

1999  2019  
YEARS

SPEARHEAD 

Cornelis van Dijk  
Chief Operational Officer



SOFT2RUN

Danail Kroumov  
Managing Director

What working with an innovative IT partner from  
Bulgaria looks like for a Swiss company



Spearhead is:

- Spearhead is a CH based InsureTech
- One of Soft2Run's Founding Fathers
- Soft2Run's Customer



## SOLARIS Trailblazer 550Xe

VIN: P156MC3D082015312

### Collision

Front Area | Severity: **Very heavy**

Mileage: 56.546 km | Residual value: €34.500

Expected repair costs: €31.700

Total loss risk: **High**

### Conclusion: On-site appraisal

Date & Time: 17.11.2018 | 3:35 pm

Location: L1180, 70839 Gerlingen | Outer city

Speed before impact: **58 km/h** (50 km/h)

Primary direction of impact: 5°

# Innovative Automotive Claims Analytics & Management Platform:

## Solution

- Spearhead provide First Notice of Loss solutions to Insurers and Fleet Operators
- Based on Telematics and Human Input
- Enabled by digital damage descriptions and predictive modelling
- We predict repair costs, probability of Total Loss and generate recommendations

## Team | 60 Members

### **Innovation-Hub & HQ, Zollikon/ZH, CH**

Highly experienced team of 20 FTE with deep knowledge and expertise of the automotive claims business, vehicle technology, data analytics and SAAS platform development.

### **Development Team Sofia, BG**

Spearheads IT development factory with more than 40 developers and analytics experts.

**SOFT2RUN**

# Innovative Automotive Claims Analytics & Management Platform:

## Customers (non-exhaustive)



## Partners (non-exhaustive)



## Strategic Investor



## Vehicle Telematics & Claims Automation with Spearhead



See it online - <https://youtu.be/Y8mehS6xmiU>

Not to brag, but...

**SOFT2RUN** is:

COMPANY OVERVIEW

About

A Young	AND	Mature team,
With Corporate	AND	Startup clients,
Technology Experts	AND	embracing Innovations,
With a clean past	AND	a bright Future!

**SOFT2RUN**



## COMPANY OVERVIEW

### Meet the team



SOFT2RUN

## Meet us!

Martin, Vasko, Ivan, Irina, Kosta, Sergey, Tony, Ivo, Zlati, Hristo, Danny, Julian, Alex, Pavel, Miro, Zoran, Kalin, Nayden, Rado, Angel, Irina, Maya, Martin, Stefan, Vasil, George, Deyan, Kuzman, Irina, Anton, Daniel, Martin, Stoyan, ... and all the others of the Soft2Run team.

COMPANY OVERVIEW  
Some our Clients





## OUR EXPERTISE

What we are good at

### Software development services

Software development  
Mobile development  
Cross-platform development  
Solution design

Business analysis  
Consultancy  
Project management  
Managed Services - DevOps

UX/UI design

Machine learning  
Data Science  
Graph DB's and data analysis

QA testing

# OUR

## OS



## Technology



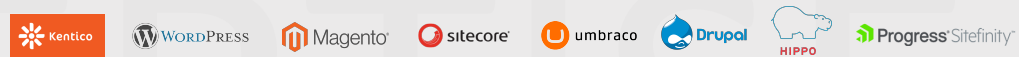
## AREAS OF EXPERTISE

### Technical capabilities

## Database



## CMS



## Analytics



## OUR JOURNEY

A long story short



SOFT2RUN

# 2019

Increasing staff, opening a new location of operations and acquiring more clients, with a special focus on enterprise technologies such as Salesforce and AI.

# 2018

Became both a recognizable brand and employer of choice capturing multiple new clients - Asendia, Ericsson, a German engineering market leader among others.

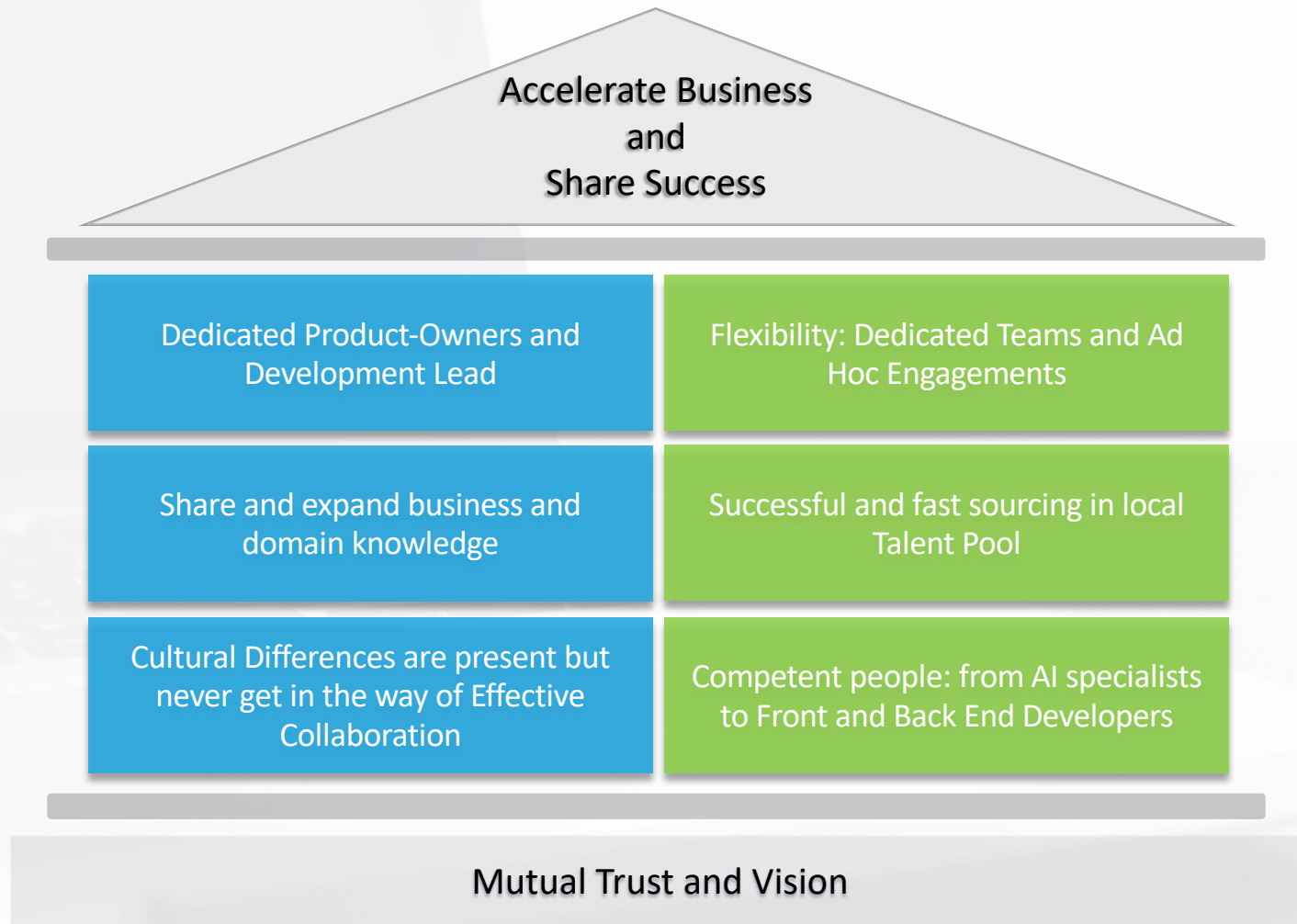
# 2017

We are proud of our ISO 9001 and ISO 27001 certifications, investment in our team expertise, know-how and goal oriented process.

# 2016

In March 2016, Soft2Run started its software development cooperation with Spearhead AG, thus becoming one of the most innovative startups in Bulgaria.

## What makes the collaboration with Soft2Run special and successful?



SPEARHEAD 

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Thank you

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