with limited budgets.



#### MARKET VOLUME

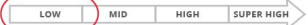
Current market size  
Expected growth  
A substantial number of Startups/SMEs in Switzerland could benefit from these services.



#### ECONOMIC VIABILITY

Margins (value vs. cost)  
Customers' ability to pay  
Customer stickiness  
Savings from lower-cost resources can be significant,

### CHALLENGE



#### IMPLEMENTATION OBSTACLES

Product development difficulties  
Sales and distribution difficulties  
Funding challenges  
Easy to setup entity in Switzerland and Philippines and start matching talent to SME / startups.



#### TIME TO REVENUE

Development time  
Time between product and market readiness  
Length of sale cycle  
Requires establishing trust with SMEs / startups and understanding their specific needs  
Need help getting referrals/marketing



#### EXTERNAL RISKS

Competitive threat  
3rd party dependencies  
Barriers to adoption  
None as this will be the first company to have a direct bridge between Philippine Talent and Swiss / market

### OVERALL POTENTIAL



### OVERALL CHALLENGE





# Our Services

## What we do

SwissPine Tech provides tailored **IT, AI, Blockchain,** and **BPO** services to empower Swiss startups and SMEs through **high-quality, cost-effective** solutions and committed talent from the **Philippines**.

### IT CONSULTING, PROGRAM, AND PROJECT MANAGEMENT

At SwissPine Tech, we provide comprehensive IT consulting services designed to align your technology strategy with your business goals. Our expert consultants assess your current IT infrastructure, identify areas for improvement, and develop customized solutions to enhance efficiency and productivity.

### BUSINESS PROCESS OUTSOURCING (BPO) AND STAFF AUGMENTATION

SwissPine Tech offers Business Process Outsourcing (BPO) services to help businesses streamline operations, reduce costs, and focus on core competencies. Our staff augmentation services provide skilled professionals to fill talent gaps and support your team in achieving business objectives.

### BLOCKCHAIN DEVELOPMENT

SwissPine Tech provides blockchain development services to help businesses implement secure, transparent, and efficient solutions. Our expertise in blockchain technology enables us to create applications that enhance data security, streamline operations, and foster trust.

### ARTIFICIAL INTELLIGENCE (AI) DEVELOPMENT

Our AI development services are designed to help businesses harness the power of artificial intelligence to drive innovation and efficiency. We develop AI solutions tailored to your specific needs, enabling you to leverage advanced technologies for competitive advantage.

### TAILORED IT SOLUTIONS

At SwissPine Tech, we understand that every business is unique. Our tailored IT solutions are designed to meet the specific needs of your organization, ensuring that you have the technology and support necessary to achieve your goals.

# Who we are

SwissPine Tech, established in February 2024, is the culmination of a profound commitment to fostering connections across continents. **The company's founder, with nearly two decades of experience in both the government and private sectors, brought with him a deep-seated love for his country, the Philippines, and an equal passion for Switzerland, where he has lived and experienced the vibrant culture and progressive business environment.** Inspired by his unique personal journey and motivated by a desire to bridge the gap between these two worlds he cherishes, he envisioned a venture that would empower Swiss startups and SMEs.

SwissPine Tech (a.k.a Switzerland-Philippine-Technologies) leverages cost-effective, high-quality talent from the Philippines to provide tailored IT, AI, Blockchain, and BPO services. This strategic approach not only ensures Swiss businesses thrive in the digital age but also creates valuable opportunities for professionals in the Philippines, embodying the founder's vision of mutual growth and cooperation.

**BRIDGING WORLDS,  
EMPOWERING INNOVATION**

# Our Vision, Mission, & Values



## EMAIL US

[admin@swisspinetech.com](mailto:admin@swisspinetech.com)

## CORE VALUES: HEALC

- ✓ **Honor:** Conducting our business with integrity and respect for our clients and employees.
- ✓ **Efficiency:** Striving for operational excellence and streamlined processes.
- ✓ **Attitude:** Maintaining a positive and solution-focused mindset.
- ✓ **Leadership:** Leading by example fostering a culture of innovation and continuous improvement.
- ✓ **Communication:** Prioritizing clear, effective communication is the key to successful collaboration.

## MISSION STATEMENT

To empower SMEs and startups in Switzerland and the rest of the globe by providing them access to exceptional IT and BPO services, while simultaneously creating meaningful and rewarding career opportunities for professionals in the Philippines. We aim to foster growth and innovation in the target market and contribute positively to the economies of our partners and the Philippines.

## VISION STATEMENT

By 2030, we aim to be a world-class leading provider of IT and BPO services for Swiss SMEs and startups, known for our high-quality, cost-effective solutions and committed talent from the Philippines. We strive to dominate market share, drive significant revenue growth, and become the preferred choice for clients worldwide.

# Meet the Leadership



**Mario M. Feliciano**  
Founder and CEO

Mario M. Feliciano is a visionary leader with over 20 years of experience spanning government, corporate, and military sectors. As a former Novartis executive, he spearheaded global IT transformations across 30+ countries, driving advanced digital solutions with billion-dollar impacts. A co-founder of the Philippine Army Transformation Roadmap and recipient of the Gold Cross Medal for combat bravery, Mario has demonstrated exceptional leadership in diverse arenas. Holding advanced degrees from the University of Michigan, University of Rochester, University Of Bern, West Point, along with certifications from MIT and APICS, he bridges technology and business with unmatched expertise. As the founder of SwissPine Tech, Mario is dedicated to empowering Swiss SMEs and startups with high-quality, cost-effective IT and BPO services from the Philippines, embodying a commitment to innovation, collaboration, and trust.



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**Michelle P. Eduarte**  
Co-Founder, Chief  
Marketing Officer, and  
Talent Acquisition

Michelle P. Eduarte is a seasoned professional with 20 years of expertise in statecraft, international relations, and strategic communication. Michelle took her Master's Degree in Clinical Psychology from De La Salle University before her professional journey took her to Geneva. Her deep appreciation for the skill and finesse of targeted messaging and human behavior drives her passion for creating strategic, integrated campaign strategies across media, digital, print, and both private and public events. Known for her skill in speechwriting, story pitching, and crisis communication, Michelle excels in delivering focused, impactful messages that resonate with diverse audiences. Michelle's work has sparked movements, changed public opinions, created new perspectives, shifted behaviors, and garnered significant attention. In her personal time, she enjoys reading, observing people, collecting copy, and watching digital advertisements, continuously honing her craft and staying attuned to the evolving landscape of communication and media.



# Company Milestones

**FEB 2024**

**Founded  
SwissPine Tech**

SwissPine Tech, established in February 2024, is the culmination of a profound commitment to fostering connections across continents.

Two Legal Entities  
(Switzerland, Philippines)

**JUNE 2024**

**Operational Launch  
First Client**

Company Operational Launch

Signed our first client, a fintech company in Zurich

**AUG 2024**

**Formal Company  
Launch**

Formally launched the company in Social Media and made our premiere appearance in the Swiss IT Forum in Geneva, Switzerland

**JAN 2025**

**Key Awards/ client**

SwissPine Tech was awarded the "Social Impact and Innovation" Davos Switzerland

Onboarding ACCOR, a hotel conglomerate as our ninth (9) client.

**To Date**

**Performance /  
KPIs**

**Nine (9) Clients**

3 Staff Augmentation  
6 Project Services

22 Employees from  
different ethnic groups  
5 Female  
17 Male

CHF 205K in Revenue



# Business Model

## The Business Model Canvas

Designed for:  
**SwissPine Tech**

Designed by:  
Mario Feliciano  
Michelle Eduarte

15/12/2024

Iteration # 1

<b>Key Partners</b> 1. Customer Facing IT service providers 2. Other IT service providers (Cyber Security, Blockchain, AI, etc) 3. Law firms 4. Insurance brokers 5. Recruitment Agencies 6. Management Agencies 7. HR management	<b>Key Activities</b> 1. Sales and Marketing 2. Operational Excellence 3. Talent Acquisition 4. Process Frameworks 5. Continuous Training	<b>Value Propositions</b> VALUE PROPOSITION:  SwissPine Tech provides tailored IT, AI, Blockchain, and BPO services to empower Swiss startups and SMEs through high-quality, cost-effective solutions and committed talent from the Philippines. Help Address the IT skill shortages in Switzerland, and Europe  Not just another outsourcing company, but we are a managed Outsourcing company	<b>Customer Relationships</b> 1. Professional relationship with clients 2. Build strong community on social media 3. Service Reviews with each client to ensure continuous improvement of relationship 4. Referral and commission based programs 5. Dedicated relationship manager, project manager, and post go-live application manager per client.	<b>Customer Segments</b> 1. Founders 2. Startups 3. Small, Medium sized enterprise 4. Large Enterprises 5. Corporations 6. Switzerland initially 7. Europe, US, and rest of the world	
	<b>Key Resources</b> 1. Accounting 2. Operation manager 3. Sales Lead 4. Marketing Lead 5. Talent Acquisition		<b>Channels (TBD)</b> 1.. Website: Having a web platform for users who prefer to access the service through a browser. 2 . Social Media and Online Marketing: social media, emails, Using online platforms to reach potential clients and direct them to the application or website. 3. Roadshows, expos, events, exhibition, social gatherings, conferences where we present the MVP, POC directly		
<b>Cost Structure</b> <b>People</b> Salary: personnel Training Representation		<b>Process</b> Sales / Marketing Legal Vetting and selection Registrations Taxes Insurances	<b>Technology</b> Subscriptions for Tools and Services Development and upgrades	<b>Revenue Streams</b> 1. Staff Augmentation and Business Process outsourcing 2. IT services Project/Program Management AI and Blockchain Development Custom IT Development (back/front end) IT Service Operations Support Solution ideation, planning, and Delivery 3. Products Software White labels AI tools and tech Blockchain tools and tech	
























## Where is our key playing field?

SwissPine Tech's primary playing field will be, but not limited to, the startups, SME segments, and special projects and programs, particularly those requiring IT, AI, Blockchain, and BPO services. Our initial geographic focus will be Switzerland, with an expansion strategy that extends our services to the broader European and global market.

## How are we going to win?

We will win by differentiating ourselves through our unique value proposition – offering high-quality, cost-effective services managed seamlessly from Switzerland, alleviating the administrative burden of international hiring for our clients. Our deep understanding of the Filipino talent market coupled with a customer-centric approach will enable us to provide tailored solutions that meet the specific needs of Swiss SMEs and startups.

# Competitive Analysis

	 SWISSPINE TECH	Large IT multinationals     TCS TATA CONSULTANCY SERVICES	Small IT firms (non-EU) outsourced in Asia
Low cost			
Tailored solutions			
Swiss Insurance & Guarantees			
DSG and GDPR compliant			
Expertise / Track record			
Swiss office	 (HQ in Geneva)	 (for some companies)	



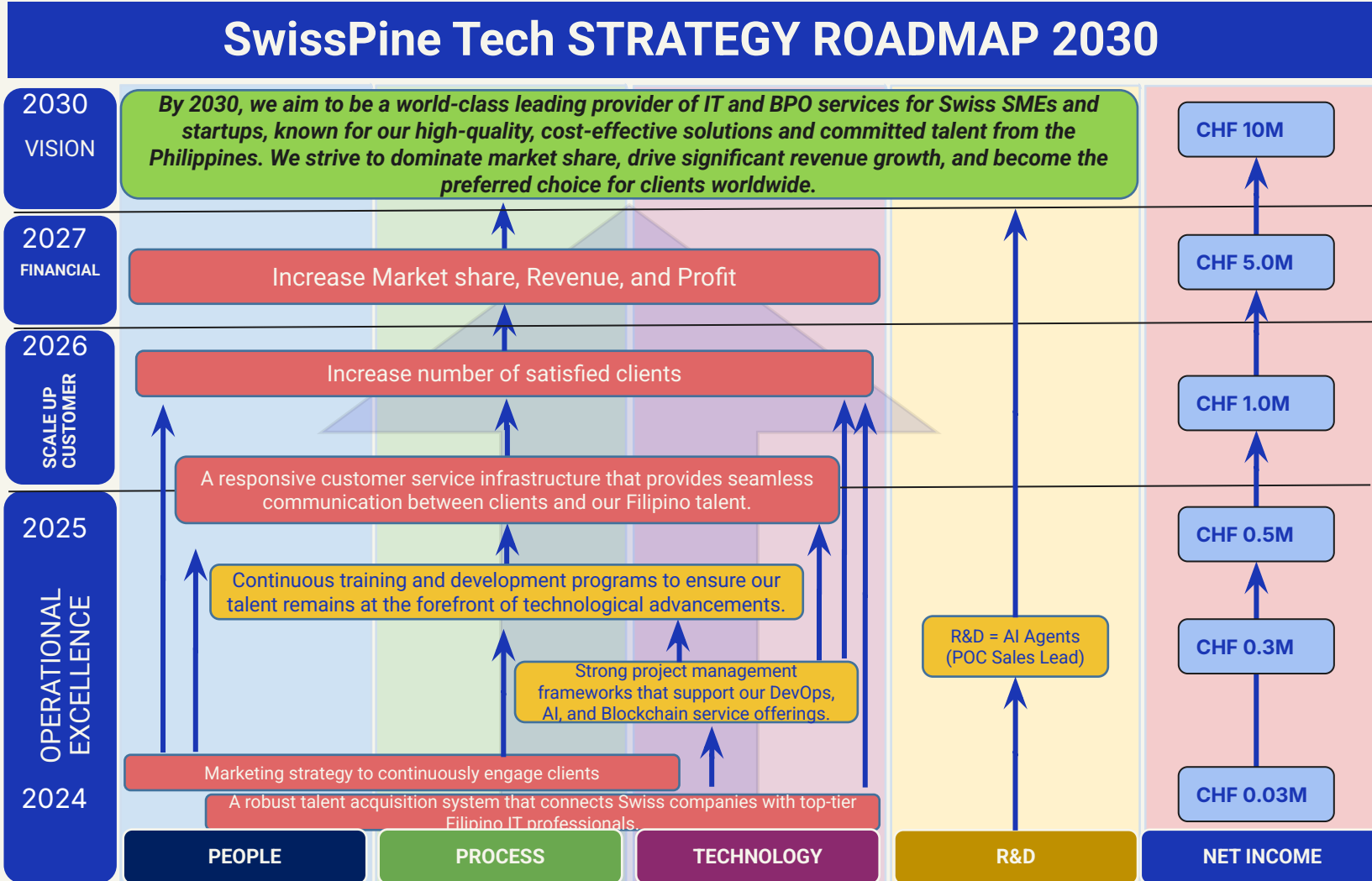
**SWISSPINE TECH**

**CORE VALUES: HEALC**

- Honor
- Efficiency
- Attitude
- Leadership
- Communication

**MISSION: CORE PURPOSE**

To empower SMEs and startups in Switzerland and the rest of the globe by providing them access to exceptional IT and BPO services while simultaneously creating meaningful and rewarding career opportunities for professionals in the Philippines. We aim to foster growth and innovation in the target market and contribute positively to the economies of our partners and the Philippines.



# 12 Valuation



SWISSPINE TECH

	Growth		30%	20%	20%	10%	10%	10%	5%	5%	
	0	1	2	3	4	5	6	7	8	9	10
Year	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	
Sales (in Thousands) CHF	124.72	483.24	628.22	753.86	904.63	995.10	1,094.61	1,204.07	1,264.27	1,327.48	
<b>Sales Revenue</b>	<b>124.72</b>	<b>483.24</b>	<b>628.22</b>	<b>753.86</b>	<b>904.63</b>	<b>995.10</b>	<b>1,094.61</b>	<b>1,204.07</b>	<b>1,264.27</b>	<b>1,327.48</b>	
<b>Total operating costs and expenses</b>											
<b>COGS/GSA/FC/VC</b>	-134.34	-367.73	-478.05	-573.66	-688.39	-757.23	-832.95	-916.25	-962.06	-1,010.16	
<b>Gross Profit</b>	<b>-9.62</b>	<b>115.51</b>	<b>150.17</b>	<b>180.20</b>	<b>216.24</b>	<b>237.87</b>	<b>261.65</b>	<b>287.82</b>	<b>302.21</b>	<b>317.32</b>	
Depreciation											
<b>EBIT</b>	<b>-9.62</b>	<b>115.51</b>	<b>150.17</b>	<b>180.20</b>	<b>216.24</b>	<b>237.87</b>	<b>261.65</b>	<b>287.82</b>	<b>302.21</b>	<b>317.32</b>	
Taxes	0.00	16.98	22.07	26.49	31.79	34.97	38.46	42.31	44.42	46.65	
<b>EAT</b>	<b>-9.62</b>	<b>98.53</b>	<b>128.09</b>	<b>153.71</b>	<b>184.46</b>	<b>202.90</b>	<b>223.19</b>	<b>245.51</b>	<b>257.79</b>	<b>270.67</b>	
Depreciation											
<b>Initial Investment</b>	<b>20.00</b>										
<b>Net Cash Flow</b>	<b>-20.00</b>	<b>-9.62</b>	<b>98.53</b>	<b>128.09</b>	<b>153.71</b>	<b>184.46</b>	<b>202.90</b>	<b>223.19</b>	<b>245.51</b>	<b>257.79</b>	<b>270.67</b>
Disc. Continuing value											
<b>Discounted NCF</b>	<b>-9.62</b>	<b>89.03</b>	<b>104.58</b>	<b>113.40</b>	<b>122.95</b>	<b>122.21</b>	<b>121.47</b>	<b>120.73</b>	<b>114.54</b>	<b>108.67</b>	
<b>NPV (in Thousands) CHF</b>	<b>1,007.96</b>										
<b>IRR</b>	<b>176%</b>										
<b>Payback</b>	<b>1.25 years</b>										

We value SwissPine Tech CHF 1,007K over 10 years, with an IRR of 176% from the initial investment made of CHF 20K. (Below are key metrics used)

Metric	Rate used
Discount Rate (WACC)	12%
Sales Growth Year 2 (expected)	287%
Sales Growth (Years 3)	30%
Sales Growth (Years 4-5)	20%
Sales Growth (Years 6-8)	10%
Sales Growth (Years 9+)	5%
Inflation	1.2%
Tax	14%

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# Our Pitch - The Ask

**“We are raising CHF 30K for 3% equity, primarily for expanding our marketing by building an AI-powered lead Generation Agent to Transform B2B Outreach for SwissPne Tech. With the aim to also productize the solution as a new revenue stream”**

## Problem Statement

- Manual lead research and outreach are **time-consuming** and **inefficient**.
- Generic outreach fails to **engage decision-makers** effectively.
- Scaling lead generation while ensuring **personalization** is difficult.

## Proposed Solution

- **Automated Lead Research & Enrichment**
  - Scrape company sites, LinkedIn, and news sources.
  - Identify key decision-makers (CTOs, Heads of Talent, etc.).
  - Enrich profiles with contact information (Apollo.io / Clearbit).
- **AI-Powered Personalized Messaging**
  - AI crafts outreach messages tailored to the company’s vision and pain points.
  - Aligns Swisspine Tech’s services with their needs.
- **Fully Automated Delivery & Tracking (MVP Phase)**
  - Leads synced to **HubSpot CRM**.
  - Outreach emails sent via Gmail/Outlook directly from **n8n**.
- **Consultancy and Productization of solution for other business cases, as new revenue stream**

## Architecture Snapshot

- ✓ **n8n Automation Backbone**
- ✓ **Phantombuster LinkedIn Scraping**
- ✓ **AI Personalization via Claude/OpenAI**
- ✓ **Slack Notifications for Sales Team**

## Timeline

- ✓ **POC Complete:** April 2025
- ✓ **MVP Launch:** May 2025
- ✓ **Full Production:** July 2025

Workstreams	Amount
Initial Setup (POC + MVP)	13.5K CHF
Recurring Monthly Cost	1K - 1.4K CHF (16.7K CHF Annually)



**SWISSPINE TECH**  
BRIDGING WORLDS,  
EMPOWERING INNOVATION

# Thank you.

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SWISSPINE TECH

# BACKUP SLIDES

# SwissPine Tech Recent Reward and Recent Happy Clients



SWISSPINE TECH

**CUT YOUR IT AND OPERATIONAL COSTS BY 40-60% WITHOUT COMPROMISING QUALITY AND DELIVERY**

## IT CONSULTING & PROJECT MANAGEMENT

STRATEGIC IT PLANNING, TECHNOLOGY ASSESSMENT, IMPLEMENTATION SUPPORT, PROJECT MANAGEMENT.



## BUSINESS PROCESS OUTSOURCING (BPO) & STAFF AUGMENTATION

BPO SERVICES, STAFF AUGMENTATION, COST EFFICIENCY, SCALABILITY.



**"CUSTOMIZED OFFSHORING SOLUTIONS FOR STARTUPS AND SMES"**

## AI DEVELOPMENT

CUSTOM AI SOLUTIONS, MACHINE LEARNING, DATA ANALYSIS, LARGE LANGUAGE MODEL PROCESSING, AI INTEGRATION.



## BLOCKCHAIN DEVELOPMENT

BLOCKCHAIN CONSULTING, SMART CONTRACTS, DECENTRALIZED APPLICATIONS (DAPPS), BLOCKCHAIN INTEGRATION, SECURITY.



## TAILORED IT SOLUTIONS

CUSTOM SOFTWARE DEVELOPMENT, SYSTEM INTEGRATION, IT INFRASTRUCTURE

**"OUR TEAM WORK SEAMLESSLY WITH YOUR TIMEZONES FOR OPTIMAL COLLABORATION AND EFFICIENCY"**

- SwissPine Tech was awarded the "Social Impact and Innovation" award 2025 by the SwissFinTechLadies association on 19th of January in Davos Switzerland, at the sidelines of the World Economic Forum
  - <https://swissfintechladies.com/art-and-startup-night/#1697374230249-6aea5cf4-e308>
  - <https://www.linkedin.com/feed/update/urn:li:activity:7287749333507006464>
- FinTech Company in Zurich** : We have supplied three DevOps Engineers and four Full-Stack Developers , contributing to a significant uplift in operational efficiency.
  - <https://www.linkedin.com/feed/update/urn:li:activity:7221088883457822720>
  - <https://www.qashqade.com/news/qashqade-welcomes-new-development-partner-swisspine-tech>
- French Hotel Conglomerate(ACCOR)**: We are providing cyber security specialists (SIEM and SOC) to help secure their systems and ensure data protection, contributing to increased security and customer trust
  - <https://www.linkedin.com/feed/update/urn:li:activity:7284860569226993666>
- FinTech Company in Chicago (currently in stealth mode)**: We are helping a FinTech company develop an investment FinTech system by providing a Scrum team of developers, solution architects, and ensuring their system is CSV compliant for the financial industry, ensuring a robust and scalable solution that meets their unique needs
- Blockchain Implementation for Climate Change Startup (Geneva)**: Provided a dedicated Scrum team, blockchain developers, and solution architects to build a secure and scalable platform for environmental initiatives
- NGO in Geneva (ActioNCD International)**: Our team provided a dedicated IT Scrum team, comprising mobile and web developers and an Azure DevOps Engineer, to implement their ChatNCD product—streamlining IT operations for increased impact. We are also providing Service Operation support to ensure ongoing stability and efficiency
- Substitute Teacher Software Company in Los Angeles (MSA/SOW signing in progress)**: We are ramping up a substitute teacher software system by providing an IT Scrum team, including Software Engineers, and Solution Architects, to build a scalable and efficient platform
- Pharma Startup Support in Zurich (currently in stealth mode )**: Assisting in system validation with a team of developers, solution architects, and CSV experts, ensuring compliance and efficiency in pharmaceutical operations
- Hotel Startup (Hotel heroes)**: Provided a Scrum team to help design and develop their POC for an application using our Solution Architect, UX/UI, AI/Data Science, and Software Engineers.

# Risk Analysis



## Focus Areas for Mitigation

No.	Category	Sub-Category	Risk Description	Probability	Impact
1	External	Regulation	Regulatory changes in IT outsourcing and data privacy laws	5	4
2	Operational	Human Resources	Difficulty in sourcing qualified IT talent	4	4
3	External	Political & Regulatory	Changes in Data Protection Laws	3	4
4	Strategic	Dependency on Key Clients	Over-reliance on a few large clients	3	4
5	Strategic	Talent Acquisition	Difficulty in Recruiting Specialized IT Talent	3	4
6	Operational	Cybersecurity	Data Breach or Cyberattack	3	4
7	Strategic	Market Competition	New Entrants Offering Similar Services	3	4
8	Strategic	Scaling Operations	Inability to Scale Effectively	3	4
9	External	Client Preferences	Clients Moving to Competitors Offering Lower Prices	3	4
10	Operational	Service Delivery	Misalignment of expectations between SwissPine Tech and clients	3	4
11	Strategic	Dependency	Over-reliance on key clients	3	4
12	Strategic	Innovation	Failure to keep pace with emerging technologies	3	4
13	External	Economic	Currency Exchange Fluctuations	3	3
14	Operational	Quality Control	Inconsistent Service Delivery	2	4
15	Financial	Liquidity	Payment Delays from Clients	3	3
16	Financial	Cost Overruns	Higher-than-Expected Operational Costs	3	3
17	Operational	Data Transfer Compliance	Non-Compliance with Data Transfer Regulations	2	4
18	External	Economic Environment	Currency fluctuation between CHF and PHP	3	3
19	Operational	Cybersecurity	Data breach or cyberattack targeting sensitive client or company data	2	4
20	Financial	Liquidity	Delays in client payments or receivables	3	3
21	Operational	Contract Management	Inadequate contract terms or risk exposure	3	3
22	External	Geopolitical	Unstable Environment in the Philippines	2	3
23	Operational	Contract Management	Inadequate Contractual Clauses	2	3
24	Operational	Health & Safety	Loss of Productivity Due to Health Issues	2	3
25	Operational	Cultural Fit	Cultural or time zone challenges between Swiss clients and Philippines-based teams	2	3

- Regulatory and Cybersecurity Preparedness:** These are high-probability, high-impact risks requiring immediate attention.
  - Proactive Monitoring:** Work with legal advisors to track changes in GDPR, Swiss DSG, and other relevant laws.
  - Strengthen Data Management:** Implement robust data transfer protocols and data privacy measures to ensure compliance.
  - Advanced Security Measures:** Adopt robust cyber security protocols, conduct regular audits, and train employees on security best practices.
  - Incident Response Plans:** Establish clear procedures to manage and mitigate breaches.
- Client Diversification and Scalability:** Reducing dependency on key clients and scaling efficiently will enhance stability and growth.
  - Diversify Client Portfolio:** Actively seek new clients across industries to reduce reliance on a few large accounts.
  - Strengthen Client Retention:** Implement loyalty programs and regular engagement strategies to deepen client relationships.
- Talent Acquisition and Retention:** Ensuring a steady pipeline of qualified talent is critical to project success.
  - Broaden recruitment channels globally and consider partnerships with talent platforms when needed.
  - Offer competitive compensation, training, and career progression to attract and retain top talent.
  - Build a pipeline of pre-vetted candidates to reduce project delays.

# Social Impact both ways



**SwissPine Tech's activities align with a number of themes of World Economic Forum, such as inclusive growth, sustainable development and technological advancement.**

**Moreover, we are aligned with several United Nations SDGs, such as:**

## **SDG 8: Creating quality jobs both the Philippines and Switzerland.**

Growth local and abroad: Swisspine Tech helps Swiss SMEs and startups to reduce operational costs which allows them to: 1) reinvest savings into growth and innovation 2) compete effectively; and, 3) free up resources for more innovation, driving overall economic development in Switzerland.

On the other hand, as we provide well-paying, stable IT jobs to skilled professionals, we contribute to local economic growth, and reducing brain drain.

## **SDG 10: Reduced Inequalities and Providing opportunities to underserved communities**

Digital Inclusion: As we bridge the gap between local talent in emerging markets and global opportunities, we promote inclusivity in the digital economy. Our company enables rural talent to access global opportunities, fostering countryside development and reducing urban migration. On the other hand, Swiss businesses access affordable tech solutions, enabling smaller firms to compete with larger players in the digital transformation era.

## **SDG 9: Industry, Innovation, and Infrastructure: Supporting innovation through accessible IT services**

Collaboration between our talent pool with specialized skills, and countries with innovative expertise results to an accelerated evolution of technology while encouraging cross-cultural sensitivity and cultural awareness.

## **SDG 5: Gender Equality: Promoting women's participation in tech**

We expand the playing field and reach for women in tech by providing them competitive opportunities both in global leadership, skills development and tech exposure.

## **SDG 13: Climate Action**

We supporting sustainable work practices by promoting remote work to reduce the environmental impact of commuting and office infrastructure. We also helping professionals achieve a better work-life balance through flexible working arrangements. Offering competitive opportunities within the Philippines, encouraging talent to stay and contribute to the local economy instead of seeking opportunities abroad and reduce the effects of migration footprint