



**MOVE FAST
BUT DON'T
BREAK THINGS**



HELLO

 [@andykelk](https://twitter.com/andykelk)

SCHEMA

BASFCAMP?

PROJECT DECISIONS

$MP + AK + MD + NW +$
FUTURE PLANNING ...

fix problems
Tracking



Banners

eLearn screens

wom

GENDER RATIO

COMPANY PRESENTATION
 $LF + AX$

H.R. SKILL LEVELS

1. Tech Blog
 $AR + MD$

Communication

ARCHITECTURE

OFFICE BUSINESS TEAMS

$MD + KV$
1. Budgets for New Features

new feature pipeline
prioritization
scale

improve process from request

MICRO PROBLEMS

Door slamming

Flaky tests
 $NW + LF$
Toto
Build light

$DH + AK$
Dica
Analytics ...

WHAT DO WE CARE ABOUT?



— Exclusive

Salesforce backs Marketplacer as offshore ambitions take shape



Yolanda Bedrup
Reporter

Apr 13, 2021 - 12:01am

Save Share

Fast-growing e-commerce tech company Marketplacer has extended the size of its recent **\$20 million funding round** by \$5 million to bring on board Salesforce Ventures as an investor.

The pre-IPO company, which counts the likes of Myer, Petstock and Metcash as customers, enables businesses to create their own marketplaces, letting them sell more goods, without having to stock them.



Marketplacer co-founders Jason Wyatt and Sara Salter have raised an additional \$5 million from Salesforce Ventures. Guy Evans Photography

Speaking to The Australian Financial Review

RELATED QUOTES

MARKETS	\$4,030	▲ 0.75%
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BUSINESS | SUPPLY CHAIN

Woolworths launching marketplace offer, invests in Marketplacer



Dean Blake
April 23, 2021 | < 1 mins read

Supermarket giant Woolworths is working to open up its online ecosystem to new suppliers and partners with the launch of a marketplace offering, driven by an investment in Australian startup Marketplacer.



RELATED NEWS

SUPERMARKETS
Woolies sells stake in Marley Spoon
Dean Blake | Sep 7, 2021

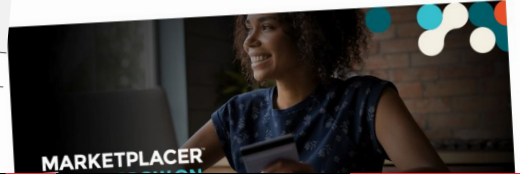
SUSTAINABILITY
A foundational year: Woolworths' sustainable efforts ramp up in 2021
Dean Blake | Sep 6, 2021

SUPPLY CHAIN
Coles, Woolworths move to automation, gig workers as home deliveries soar
The Conversation | Sep 6, 2021

SUPPLY CHAIN
Woolworths, Wesfarmers rank high in modern



Marketplacer | Combs to launch Marketplace for Black Owned Businesses



IN FOCUS

Barbeques Galore Doubles Down on Digital with Marketplace Strategy

By Power Retail | 13 May 2021

Barbeques Galore is heading into the next stages of its digital growth with a product-expanding marketplace strategy, with plans to grow its online sales by 300 percent.

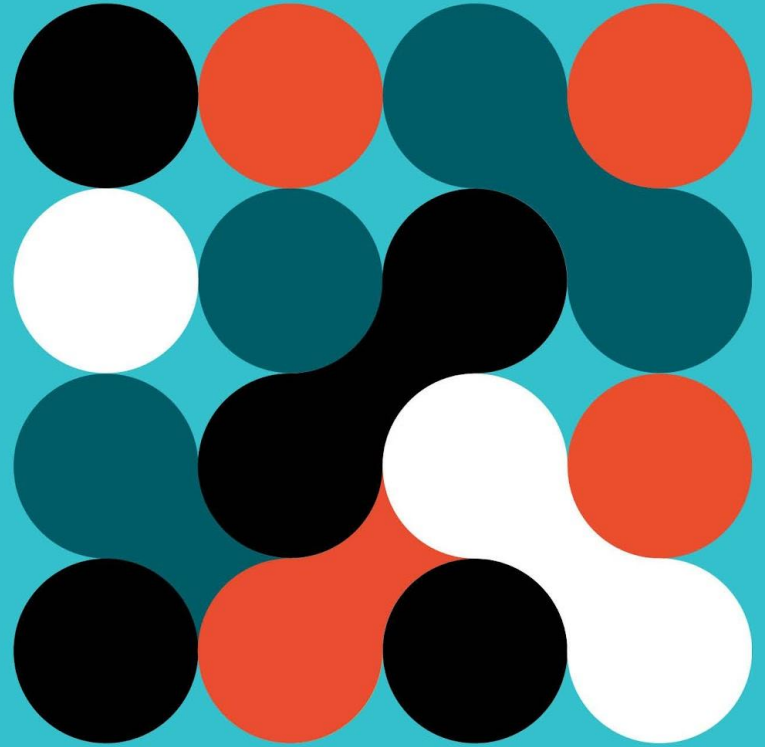
In partnership with Marketplacer and Amblique, this strategy enables Barbeques Galore to onboard new suppliers, personalise the shopping experience, scale its product range and 'claim back' its market share in the backyard space.

"The new marketplace offering will create a world class online shopping experience that extends our offer well beyond the four walls of your local store, affirming our place as Australia's destination for the complete whole-of-backyard and outdoor experience, building a true online community," explained Angus McDonald, the CEO of Barbeques Galore.

"We have big ambitions to grow our private product range, and with Marketplacer's technology, we plan to onboard many new sellers and products to accelerate our growth trajectory. We already have a great list of brands, but we are confident this extension will set us up to make our third-party selling model very easy."



CHALLENGES



SECURITY & COMPLIANCE





COMMUNICATION

EAST JORDAN IRON WORKS

MADE IN USA

 @andykelk



SERVICE

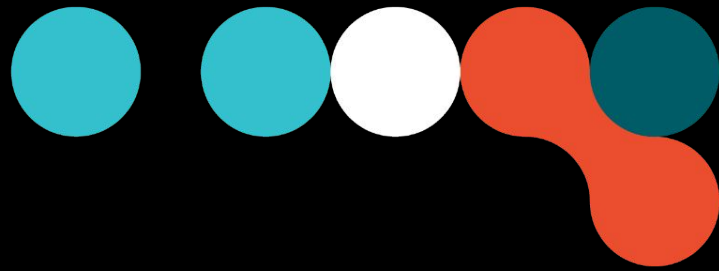



TEAM GROWTH



ACCOUNTING





 **nikabot_time_tracking** APP 09:30

Alright, let's do this!

What did you work on today?


MONDAY, SEPTEMBER 13

7.6h Management & Admin

Edit

Add notes

More Actions

 **nikabot_time_tracking** APP 09:30

You seem to be entering the same logs for some time.
If you want, I can keep using the same info and ask you again in a few days.

MONDAY, SEPTEMBER 6 - MONDAY, SEPTEMBER 13

7.6h Management & Admin

VALUES



TRANSPARENCY





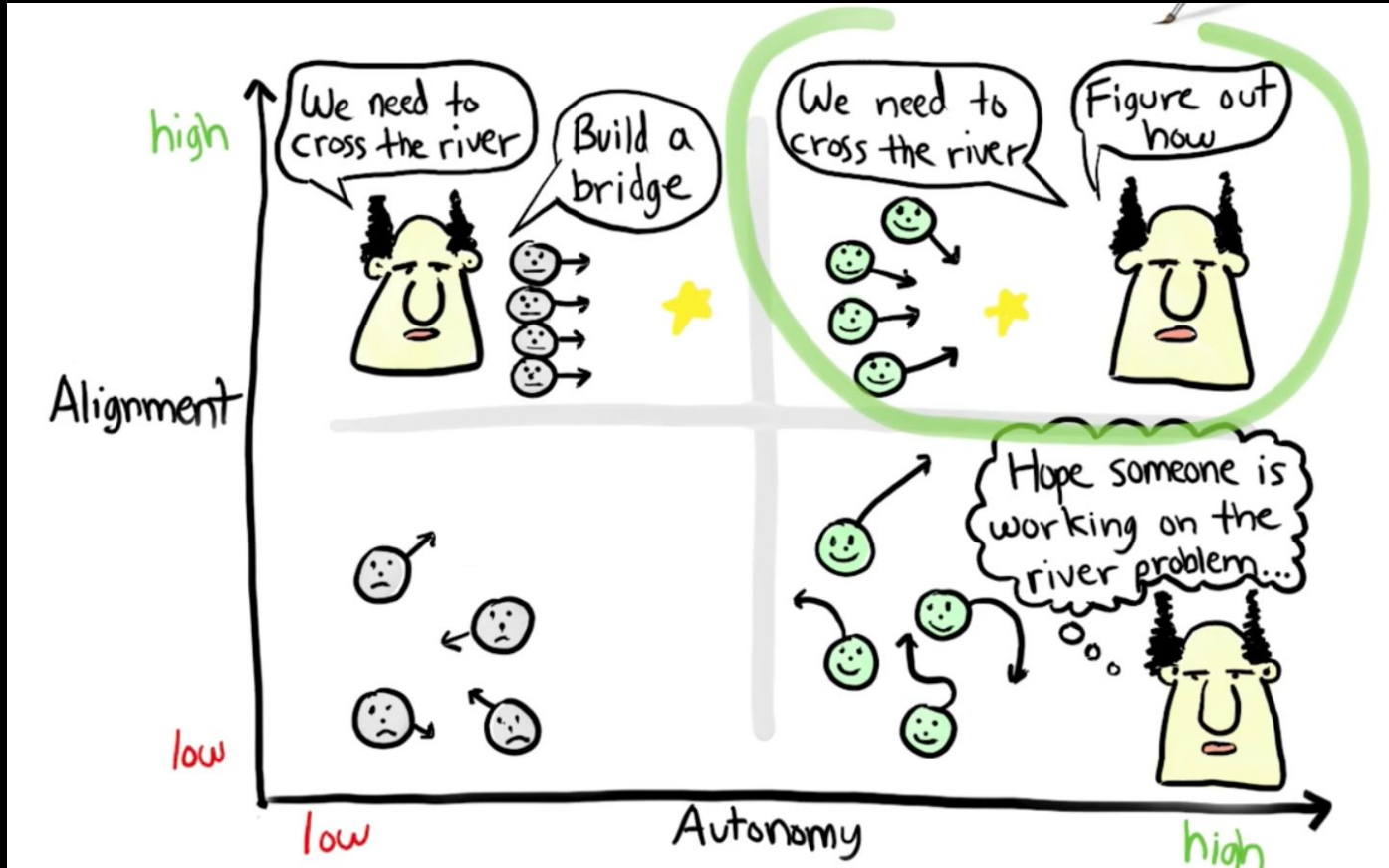
CONTINUOUS IMPROVEMENT



<https://flickr.com/photos/chrisalban/14995284297>

DECISIONS





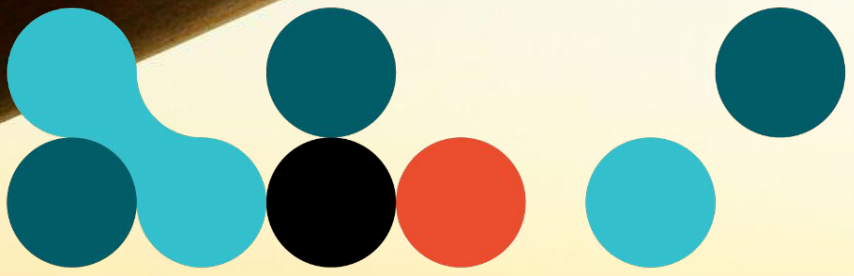
DECISIONS





<https://flickr.com/photos/peterhess/2344133312>

SUPPORT



OUR VALUES.



MAKE IT EASY.

Our products are intuitive

We are easy to work with

We remove blockers



BE BOLD.

Fail fast

Always innovate

We solve problems others can't

Ask for forgiveness, not permission



BE YOUR BEST.

Be authentic

Be a good human

Be balanced

Be curious & grow



GROW TOGETHER.

Together we win

Be invested in your community

We have your back



MAKE IT HAPPEN.

Get shit done

Do your best work

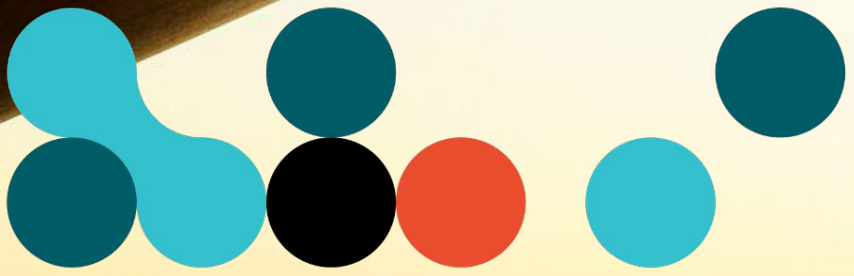
Measure twice, cut once

Execute with pace



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SUPPORT



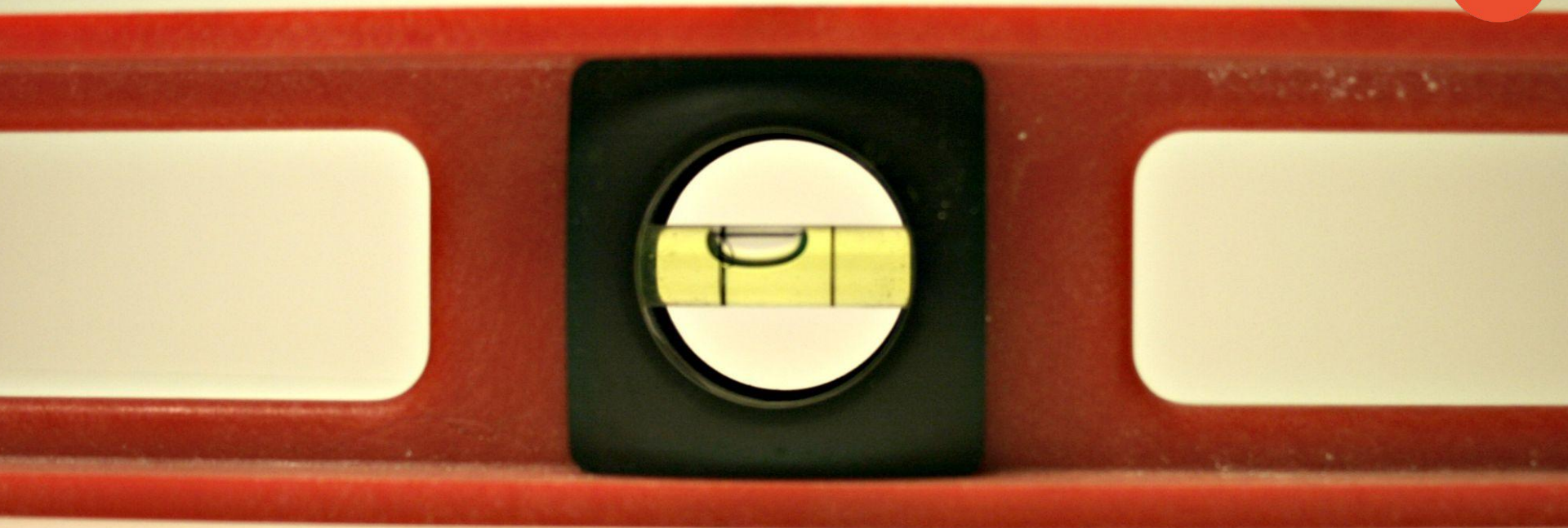
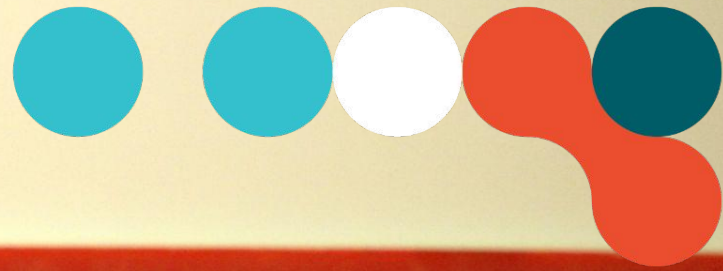
OWN YOUR PROCESS



INVEST IN TOOLS



STABILITY





**CHANGE
IS HARD**

THANK YOU.

ANY QUESTIONS?

