

LabourTime

We build IoL: Internet Of Labor



IPSO: Initial Project Stake Offering

white paper

Edition: 685

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Overview

The LabourTime service is available from internet browsers as Web Application, also in Apple App Store and Google Play as Mobile Application for iOS and Android devices. All applications have the same UI/design and functionality.

Any user can make use of the service as an employer to get worker(s) such as plumbers, painters, carpenters, electricians, veterinarians, landscapers, gardeners, labourers in construction, removalists, truck drivers with own trucks, cleaners and many other kind of specialists, or use the service as a worker offering to take jobs using job orders.

Also, users are able to represent companies.

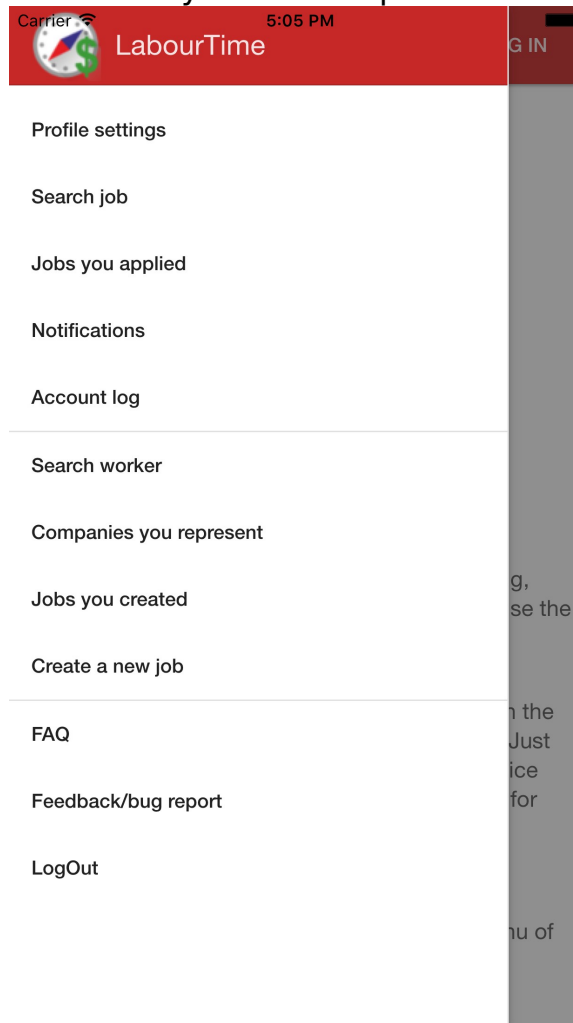
It is a real-time system similar to Uber taxi but for almost any kind of work. It has strong algorithms on the back-end, quality control, a VISA/MASTER payment system, advanced notifications (websocket, HTML5, email, mobile push), a basic artificial intelligence subsystem and other cutting edge technologies.

The service's financial transactions are integrated with VISA/MASTER payment system. The system is setup to facilitate options to charge the users with a daily service fee and/or charge the users with a percentage on the financial transaction. All options are flexible and can be changed and customised for each market segment.

How it works?

Demo video <https://youtu.be/gjYXG3qnTEg>

1. Simple registration for users by email and password.



2. Workers/specialists set up their profile detailing their specialisations, region where they would like to take orders, contact information, facts about their licences and other relevant documents, including optional images.

Carrier 5:22 PM \$450.00

required

⚠ Territory where you want to get jobs: 470
Owen Lagoon Rd, Lake Bennett NT 0822, Australia.
Radius: 100000 meters

Current password

required

SAVE GENERAL INFO

⚠ Your specialisations

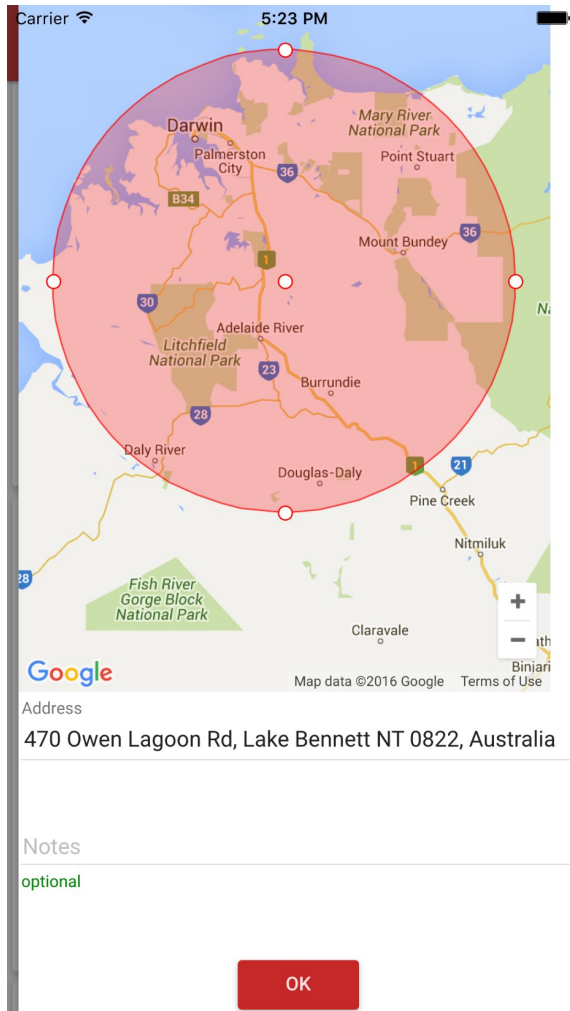
Driver
Licensed

Painter
Licensed

Cleaner
Licensed

CHOOSE A SPECIALISATION

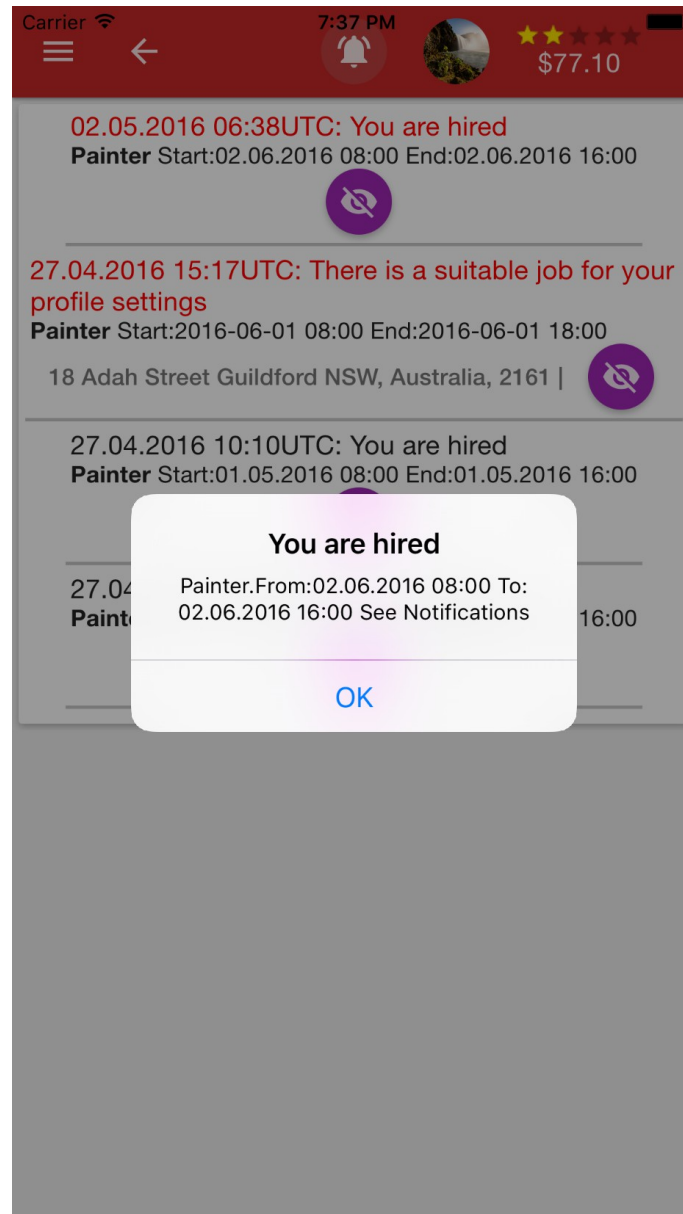
3. Employer/hirer can order worker(s) as a private person (i.e. a plumber to residential house) or hire workers for the business he represents (i.e. labourers to a construction site). New job offers are created in the system by pointing out the work place on a map, the desired start time, the hourly payment rate, the number of work hours, and any licence or documents required. After publishing this job information, all suitable and available specialists will get an instant notification to their mobile app, browser and email.



4. After receiving notifications, the workers are able to quickly view the details of the job and decide if they want to apply for the job or not.

5. After the workers have applied for the job, the hirer receives instant notifications from every application. All of the applicants appear on a list of every job, where the hirer can check and choose/hire the most suitable.

6. After the hirer has decided, the hired applicant immediately receives a notification about the deal.



The LabourTime application is setup to facilitate options to include a quality control subsystem based on rating. This system will make users more loyal to LabourTime. Workers can also assess employers and vice versa, which will impact on their ratings. The higher rating for the worker/employer, the higher position in the lists. Furthermore, in this option a score system will also impact on the ratings. For example, users who have used LabourTime for a long time will have higher scores. The higher the scores are, the higher the ratings, which also promotes loyalty to LabourTime. Negative assessments can of course also decrease scores, which benefits high quality workers in the system. All options are flexible and can be changed and customised for each market segment.

What advantages do workers/specialists/labourers have using the LabourTime service?

- To get suitable job/orders quickly and fast using just a smart phone, tablet or desktop PC.
- To save much time searching for the best job.
- To have a second job independently to another full-time job.
- To easily find job for students, people travelling or with Working Holiday Visa.
- To search and analyse specialisations required in other places/countries/states.
- The quality control subsystem gives valuable information about the quality of the hirers/employers.

What advantages do have employers/hirers the LabourTime service?

- To promptly find good workers for any kind of work or project.
- To be able to plan correctly knowing worker(s) will come to the work site.
- Labour hiring agent can improve efficiency and decrease costs representing other companies.
- The quality control subsystem gives valuable information about who are the best quality workers, which guarantees a great result.

Terms for investors

The first usable service is already implemented in January 2017 on <http://LabourTime.com.au> technically, including mobile applications for iOS and Android. All participants and funders in the seed stage are fully satisfied, aims were reached.

Aims

Now we are expanding the team to:

- create new global name for the service including domain names, design, processing power, international branches;
- broaden the service to make it a global multilingual application based on the technical source of LabourTime.com.au;
- create decentralised **Investor's Sub-platform** for real-time analysis of the money flow of the service, and possibility to sell/buy shares/stakes/equities of the company and dividends withdrawal;

- broaden the service to include local currencies;
- promote the new service in more states/countries;
- optimise the system to increase loyalty and profit for each market segment;
- setup the application to facilitate options to integrate an internal currency to blockchain platforms;
- setup the application to facilitate options to set the internal currency to internet stocks.

We need financial support for our achievements and we are ready to guaranty for our investors and funders the following options.

Round 1 (r1)

\$1350K needed.

Shares: 66% of Round 1 turnover or 29% of company ownership.

Equity issue: 10,000 LTCR1 (LabourTime Contract of Round 1) = 29% of project/company ownership.

Initial price: \$73 for one LTCR1.

Funding resources: Crowd funding, Private investment, Business Angels and Venture Capitals.

Stage 1 (r1s1)

- All investors and funders will have online access to Investor's Sub-platform where they can see real-time analysis of results, such as income, outcome, turnover, and profit.
- Investors with over \$100K will have read-only access to an online project management system (i.e. trello.com or jira.com) where they can watch how the team members work: communication, management, execution and development processes.
- Investors with over \$1000K will be able to audit the details of financial activities.
- Investors with over \$3000K will have special conditions such as ability to participate in company management etc. that will be discussed privately.

The Plan of Activities in Stage 1 at different funds/investment levels.

\$100K (r1s1a1)

Price: \$97 for one LTCR1.

Within three months launch the system on the new global domain with development multilingual UI, different country currencies and facilitate option

to internal currency.

\$200K (r1s1a2)

Price: \$125 for one LTCR1.

Within three months development and launch **Investor's Sub-platform**.

\$500K (r1s1a3)

Price: \$159 for one LTCR1.

- Open office and register a company. Agreements with staff.
- Organisation of 24/7 technical support and accounting.
- Choosing a blockchain platform to store Project Stakes and equities.
- Issue the LabourTime blockchain Tokens and integration with Investor's Sub-platform.
- Launch Token Crowdsale.

\$800K (r1s1a4)

Price: \$166 for one LTCR1.

Finding representatives and local language support in Europe, Turkey, UAE, Russia, China, India, Korea, South America.

\$1000K (r1s1a5)

Price: \$170 for one LTCR1.

Hiring Promotion Specialists and a Business Developer, also development of long-term promotion and business strategies.

\$1350K (r1s1a6)

Start promotion and Stage 2.

The LTCR1 price may change after r1s3 according to evaluations in Investor's Sub-platform.

Stage 2 (r1s2)

Duration 1.5 year.

The Plan of Activities in Stage 2

r1s2a1

Producing video tutorials, user guides. Two months.

r1s2a2

Producing promotion media materials: texts, video, pictures. At the same time as r1s2a1.

r1s2a3

Advertising campaign in social media.

r1s2a4

Marketing campaigns according to strategies from r1s1a5. At the same time as r1s2a3.

Round 1 RoI ~ 700% (see Financial Plan for Round 1)

Round 2 (r2)

The basic aims in this round are

- extension: technical strengthening and distributing servers, staff;
- facilitate options to integrate the internal currency of the service with blockchain technology;
- facilitate options to launch into public coin markets;
- big promotion campaigns.

Detailed features of the round will be presented during implementation of r1s2.

Round 3 (r3)

IPO

Detailed features of the round will be presented after implementation of Round 2.

Financial plan for Round 1

Statistics

There are many statistic, analytics and articles in the Internet concerned to self-employment.

For example,

<http://data.worldbank.org/indicator/SL.EMP.SELF.ZS> ,

<https://data.oecd.org/emp/self-employment-rate.htm> ,

<https://www.bls.gov/spotlight/2016/self-employment-in-the-united-states/pdf/self-employment-in-the-united-states.pdf> ,

<https://wol.iza.org/articles/self-employment-and-poverty-in-developing-countries/long> ,

<http://www.reuters.com/article/britain-budget-selfemployed-idUSL5N1GL45S> .

According to the data, approximately 20% of the population are self-employed and approximately 50% of the self-employed provide outdoor or call on services such as labourers in construction, removalists, truck drivers with their own trucks, plumbers, painters, carpenters, electricians, veterinarians, cleaners and many other kind of specialists. It is about 10% of the population, and our services are helpful for all of them.

Pessimistic evaluation

Based on the statistics we aim to reach at least **60,000** permanent/stable users globally within the first year after the Stage 1 funding. It is a very modest

or pessimistic forecast. Optimistic forecast is over 1,000,000 users.

The service's financial transactions are integrated with VISA/MASTER payment system. The system is setup to facilitate options to charge the users with a daily service fee and/or charge the users with a percentage on the financial transaction. All options are flexible and can be changed and customised for each market segment.

The daily fee might be different for different countries because of different standard of living and worth of local currencies. So, for example, in the USA, Australia and Europe, a comfortable daily service fee for users may be \$0.5, but for China it might only be \$0.05.

The percentage charge on the financial transaction can be planned to be set at 2% from both sides of a deal: employer and worker. It will then be 4% from the cost of each deal. Of course, the hourly rates are different in different countries and for different specialisations.

Because of big entropy in Round 1 we will make a turnover calculation averagely and in this case the Annual Turnover can be calculated as:

$$T = (F_{\text{Day}} * 365 + H_{\text{D}} * D_{\text{W}} * R_{\text{H}} * W_{\text{Y}} * F_{\text{Deal}} * 2) * U_{\text{A}} ,$$

where

T - annual turnover,

F_{Day} - daily fee,

365 - amount of days in a year,

H_{D} - average working hours in a day in the application,

D_{W} - working days in a week,

R_{H} - average hourly rate,

W_{Y} - working weeks in a year,

F_{Deal} - deal fee from one side of the deal,

2 - sides of a deal (hirer and worker),

U_{A} - amount of users.

Let's calculate annual turnover in a pessimistic scenario and in minimum values for the countries:

$H_{\text{D}} = 2$ hour,

$D_{\text{W}} = 5$ days,

$R_{\text{H}} = \$4$,

$W_{\text{Y}} = 42$ weeks,

$U_{\text{A}} = 60,000$.

and when $F_{\text{Day}} = \$0.2$, $F_{\text{Deal}} = 2\%$.

$$T = (0.2 * 365 + 2 * 5 * 4 * 42 * 0.02 * 2) * 60,000 = \mathbf{\$8,412,000}$$

Return Of Investment (R.O.I / Rol)

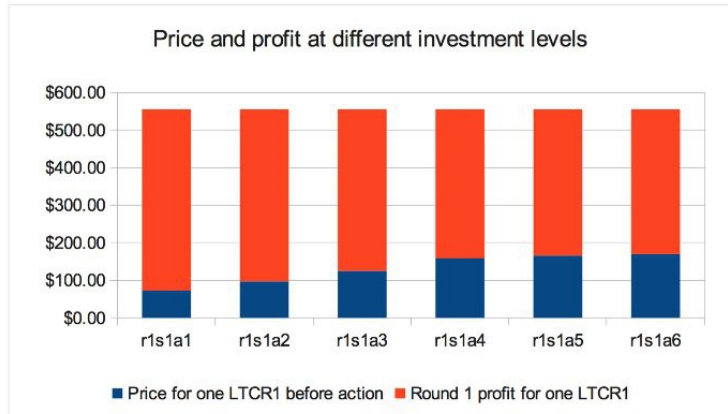
66% of the turnover will be spent to pay funders/investors of **Round 1** within one month after the end of r1s2, redeeming LTCR1 back if they prefer.

Since the price is different at each level of Round 1, the earlier investors will get a higher R.O.I.:

LabourTime Funding

Round 1 calculations

Planned service income	
Daily fee (per user)	\$0.20
Amount of days in a year	365
Average working hours in a day in the application	2
Working days in a week	5
Average hourly rate	\$4.00
Working weeks in a year	42
Deal fee from one side of the deal	2.00%
Sides of a deal (hirer and worker)	2
Amount of users	60000
Annual turnover	\$8,412,000.00



Terms of Investment	
Needed for Round 1	\$1,350,000.00
Turnover stake for Round 1 investors or company stake for Round 1 investors	66.00%
Amount of LabourTime Round 1 contracts (LTCR1)	10000
Company stake for one LTCR1	0.0029%
Planned Turnover	\$8,412,000.00
Dividends of Round 1 investors for each LTCR1	\$555.19

Stages/Actions			Price for one LTCR1 before action	Company stake for sale	RoI (%)
code	reached fund	funds for action			
r1s1a1	\$100,000.00	\$100,000.00	\$73.00	4.00%	760.5
r1s1a2	\$200,000.00	\$100,000.00	\$97.00	3.00%	572.4
r1s1a3	\$500,000.00	\$300,000.00	\$125.00	7.00%	444.2
r1s1a4	\$800,000.00	\$300,000.00	\$159.00	5.50%	349.2
r1s1a5	\$1,000,000.00	\$200,000.00	\$166.00	3.50%	334.5
r1s1a6	\$1,350,000.00	\$350,000.00	\$170.00	6.00%	326.6

<http://labourtime.com.au/funding>

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During **Round 1** all funders/investors will also be able to sell their LTCR1 or change to LabourTime blockchain tokens in **Investor's Sub-platform**.

Risk management

This is a part of the Investment Protection Plan.

The Plan of Activities in Stage 1 shows that we will not need to wait for all needed funds to continue the project. Instead it means that investors are able to participate in the investment step by step increasing their funding into the project during r1s1 when they see the implementation progress.

For instance, an investor wants to invest \$200K in the project. Having invested \$50K for r1s1a1 and being confident after r1s1a1 has been finished, the investor may put in an additional \$50K in r1s1a2. After implementation of r1s1a2 the investor will have full access to Investor's Sub-platform, where the investor will be able to control these funds in the project online including resell his participation to others. In Investor's Sub-platform the investor will be able to make additional investment into the project.

Also, we might inform investors that the project needs to stop taking more funds when the needed fund is reached for the current round.

Investors take responsibility for the observance of the laws of their country with participation in online investing, token and LTCR1 crowdsale. Moreover, they guarantee that the invested funds belong to them personally.

We also use **IPSO: Initial Project Stake Offering** for Crowdfunding [https://en.wikipedia.org/wiki/Draft:Initial_Project_Stake_Offering_\(IPSO\)](https://en.wikipedia.org/wiki/Draft:Initial_Project_Stake_Offering_(IPSO))

Manifest IPSO

0. A valid version must be created at the time of the IPSO announcement. It gives reality and confidence to investors.

1. Key developers should be the main cofounders of the project with the preservation of the exclusive copyright on the parts of the code written by them. This motivates the developers after the IPSO, and investors are assured that the system will be quickly improved and will have prompt technical support.

2. Tokens are not cryptocurrencies, and not currencies at all. This is the right to shares in the project, stored in the blockchain. Accordingly, it gives some rights to the holders of the tokens, for example dividends or some special access or privileges in the system. And storing tokens in the blockchain gives all the advantages of decentralization, security of storage and the transfer / sale of shares regardless of local regulations.

3. Jobs for which the crowdfunding is engaged should be divided into short chronological stages with the necessary financial resources for that particular work. And the funds from investors can come in separate shares for these stages consistently. This allows investors to monitor the execution of work step by step reducing the risk of loss.

4. Decentralized token crowdsale. This means that all project cofounders should participate in the sale of the tokens including the initial investors, and also those who entered the project through private, venture, online investments, token pre-sale, etc. That is, they must all go to token crowdsale with their tokens proportional to their shares in the project, and make an independent decision to sell or save their tokens during the process of Token crowdsale. This ensures the reliability of the project because tokens will not be concentrated to a single person.

5. The blockchain platform for the generation and storage of tokens should be selected by the majority of the project shareholders.

6. Token buyers and online investors take responsibility for the observance of the laws of their country with participation in online investing and token crowdsale. Moreover, they guarantee that the invested funds belong to them personally.

7. The registration data of the project domains should be open to Whois

services and owned by the founder or co-founder or company.

8. Investors should receive evidence of conducting transactions at the process of investment.

9. Providing project stakeholders with a transparent and detailed progress report at each stage.

Special info and offers

Crowdfunding and private investors

- Private investors, in addition, get scores in the service equal to the investment amount. The more scores, the higher rating in the service.
- Opportunity to be an investor without money. We offer \$500 for one article or video in any language about this application and its investing program. The article must be accepted by us and published on at least 20 famous internet resources such as social networks, funding platforms etc. The amount will be put into your investment balance like a conventional investment in LTCR1. Contact us to get detailed conditions.

Companies and syndicates

- We are able to take investment from companies with our Authorised Corporate Representative, AFSL.
- We can setup your advertisement/link in the service. Contact us to get detailed conditions.

How to invest?

Please, visit http://labourtime.com.au/funding#inv_buyltcr1

We accept **BitCoin** as well.

Leadership team and advisors

1. **Almaz Khamatkhanov**. Sydney, Australia. IT expert. Professional multi-disciplined software developer. Founder.

- author, inventor, applied mathematician, programmer;
- author and creator of <http://LabourTime.com.au>;
- has scientific and commercial experience in IT since 1999;
- holder of many certificates including IBM (Lotus), Microsoft, Programming languages, rewards;
- member of Russian Authors Society with The First DVD Book For Computer Users;

- author and owner of Utility Model Patent for Space Frame;
- has huge experience in IT project management with overseas freelancers with different languages and from different time zones.

Responsible for all technical implementation and technical management, DevOps.

2. **Jon “Young” Sivesson.** Sydney, Australia. Strategic marketing expert. Advisor.

Writer of training and educational programs in USA, Europe and Australia.

- experienced as researcher and project manager in Silicon Valley (USA)
- experienced as strategic market analyst in Europe (Zurich, Switzerland)
- experienced as senior strategic market analyst in Europe (London, England)
- experienced in strategic marketing as marketing director in ASX listed companies in Australia
- experienced in creating seminars and courses for the corporate sector in Australia
- experienced in creating internet seminars and courses for the global market

3. **Damir Malikov.** Sydney, Australia. Business Analytics. Executive assistant.

- Bachelor of Business analytics, Macquarie University - Sydney, Australia
- Experienced in contextual advertising
- Participation in Data Science Hackathons
- Blockchain and modern fintech research

Responsible:

- Working with documents
- Participation in forums, summits

4. **Zane Pritkovs.** Sydney, Australia. Digital Products and Services Marketing Specialist\ IT professional. Advisor.

Education: Diploma in Business Management - Sydney, Australia

- Cloud and virtual desktop printing specialist
- EMM and MDM solutions consultant
- Global social media leadership platform marketing specialist
- Digital products and services promotion specialist
- Teams and Office management.

5. **Dinara Gaisina.** Sydney, Australia. Accounting specialist. Co-founder.

- graduated from university with maximum score diploma in 2005 at the Economic Department
- experience as accountant since 2005 and chief accountant since 2007
- experienced in the restaurant, transport, insurance and the building sectors.

Dinara is a very fair and responsible specialist. She is a competent, capable and skilled accountant.

FAQ

A: What is the difference between LabourTime's service and other similar services?

Q: For one thing, there are several internet systems/apps that provide services that seem like our system, but there are significant differences between us.

Our system is strong structured. Most logic functions are automated. Users only need to input their intentions in our system, thereby interacting with the system minimally.

And for another, there are differences in the model of logic, algorithms and workflow of the systems. Hypothetically, there are numerous possible models, and the users will determine which systems that have the best utility and convenience. Statistics show that there will be room for several systems of our kind of service, and they do make life easier.

Besides, we are aware of our competitors and the need of our target market, so we know that the market will prefer our system in most situations because we have the optimal formula to satisfy their needs.

Our system is unique at the moment.

A: What if you do not achieve the whole investment amount?

Q: Our technical and marketing team are motivated to develop the service no matter what. We have the necessary experience and skill set to achieve success. However, we need some investment to increase the business development: the global marketing and the day to day cost of the team members. We try to use the best practices in a way similar to other success stories like AirB&B, Uber etc. Also, we are planning to pay some third-party work by LTCR1 so if we lack capital we will then go ahead to grow the service using available resources.

A: What if we don't reach pessimistic evaluation results?

Q: We will offer all investors to sell us their LTCR1s spending for 66% of the Round 1 service income. However, if the price is not acceptable to them, they will be able to keep their LTCR1s for better future results.

A: How can I withdraw money?

Q: On the Investor's Subplatform you will be able to do that. One of the options is withdrawal directly to any bank account. The currency will draw some fees from our payment aggregator. The fee amount depends on your country's currency. However, another alternative of withdrawal is to use Bitcoin, and you will then be able to withdraw to your Bitcoin address without fees. Moreover, investing by bitcoin give you ability to full track your invested sum on chains.

A: Who you are?

Q: Our team members have much experience in their sectors: Information Technologies, Marketing, Accounting an Finance. They chose their specialisations when they were teenagers, studied for that in universities and have been improving skills along professional life more than 15 years. We are obsessed by this project and intend to make it famous and helpful for millions our users.

A: Why do we do this?

Q: We feel that our service will change business models in labour hiring industry using our huge skills and abilities of modern technologies. As the phone and fax changed the rules of game latter after news papers, our system will change emails, SMS and job advertising websites nearby time. Our service saves much time of hirers and workers because of strong structured server-side architecture and and smart algorithms do the most routine works in matching hirers and workers. It saves money of our users as well excepting middlemen from the business processing: hirers are able to find workers cheaper and at the same time the workers have more payments.

We also developed unique features in our service such as Quality Control Subsystem and Insurance that guarantee the best workers and payment to all users.