

ELASTIFY

engage efficiently, deliver effectively.



About Us.

Elastify is Canada's first openly sourced IT Service Delivery firm, solely focused on building and fostering an ecosystem of Canada's top technical delivery professionals and partners.

Summary

In a market where the demand for experienced technical professionals far exceeds the supply, organizations rely heavily on external partners to address the needs of the business and its customers.

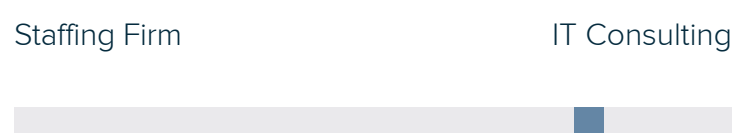
For those organizations who require flexibility and affordability in an IT partner, Elastify bridges the gap between IT Staffing Agencies and specialized IT Consulting Firms.

Industry Problem

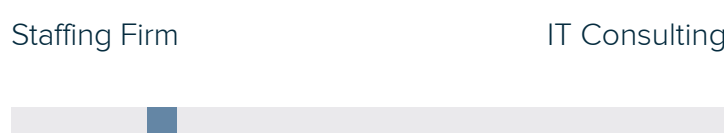
In many situations, the benefits of using one partner method over the other are split. Staffing Agencies address the need for speed and responsiveness in a partner, however, lack the real-world experience required to validate and support projects. Whereas, specialized IT Consulting Firms offer in-house technical capabilities and thought leadership, but are often limited by their bench strength and become inflexible to project demands.

To address these limitations, IT Leaders rely heavily on multiple partners for different tasks, either consuming more of their own time, delaying projects or overspending to a single firm.

Real World Experience



Sense of Urgency



Project Ownership



Resource Reach



Resource Collaboration

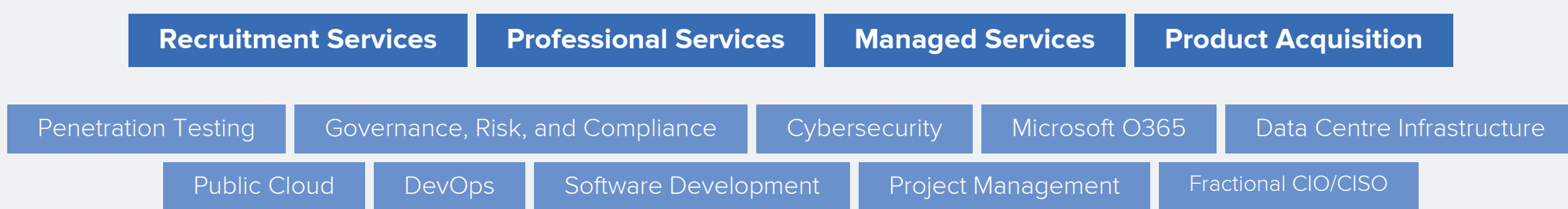


Flexible Pricing Structure



Solution

Elastify takes the speed and agility of a staffing agency and combines it with the thought-leadership found with a IT Consulting firm. Our network of resources and partners are subject matter experts in their respective disciplines. As our bench grows, so does yours. By partnering with Elastify for your resourcing or project needs, you gain access to a growing community of senior technical resources and partners who can lead your projects end-to-end.

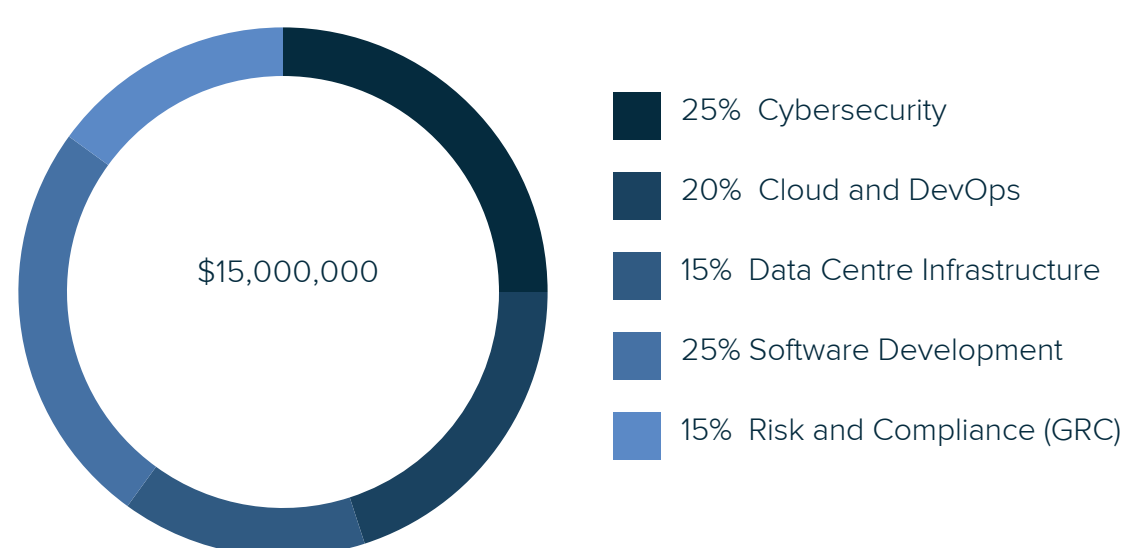


Milestones

Founded January 1st, 2020	100 Contracts Signed December 22nd, 2020	100th Consultant Engaged May 9th, 2021	350 Contracts Signed Dec 17th, 2021	\$15,000,000 Revenue December 20th, 2021	85 Active Projects January 17th, 2022
------------------------------	---	---	--	---	--

Revenue Split

Breakdown of our projects completed, relative to revenue.



Quick FAQs

What is Elastify's markup structure?

Elastify is all about price transparency. We work off a 'cost +' model and strive to make between 20-30% on project based work and 15-20% on staff augmentation. Our 2021 average profit margin was 19%.

What is the expected turnaround time for a new request?

Our business model is based around operating with a sense of urgency and knowing where to pull when a need arises. Our typical turnaround time for a resource introduction is 48 hours.

Success rate?

By 2022 we closed approx. 40% of all deals uncovered. For recruiting services and staff augmentation opportunities, our placement success rate was close to 30% for all candidates presented to hired.

Contact Information

contact@elastify.ca

Elastify Inc.

www.elastify.ca