

Management, invoicing and electronic signature solutions.



## FOUNDED IN 2013...

Eqon began its journey as a development company for **international clients**.

In 2018, we took a strategic turn by starting to develop our **own electronic invoicing system**.

Since then, we have experienced **rapid and sustained growth,** consolidating ourselves as a reliable provider in the **Ecuadorian market.** 

Our team, composed of 20 highly trained people, has been fundamental in this success.

Their dedication and experience have been pillars in the creation of innovative solutions and in the satisfaction of our customers.

# COMPANY PURPOSE

At **TOUWOLF, soon to be EQON**, we want to empower to drive the digital transformation of **SMEs and professionals** with efficient and secure management, invoicing and e-signature solutions to drive their growth.



SMEs and professionals face the challenge of managing complex administrative processes and platforms that consume a lot of time, diverting their attention and resources from growing their business.

The burden of administrative management and lack of knowledge can lead to errors, delays and lost business opportunities. This is where the need for digitization arises to become more efficient and productive, thus improving their competitiveness and fostering sustainable business growth.

# PROBLEMS OF SMES AND PROFESSIONALS



of Ecuadorian SMEs
believe that the digital
transformation
process has a positive
impact on their
business. \*



https://news.microsoft.com/es-xl/93-de-las-pymes-ecuatorianas-considera-que-transformacion-digital-impacta-positivamente-su-negocio/



We identified the need for a comprehensive platform that simplifies administrative tasks, reduces errors and frees up valuable time for business growth.





Our solutions





offer unique value by providing exceptional customer service and a secure, easy-to-use experience.

SOLUTION

Our ongoing commitment to innovation ensures that our solutions are tailored to our customers' needs and budgets.



## IMPACT ON ELECTRONIC INVOICING

Our service has had a **positive impact** on our users:

**5K NUEVOS** 

13K USUARIOS

Currently, we have more than 13,000 customers in Ecuador. With the new evolution of Eqon, our goal is to reach 5,000 additional customers in one year and thus have an impact on:

### **IMPROVED FINANCIAL MANAGEMENT**

Access to real-time reports improves financial planning and decision making.

### SIMPLIFICATION OF THE INVOICING PROCESS

Companies achieve better visibility and control of **their** cash flow.

Easy-to-use tools allow for a fast and efficient process.

### **TIME SAVINGS IN INVOICE ISSUANCE**

Companies report a 30% reduction in time spent on invoicing.

Less than 1% of invoices issued contain errors, ensuring compliance with tax regulations.

### **IMPROVED CUSTOMER RELATIONSHIPS**

**Fast and accurate processes** that
increase customer
satisfaction.

20% reduction in collection time due to better tracking of outstanding invoices and payments.

**GREATER CONTROL OVER FINANCES** 

ERROR REDUCTION AND TAX COMPLIANCE IMI

IMPROVED PAYMENT TRACKING



## IMPACT OF ELECTRONIC SIGNATURE

Our service has positively impacted our users in:

### **SECURITY AND LEGAL VALIDITY IN DOCUMENTS**

**INCREASED SECURITY OF SENSITIVE DOCUMENTS** 

Ensures the integrity and authenticity of documents with a 90% reduction in the risk of fraud.

80% reduction in paper usage, saving significant costs in materials and logistics.

Advanced protection of confidential information, reducing the **risk of unauthorized access** 

Simplification of document management, improving productivity by 40%.

**50% faster administrative**processes, allowing
professionals to focus on
higher value activities.

TIME REDUCTION IN BUREAUCRATIC PROCEDURES

TIME AND PRINTING COST SAVINGS

EFFICIENCY IN THE MANAGEMENT OF CONTRACTS AND AGREEMENTS

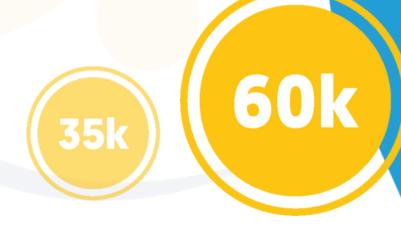
# TARGET MARKET

Our main customers are SMEs and professionals in Ecuador.

With more than **35K active clients** in all our services and a projected reach of 60K users in Ecuador alone, our market potential is ample.



We aim to expand our presence in Latin America, responding to a growing demand for efficient business management solutions and to make strategic alliances that allow us to improve our solutions.



### BUSINESS MODEL

**SUSCRIPTION SERVICES** 

Planes mensuales
y anuales para
acceder a
nuestras
plataformas

Customization and enhanced support.

PREMIUM SERVICES

ADD ONS

Additional functionalities adapted to specific business needs.





### FUTURE OUTLOCK

Our expansion goal is to reach more than 10,000 new customers in the next two years through the new Eqon business management solution.

Our vision includes integrating advanced Al-driven analytics, expanding our market reach in Latin America, the United States and Canada, and continuing to innovate to provide unparalleled value to our customers. We seek to empower more than 500,000 businesses, driving efficiency and growth throughout the region.



### ESTO DIGEN NUESTROS GLIENTES

"Gracias por su apoyo el servicio que prestan es **fundamental para el trabajo** que realizo por ello gracias por ayudarme y apoyarme."

"Gracias por la guía y orientación en todo momento, la verdad un excelente soporte y ayuda para nosotros los usuarios, supieron resolver oportunamente mi requerimiento."

"Excelente servicio tanto en facturación como cuando se necesita aclarar dudas.



"Es una empresa con profesionales de excelencia, guian los procesos de forma clara, el éxito del trámite se lo obtiene gracias a su apoyo."

"¡¡Muchas gracias!! Fue rápida en su respuesta y muy amable!! La recomendaría un millón de veces!! "

"Me quedo con la **excepcional atención** de sus colaboradoras, supieron orientarme en todo momento y sobre todo dar solución a mi requerimiento, les quedo muy agradecidos, y aunque siempre hay algo que mejorar, creo que es el **mejor servicio** que he recibido en estos últimos días. Gracias

