Timble.us

1. **What does your product do? (expected answer in 15 seconds, where you clearly state what the product is for, whom it is for, and why it would be advantageous to use this product)**

   Timble helps IT teams save time on time tracking and reporting. It's an easy to use tool for desktop and mobile, that integrates with popular project management platforms and synchronises all tasks and projects to one place making time tracking simpler than ever before.

2. **How are you different from (your nearest competitors)? Why are you better than them?**

   We are a hub for time tracking. Teams now use multiple tools for project management and get flooded with tasks from many sources. We help them stay organised and have everything in one place easily searchable and filterable.

   We differentiate by:

   - Integration with multiple project management tools
   - Simultaneous tracking on desktop and mobile
   - Easy way to plan your day by just dragging tasks onto a timeline
   - Providing visual feedback on estimated vs real time spent on tasks and projects
   - 2-way synchronisation with PM tools - you can edit / comment task without the need to switch between browser windows

3. **What value is this product to my business, compared to the competition?**

   We focus on time tracking and can provide your team with the easiest to use tool for the job. And you gain a unified platform for measuring working time across the whole company.

   About 15% of all working time is lost on reporting and work organisation, and we can reclaim that for you. For a single 5-person team that is 150 hours saved a month!

   We provide you with reports giving insight into resource allocation, project burndown rate, work efficiency and generate timesheets broken down by projects, teams, tasks or people.

4. **Explain all your key features (relevant to the customer user experience) to me, in 30 seconds.**

   Timble is a time tracking tool for desktop and mobile, as easy to use as pressing stop/play button. All your tasks are always in one place, easily searchable and automatically synced with project management tools you are using. You can easily plan your day by dragging and dropping tasks onto a timeline and during the day compare your time estimates with the real working time. Even if you have thousands of open issues you can easily filter the range with custom filters to stay focused on

the ones currently most important. Thanks to 2-way sync you can edit or comment on issues without the necessity to switch between different sites in your browser.

We currently support JIRA integration and Trello, Basecamp and Podio are coming soon.

5. When are you launching in the US?

Global Beta will be released on the 21st of September. We plan to add a new PM platform integration every month and go out of Beta at the beginning of 2016.

6. What is your 2015 or 2016 revenue?

Beta is essentially free. We plan to provide a paid version for teams before the end of the year. The estimated revenue for 2016 and 2017 is respectively 600k USD and 3.5M USD.

7. How many full time employees do you have?

The team consists of 6 people working full time on Timble. We're also backed up by a successful software house with 7 years of experience on the market.

8. If you are headquartered in Poland, how will you support the product? (demand for 24/7 support)

We provide <24h response time for all support request. If you require dedicated support we'll be happy to provide you with a tailored solution depending on your team size.

9. What does it cost? Can I get a discount for more than 100 users/12 months/etc?

It's free for a single user and every additional user in the team is 5$ per month. If you pay for a year in advance you'll get 2 months for free (50$ / year).

We provide discounts for companies with more than 50 users - email us for a quote.

10. Can I get a free demo account?

Yes, just sign up at www.timble.us , it will always be free for a single user.

11. Do you support (android, iOS, mobile, PC etc)? Why/why not/when?

Our desktop app supports Mac, Windows and Linux.
We have an Android mobile app ready and the iOS is coming soon (October/November 2015)

12. Do you have traction in Poland? Who are the customers? How many customers?

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Timble is being used in Europe by 120 users that so far tracked more than 65.000 work hours. Those are IT Teams or tech consultancy companies from Sweden, Denmark and Poland. Timble is their only tracking reporting tool, they migrated from their in house solutions.

13. How do you manage the privacy of all my data?

Security of your data is our priority. We communicate with PM tools using encrypted connections and store all data on Microsoft Azure that follows rigorous security guidelines laid out in the Operational Security Assurance (OSA).

14. If you go out of business, how will I be able to get my data?

All timesheets and reports are exportable to multiple formats including CSV and PDF, you can download them anytime and we'll email them to you every month.

15. Who can I follow up with in the US to learn more?

We'll be happy to set up a meeting in upcoming days after TCD.