

This is just a sample report!!

NoZanZat has already raised funding from Kirti Gold Oil.

The figures mentioned in this report are hypothetical. However, the structure of future reports will be exactly like this.

NoZanzat

Summary

Startup Brand Name: NoZanzat

Company Name:

Sector: Laundry, and home services.

Date of Incorporation: dd/mm/yyyy

Business Model: B2B & B2C

Team Size: 4, fulltime

Revenue: 6 Lakhs / yr

Previous fundraise: NA

Current Ask: 15 Lakhs

Instrument: Equity 25-30%

Location: Pune, India.

Cap-table: Nishant 100%

Website: www.nozanzat.com



About

[NoZanzat](#) is a service-based company which collaborates with other laundry companies to provide laundry services in an organized manner. NoZanzat provides washing services at your doorstep through its own delivery setup. We are a self-governing, professional network which co-ordinates with other laundry companies. Our unique propositions are laundry insurance along with affordable washing rates within 24 hours to 48 hours.

Why Invest?

- Their 3rd cofounder Manisha is leaving the company in Dec 2022. Reason – “He had family issues which he wasn't able to give time to.”
- NoZanzat recently (June/July 2022) changed their business model which reflects on their revenue since August 2022. Their revenue in past 12 months is ₹58,000.
- Their 3rd cofounder Manisha is leaving the company in Dec 2022. Reason – “He had family issues which he wasn't able to give time to.”
- NoZanzat recently (June/July 2022) changed their business model which reflects on their revenue since August 2022. Their revenue in past 12 months is ₹58,000.
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Business Overview

Business Model of the startup

Pay Per Project

Customer Segment of the startup

B2B & B2C

The startup is charging for

Tech Platform

Revenue in the past 12 months

₹ 47 Lakh

Previous Fundraise of the startup

₹ 50 Lakh

The startup is looking to raise

₹ 2 Cr

Instrument used for fundraising

10% Equity

The Startup's Gross Margin is

50-60 %

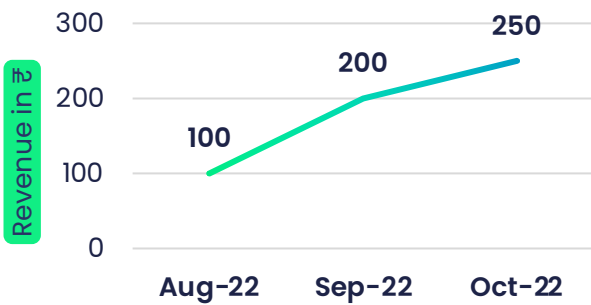
Insight:

Generally, the services that are provided by NoZanZat's competitors cost an individual customer (B2C) ₹ 80 – ₹ 8k and an Enterprise customer ₹ 40k – ₹ 4L.



Traction

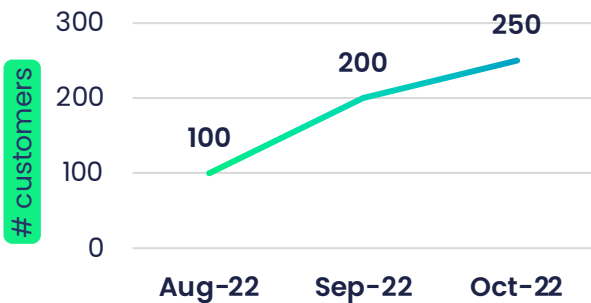
Revenue in the past 3 months



Revenue in past 3 months

Growth in NoZanzat’s revenue from August to October is due to their pivot into a new B2B business model.

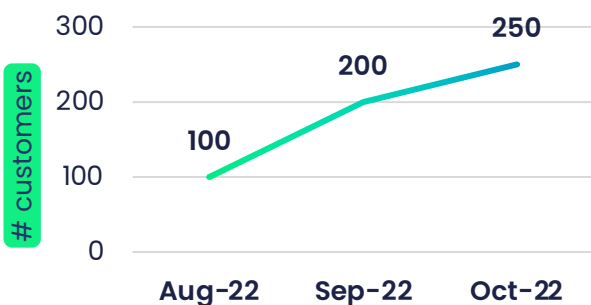
customers in the past 3 months



Customers in past 3 months

Rise in NoZanzat’s customers from August to October is due to their pivot into a new B2B business model.

customers in the next 3 months



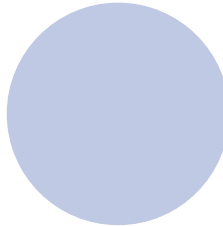
Customers in next 3 months

NoZanzat’s projects that their customer base will grow with a steady pace in the next 3 months.

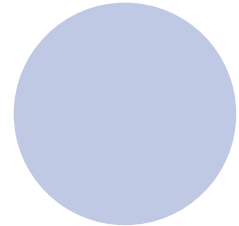
Founders



Nishant Lungare
Founder & CEO



Niketan Gulekar
Cofounder & CTO



Nishant Lungare
Founder & CEO

Tasks

Tasks	Marketing	Sales	Finance	Product	Technical	Operations
Nishant			✓	✓		✓
Niketan				✓	✓	
Manisha	✓	✓		✓		

Note:

- To improve the effectiveness of a startup's founding team, it is essential that the team members have complementary skill sets.
- It is important to ensure that tasks are equally divided among the founders, with the exception of product-related responsibilities.

Background

Founders	Nishant	Niketan	Manisha
Experience	2 yrs	3 months	3 months
Education	Bachelors	Bachelors	Bachelors
Works hr/wk	60 hrs	60 hrs	60 hrs
% Mkt Salary	0 %	0 %	0 %
Invested Amt	₹ 2 Lakhs	--	--

Previous Startup Exp	No	Yes	No
Successful Exit	No	No	No
C-Suit Exp	No	No	No
Previous Founder Exp	No	No	No

Note from founder –



“We currently have a very robust pipeline and strategic partnerships with major hotels such as Lemon Tree and Hyatt and a leading hospitality unicorn for whom we are a service partner. Our Chief Communication Officer happens to be Tannaz Irani,

a renowned Bollywood actress and we are in with a few other Bollywood celebrities to onboard them with us to leverage their network in the film industry which is our major TG group for wellness products & services.

Social Media



1,453 followers



2,655 followers



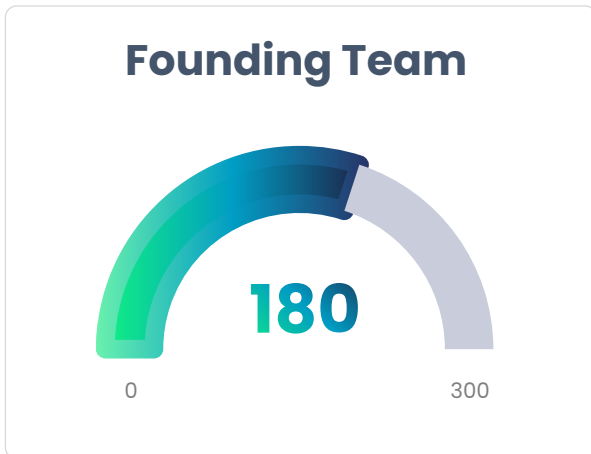
71 followers



Bolstart Score

Founding team score

Business & Product score



Key Factors

Factors affecting the founding team score

Factors affecting the business & product score

Founder's Experience impact – medium	2-3 yrs AVERAGE
Startup Experience & Exit impact – high	1 founder GOOD
Task Delegation impact – low	Equal GOOD
Founder Salaries impact – low	20% of Market AVERAGE

Previous Investments impact – high	25 L AVERAGE
Revenue impact – high	1.1 Cr EXCELLENT
Traction & Growth impact – medium	4-10% AVERAGE
Competitive Landscape impact – medium	Semi-clear POOR