

# **White Paper**

A revolutionary decentralised platform for hiring professionals for consultancy services





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# **ABSTRACT**

As technology moves faster, smartphone adoption grows and Internet speed continues to increase, consumers have been conditioned to want everything right now. We can find information in seconds. We can send emails with a few taps. We can order items with a few scrolls and swipes. We can book an Uber by pressing a button.

Similarly, why can't consumers hire experts for consultancy services instantly too?

After all, the Uber model has revolutionised the way the world hails a taxi. Consumers don't have to call a taxi service or be put on hold while waiting for a taxi to accept their booking. They can now simply open the app on their smartphone, make a few taps and voila! Your Uber has arrived. Fast, efficient and totally personal.

Inspired by the Uber model, BlooCYS is ultimately an Uber-like platform that helps consumers hire the right professional for the consultancy service they need. It can be learning a new language. Getting a make-up or hair tutorial. Or fixing a bug or an IT related problem. The possibilities are endless. All via video. And in real time.

This makes BlooCYS truly unique as it offers convenience, timely delivery and high standards of service that today's demanding consumers are expecting. In fact, the consultancy service on BlooCYS can be delivered to them whether they are at home, office, cafe or in the park.

At the same time, BlooCYS empowers professionals and experts in different fields who are looking for more flexible working arrangements or additional income

Simply it's a win-win platform for everyone



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# VISION

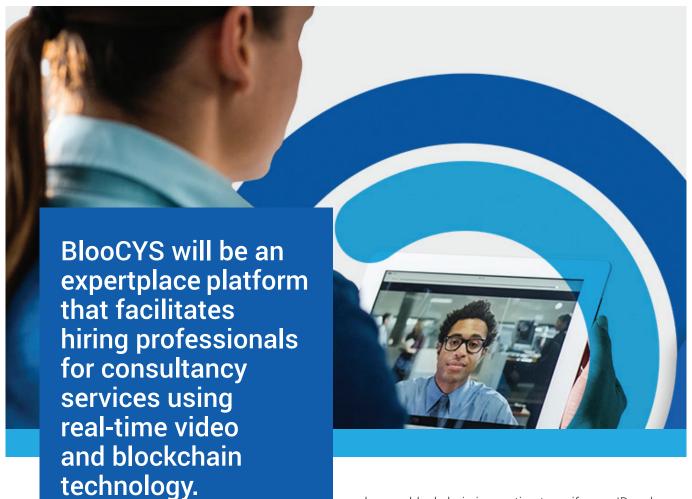


We believe new economic models are being enabled with technologies like blockchain. BlooCYS will allow millions of previously excluded people to participate in next wave of economic change, unlike past cycles where only those who owned the assets could profit from their usage. In our decentralised model, anyone can now be a direct economic beneficiary. As economic beneficiaries, people are also more likely to utilise the service and become advocates for it. This will create a virtuous cycle of growth and opportunity for all.



BlooCYS will allow millions of previously excluded people to participate in next wave of economic change.

# **MISSION STATEMENT**



Using blockchain technology, BlooCYS will unite consumers and experts into a decentralised, open and fair network that anybody can use without going through any intermediaries. Customers will be able to find genuine, reliable experts at their fingertips, while experts and professionals can enjoy greater work autonomy and earn additional income. We will

also use blockchain innovation to verify user ID and validate any skills or experience claims provided by experts and professionals. This is to prevent fraud and ensure an excellent consumer experience, which will ultimately build trust and credibility in the platform. The smart contracts technology and BlooCYS platform token (CYS Tokens) that underlies the platform will provide an automated and transparent system for investment and profit distribution.



# **BACKGROUND**

## 4.1 Challenges in finding genuine experts

When consumers seek information, they usually turn to Google. But when they are looking for experts, such as a language teacher, yoga instructor or medical consultant, they seek other avenues such as asking friends, communities or other experts for recommendations.

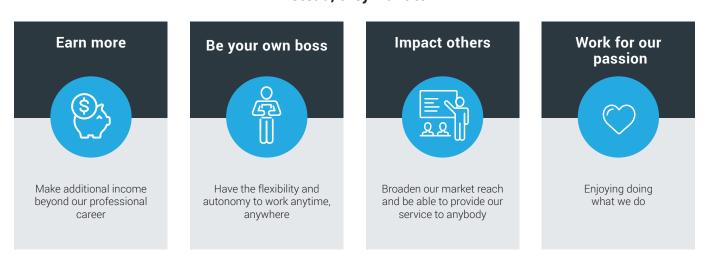
Who is the Is this so-called 'expert' Is the information accurate expert? really an expert? and trustworthy? Geographical Slow response Lengthy Lack of **limitation** flexibility waiting time time Expert may not respond to Consumer will have to make The expert may be located in For example, experts may inquiry immediately an appointment, which may another city, province or even charge for consultancy based be days or weeks away, country which would make a on a minimum duration of 30, before meeting face to face consultation impossible 60 minutes or longer

All in all, consumers end up wasting a lot of time, and perhaps money, in a frustrating search that is full of uncertainty, and unverified information and claims. Lack of transparency in payment and/or charging mechanism can also lead to disputes.

## 4.2 Freelancing is on the rise worldwide

The workforce has been evolving as more millennials (or Gen Y) join the workforce.

# More employees don't want to be limited by the 9-to-5 workday. Instead, they want to:



It's no wonder that freelancers already represent 35% of the American workforce.\(^1\)
This trend isn't just happening in America. With the rise of globalisation and the millennial workforce, freelancing is on the rise worldwide. — Weforum.org

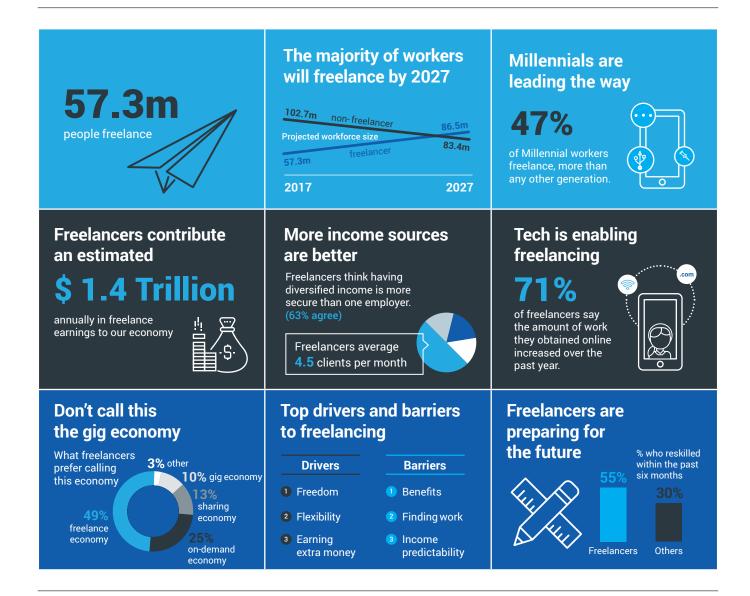


Figure 1: Freelancing in America 2017

Thanks to evolving technology, increasing connectivity, and non-rigid attitudes, firms connect freelancers with jobs through a digital marketplace, such as websites or applications.

Many of us have experienced the impact of ridesharing like Uber, Grab and Go-jek in our day-today life. It has empowered many people to make additional income and some of them have been using ridesharing service as primary source of income. We believe the same can happen for the professional service market as well.

Freelancing is increasingly a choice that people make in order to escape the 9-to-5 workday, be their own boss as well as to earn extra income.



It's no wonder that freelancers already represent 35% of the American workforce.

## 4.3 Payment and transaction transparency

Freelancers face challenges when collecting payment for services they have provided, especially when the freelancer and customer do not reside, or have banking accounts, in the same country. For example, when a freelancer lives and works in the UK, whereas the customer is from Singapore. Collecting the payment would involve a cross border transaction with key considerations such as exchange rate fluctuations, processing time and transaction fees.

There are also cases that involve fraud, where freelancers are not able to collect payment at all. Because of this, some freelancers have to resort to a 3rd party escrow service, which provides reliable service but at a higher cost.

## 4.4 Growing digital societies in **Asia Pacific**

Mobile devices including both smartphones and tablets are now the primary means of accessing the Internet. In Asia Pacific, there will be around 3.9 billion smartphone connections by 2025, an increase of 1.4 billion from 2017. This accounts for 55% of the global total and more than 80% of the region's total connections.<sup>2</sup> Mobile broadband connections are also predicted to reach 93% by 2025, from 61% in 2017.

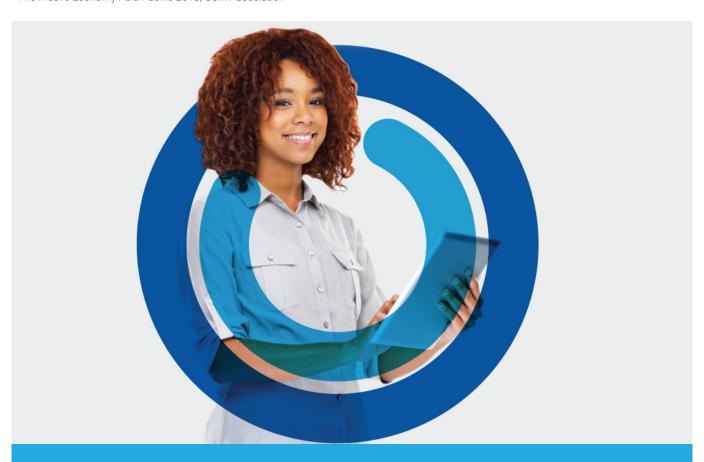
The population in Asia Pacific is expected to reach 4.5 billion by 2030. This means the region will continue to make up over half of the world's total population in 2030.

Given Asia Pacific's mobile device penetration, mobile broadband growth and population size, Asia Pacific presents a huge market potential for BlooCYS.



Freelancers face challenges when collecting payment for services they have provided, especially when the freelancer and customer do not reside, or have banking accounts, in the same country.

<sup>2</sup> The Mobile Economy Asia Pacific 2018, GSM Association



### 4.5 Problems & Solutions

#### Problem 1:

### Finding genuine professionals

Access to quality consultancy services is either very vague or difficult due to a number of factors such as unverified identity, unvalidated skills and experience, slow response time and communication complexities

#### Solution

BlooCYS will be an "expertplace" platform that helps take the guesswork out of finding the right expert. It will have a comprehensive list of experts with associated expertise and skills. This will allow customers to find a genuine expert when they need to. The verification and user review will make sure that only genuine users are in platform.

#### **Problem 2:**

#### A platform for experts to find freelance jobs

Experts and professionals want to seek freelance opportunities for more flexible working hours and additional income. However there is no such freelance job matching platform available to them.

#### Solution

A blockchain-based platform, BlooCYS will revolutionise the way experts and professionals maximise the economic potential of their skills and expertise. It offers:

- 1. great opportunities to earn extra income
- a high degree of autonomy
- 3. work schedule and location flexibility
- 4. good work-life balance

As a decentralised platform, everybody will have the opportunity to publish services, on their own terms, to al potential customers on the platform.

#### Problem 3:

#### Instantly meeting customer demands

Communicating with an expert from a different geographic location can be challenging. Face-to-face appointments can take a long time to schedule. Customers may have to travel long distances. Emails can get lost in translation. Plus, not everyone wants to or has the time to write long emails.

#### Solution

BlooCYS's real-time video capability will give customers instant, 24/7 access to expert answers and solutions they desire. So they can talk face-to-face with an expert, no matter where they are.

#### Problem 4:

#### High transaction and service fees

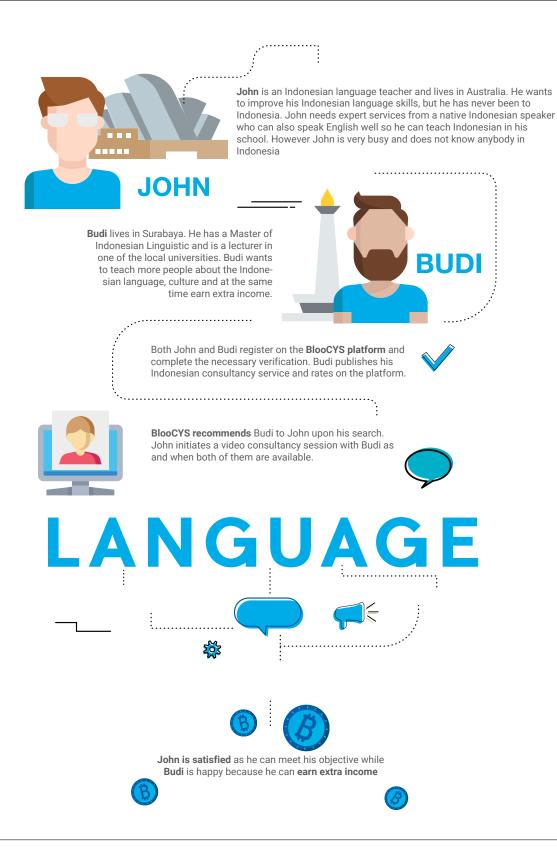
Many countries have banking regulations that make it difficult for people to make out-of-country payments or transfers. Transactions often take days and incur high fees.

#### Solution

With the usage of blockchain technology and smart contracts, BlooCYS offers greatly reduced transaction and service fees as compared to centralised systems. We also provide a secure, easy and direct way for customers to make and/or receive payments.

## 4.6 Real-Life Scenarios

A teacher in Australia who wants to improve his Indonesian language skills



#### A medical emergency in the middle of the night



Through video capabilities, Dr Aditya can see Didi in real time, perform a quick analysis, advise Mrs Annie on next steps and medication, as well as calm down Didi's family.



# INTRODUCING BLOOCYS

BlooCYS is a revolutionary Uber-like platform for hiring professionals for consultancy services using real-time video.

Customers can find experts at their fingertips, while experts can use their skills to earn additional income through freelance opportunities.

Built of the new model of decentralisation and tokenisation, BlooCYS's real-time video capability,



user verification and review, comprehensive searchable directory of services by experts, blockchain technology for transparency and smart contracts with underlying token, gives this platform the potential to revolutionise and optimise the way people access, and offer, expert services.



Customers can find experts at their fingertips, while experts can use their skills to earn additional income through freelance opportunities.

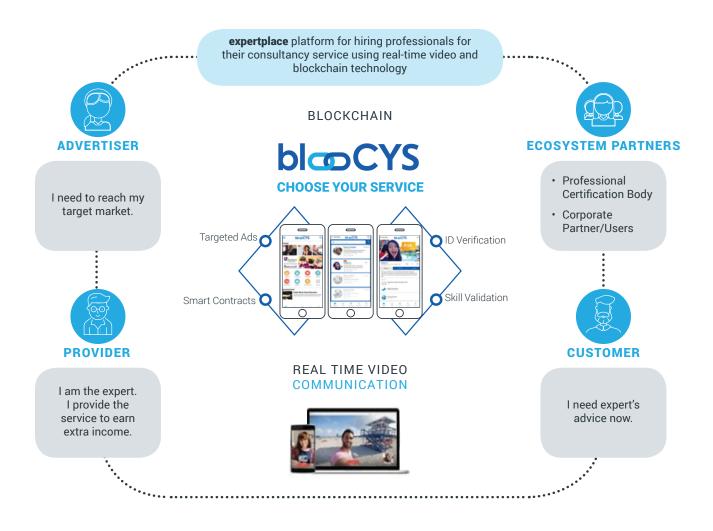


Figure 2: BlooCYS platform

#### User roles



#### **Provider**

Classified as the 'supply' in the platform, this is any expert in a subject matter who can publish or advertise service in the platform in order to maximise his/her economic value.



#### **Customer**

Classified as the 'demand' in the platform, this is for anybody who needs a real-time video consultancy service with a provider.

Every user can have dual roles. But they can only have one role in a transaction i.e. he can be a Provider for most of the time, then seamlessly switch to Customer when he needs a real-time video consultancy service with another Provider.



All necessary data, including ID verification hash, ratings & review, user rewards and transaction data, will be recorded in blockchain to provide transparency in the system.

## 5.1 Why Blockchain?

#### **Transparency**

User identity is concealed using cryptographic, where public addresses cannot be linked to individual users. All necessary data, including ID verification hash, ratings & review, user rewards and transaction data, will be recorded in blockchain to provide transparency in the system. This will add degree of accountability as well as remove potential disputes.

### Strong, secure and verifiable record of all transactions

Using blockchain innovation, a unique algorithm generated BlooCYS platform token is created and assigned to the transaction when a new transaction occurs. The tokens are grouped into blocks and distributed across the network. New transaction blocks are validated and linked to older blocks, creating a strong, secure and verifiable record of all transactions, without the need for intermediaries or centralised database.

#### Smart contracts and payment

All the consultancy transactions in BlooCYS are created in smart contracts. This will eliminate any potential disputes as smart contracts will be executed when programmed terms and conditions are met. Smart contracts will also process and execute payments automatically in secure manner.

#### **Cost effectiveness**

BlooCYS is a decentralised platform built on the Ethereum blockchain. This means there are no intermediaries like in a traditional or centralised system. Together with smart contracts and the usage of token, it will greatly reduce transaction and service fees. This will benefit all users in the platform.

#### 5.2 Features

BlooCYS platform has following core features:

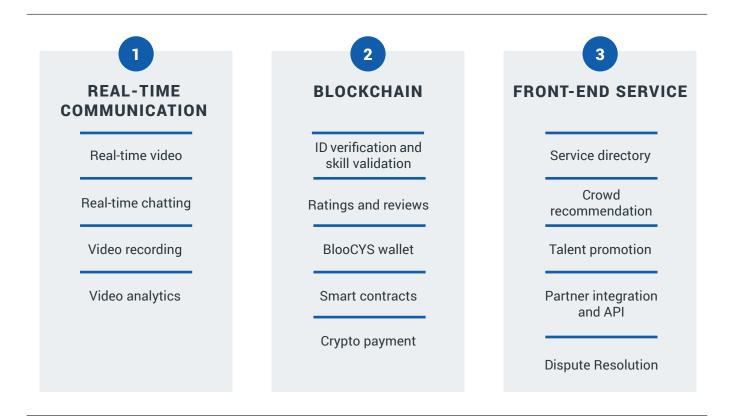


Figure 3: BlooCYS core features

Our services will be delivered through mobile devices like smartphone and tablet, on both iOS and Android. We may launch a web-based application at a later stage, depending on market demand.

#### 5.2.1 Real-time communication

We aim to provide excellent communication quality, in real time, to deliver meaningful user experience.

#### **Real-time Video**

Optimised for high quality audio and video, our video engine will provide peer-to-peer real-time video communication over Internet, enabling live video consultations.

#### **Real-time Chatting**

While browsing for available Providers in the directory, Customer can chat with different Providers before deciding on which Provider to engage. Or during a consultancy service, Provider can exchange information with Customer via text, and vice versa.

#### **Video Recording**

Provider or Customer can record video consultancy sessions for future reference and/or training, if it's mutually agreed by both parties. This will be available at a later stage.

#### **Video Analytics**

Intelligent video analytics will help address concerns surrounding unlawful content during live video consultancy, while preserving user privacy. Available at a later stage.

#### 5.2.2 Blockchain

#### **ID Verification and Skill Validation**

a. ID verification system: One of the key applications of blockchain technology, it is critical to ensure users are using their real identity during the registration process. This is to prevent fraud or bad user experience from a fake identify. The verified ID will be hashed in stored in blockchain for security and transparency.

#### STEP TWO STEP THREE STEP FOUR STEP ONE User register his/her BlooCYS verifies and BlooCYS writes BlooCYS requests profile on BlooCYS. user to upload formal matches user photo hashed and signed and identification identification document data into blockchain and photo. document. Upon successful verification, data is encrypted using public/ private key and stored in user's phone.

Figure 4: User ID verification

- b. Data security: Fully encrypted personal user data with optional biometric locks will be securely stored in the user's phone, instead of a centralised service or database. This will prevent vulnerabilities from data breaches or even denial of service in case the service is compromised.
- c. Skill validation: BlooCYS will also have multiple mechanisms to validate a Provider's claim on the skills or expertise. This is mandatory for all Providers.
  - · BlooCYS will form strategic partnerships with external qualification organisations and bodies for skills with professional certifications, such as chartered certified accountants, doctors, etc.
  - For skills without professional certifications, such as cooking, BlooCYS will use community ratings & reviews to validate a Provider's skills.

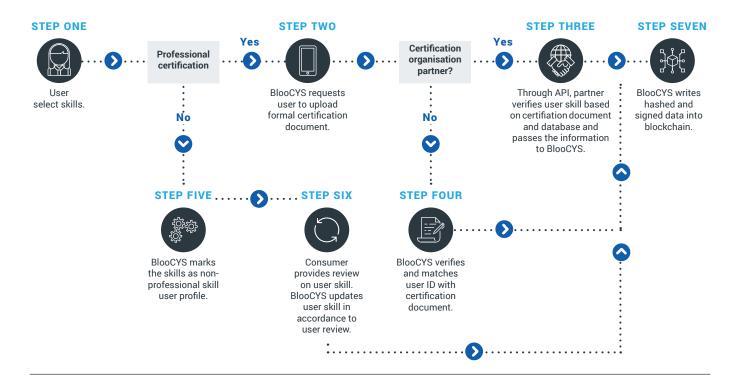


Figure 5: User skill validation

#### **Ratings & Reviews**

Ratings & reviews is one of the mechanisms for skill validation BlooCYS platform. Upon completion of a live video consultancy session, both Provider and Customer must provide a review of each other prior to payment. Provider's skill validation is correlated to the review they receive. Upon completion of review, Provider's skill is validated, updated and stored in blockchain to be referenced by others. At the same time both Provider and Customer will be incentivised with BlooCYS platform token rewards.



To ensure all transactions are carried out in a trustless, automatic and secure manner, BlooCYS model will be entirely decentralised with smart contracts.



# This allows users to secure the total value of a service in smart contracts and only release it when the service and subsequent review are completed.

#### **BlooCYS Wallet**

BlooCYS Wallet facilitates all transactions in platform between Customer and Provider. It provides convenience and security by allowing users to:

- Buy, store and sell CYS tokens
- Make and receive payments for services
- Receive reward

#### **Smart Contracts and Crypto Payment**

To ensure all transactions are carried out in a trustless, automatic and secure manner, BlooCYS model will be entirely decentralised with smart contracts. This allows users to secure the total value of a service in smart contracts and only release it when the service and subsequent review are completed. CYS token is the internal currency in BlooCYS platform, so all the payment and/or rewards will be in the form of CYS token.

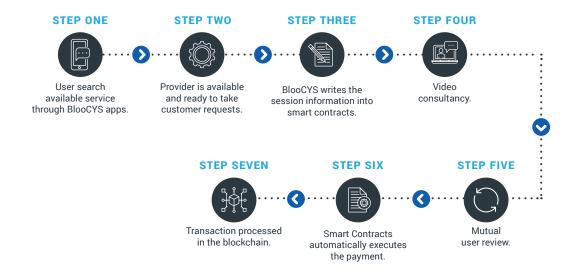


Figure 6: Transaction and payment

While we believe that crypto payment is beneficial for users as it is more transparent and cost efficient. BlooCYS will also support fiat payment in the beginning to increase user adoption and provide easy transition for users who are new to blockchain and/or crypto currency.

We anticipate that over time, users will realise the benefits of CYS token over fiat currency and use CYS token as the primary payment method in platform.

BlooCYS exchange in the platform will provide simplicity for user to buy and sell CYS token using local currency. Users will be able to use fiat currency in following ways:

#### · Buy CYS token

BlooCYS platform will have its own predetermined exchange rate with reference to a major currency.

This way, any user (including advertisers) will be able to seamlessly buy CYS token directly from BlooCYS platform without going to a cryptocurrency exchange in which user may not have an active account.

#### · Sell CYS token

Similar to buying CYS token, user will be able to sell CYS token back to BlooCYS platform and be paid in flat currency.

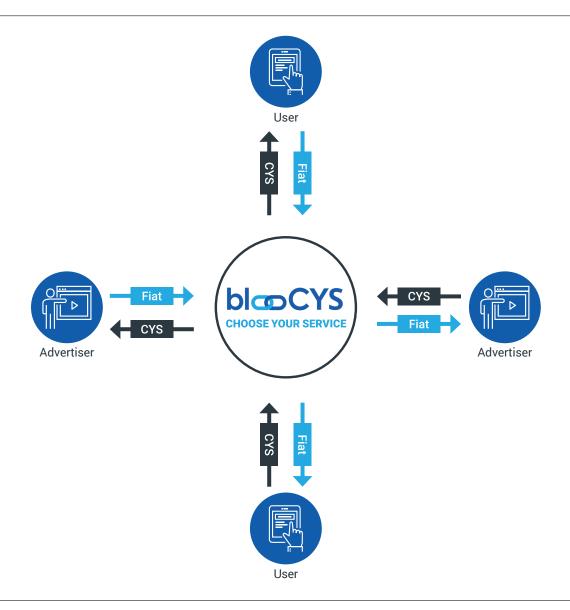


Figure 7: Buying and selling CYS token in platform

This token ecosystem design will create a cycle of supply and demand of the token in the platform itself, which allows users to realise the benefits of the platform

#### 5.2.3 Front-End Service

#### **Service Directory and Crowd Recommendation**

This is the main user interface where Customers will be able to find available consultancy services in platform. The services will be categorised by 'channels' in relation to specific topics or expertise like education, health, investment, etc. All Providers will be able to list their services in the relevant 'channel' together with associated rate. Customers will be able to search the directory to find available Providers that match their search criteria, to get information like Provider's profile, ratings, availability and rate.

Through data analytics on a user's reviews, preferences and engagement history, BlooCYS will be able to recommend the most suitable Provider for a specific request. Similarly for Providers, the platform will be able to recommend the optimal market rate for published consultancy services.

#### **Talent Promotion**

BlooCYS has in-built mechanisms in platform to allow Providers to advertise and promote their services in the app or be prioritised in Customer search results.

#### **Partner Integration and API**

BlooCYS believes in the network effect of the platform. In order to reach critical mass and provide more comprehensive services to users, the platform, through open API, will be integrated to our ecosystem partners such professional certification organisations for skill validation.

#### **Dispute Resolution**

While the usage of smart contracts and nature of the services available in platform will minimise potential disputes, disputes may still occur.

In such a case, the parties can submit a ticket online for dispute review. BlooCYS will then send the request to an anonymous arbitrator.

Anonymous arbitration will be provided by one of BlooCYS's platform experts with the highest ranking in his/her field. The arbitrator reviews the dispute anonymously and awards the judgement in favour of one party. The arbitrator will be awarded 5% of the dispute claim as arbitration fee.

All arbitrators will have their participation rates and correct decision rates recorded in blockchain.

#### 5.3 Planned channels

Depending on Customer interest and market adoption, BlooCYS plans to feature the following channels in platform:

| Channel    | Priority   |
|------------|------------|
| Education  | Priority 1 |
| Lifestyle  | Priority 1 |
| Tourism    | Priority 1 |
| Cooking    | Priority 2 |
| Housing    | Priority 2 |
| Celebrity  | Priority 3 |
| Investment | Priority 3 |
| Healthcare | Priority 3 |
|            |            |

Table 1: Planned Channels

## 5.4 Platform growth strategy

BlooCYS aims to create an open platform for all users together with ecosystem partners to seamlessly provide and consume the service.

Currently, we have already secured partnerships with several institutions that have committed to using BlooCYS service. This will accelerate user growth in the platform.

## **Ecosystem Partners**



Leading center to accelerate innovation and collaboration in blockchain technologies. This partnership allows BlooCYS to access the growing blockchain community in Indonesia.



The leading international education consultancy group with more than 30 years of experience. This partnership gives BlooCYS access to education markets in Indonesia, Australia, Thailand, Laos and more.



Market leader in end-to-end MLM information system provider and consultancy in Indonesia, with more than 15 years of experience and serving more than 100 MLM companies worldwide with over 10 million users.



An interactive recruitment service that helps job seekers discover new career opportunities and employers find the best talent from their pool of over 100,000 users.



The world-class and leading private university in Indonesia with international accreditation from prominent board such as EQUIS, AACSB, EPAS, TedQUAL, ABET, Binus has over 16,000 students, 105,000 alumni, active industry links with 5,000 companies and partnerships with 130 universities worldwide

We will also be running an extensive marketing campaign to attract users to the platform. As part of marketing campaign, we may reward users with free CYS token upon user registration and ID verification, to further drive and accelerate adoption.



BlooCYS aims to create an open platform for all users together with ecosystem partners to seamlessly provide and consume the service.

#### **Future features enhancement**

In future, we plan to expand our offering by introducing new features to corporate users. This will allow organisations to use BlooCYS platform to deliver their own business services. We envision use cases like:

#### Education

Education provider wants to deliver live courses online. Instead of developing instant video services with payment complexities, especially in cross-border transaction, the education provider can simply use BlooCYS platform in subscription model. This will also open up the education provider to BlooCYS's large user base.

#### Video support service

Due to changing consumer behaviour and preferences, especially among millennials, customers want to be able to interact with businesses anytime, anywhere, through their preferred channels. Real-time video is one of the preferred channels and companies will have the ability to launch real-time video customer support service instantly in BlooCYS platform using subscription model.

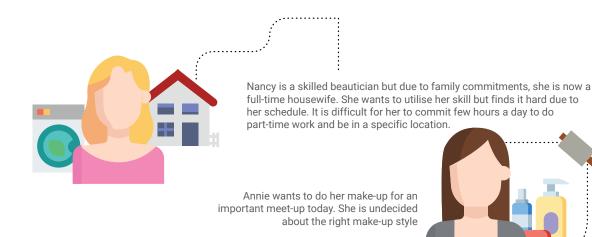


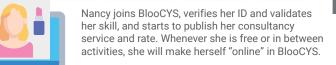
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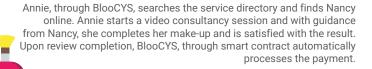
## **USE CASE SCENARIOS**

We believe BlooCYS will inspire a wide range of use cases and partnerships, leading to ecosystem growth, which will add even more value to users. These are some ways we envision the platform can be used:

> From creative entrepreneurs to those paid by the task, freelancing is on the rise worldwide. - Weforum.org











Nancy is delighted that she can utilise her skill while Annie is happy as she can find help instantly.

BlooCYS enables Providers to earn extra income above and beyond their 9-to-5 jobs.



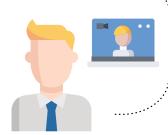




Tommy, Dini, Michael, Susi and thousands of students in their networks spend lots of time on Facebook and Instagram, posting pictures and commenting on each other. Sometimes, they use social media for school discussions. But they don't keep the discussion results and most of them can't find it after a while.

Mr Setyo is a secondary school teacher. His children have all grown up so he is usually free after work. To kill time, he becomes a moderator in the Mathematics and Physics channel in BlooCYS.

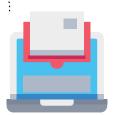
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Mrs Sri is also a Physics teacher in a secondary school. She likes to make videos where she discusses questions asked by students.

BlooCYS can also be used by students to discuss school subjects. It will have many sub-channels. Each channel will be moderated by experts like Mr Setyo and Mrs Sri. These experts can become private tutors in a one-to-one or multi-party capacity. With advanced feature like video recording, the sessions can be recorded and kept in a knowledge database. This knowledge database will also contain a questions bank, discussions as well as videos produced by Mrs Sri. At times, moderators may give out practice questions, and conduct quizzes and contests.



# MODERATED SUB CHANNELS



Students who used to spend a lot of time on Facebook, Instagram and WhatsApp start to use BlooCYS. In the platform, they can post, socialise and also make friends with students from other schools. Through moderated sub-channels, BlooCYS can become a social platform where students can connect, socialise and study at the same time.





# **ADVERTISING**

Data collected in platform can be used for targeted advertising by ecosystem partners and/or external parties. All user identity will not be shared with advertisers as users control the data. Some of the advertising revenue can be used to reward users.

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# **TALENT** FOR HIRE

BlooCYS's large number of Providers, all with diverse backgrounds and expertise, is huge talent pool for recruiters. The platform's identification verification and skill validation will help recruitment companies find high quality candidates for the job. At the same time, a candidate's non-professional skills or hobbies can give recruiters an indication about a candidate's cultural fit for a role.



# **PLATFORM ARCHITECTURE**

BlooCYS platform is built on Ethereum blockchain due to its wide adoption. While we are aiming to build a complete decentralised architecture, development will feature an application divided into several tiers.

## **Service Layer**

The service layer will contain core logic of the platform, which includes security module, account module, wallet module and validation module. This layer is a logical layer of the platform and will be interfacing to the API layer for communication with the Application Layer.

## **API Layer**

This layer will provide the interface with Open API for integration with mobile and web applications as well as provide the interface to Ecosystem partner. BlooCYS will be leveraging on ecosystem partners for our skill validation feature.

## **Application Layer**

This layer will consist of the BlooCYS apps which will be the main interface for users. For the initial stages, we will be using React Native to develop our Android and iOS apps. In later stages, we may use ReactJS for web application depending on the market demand.

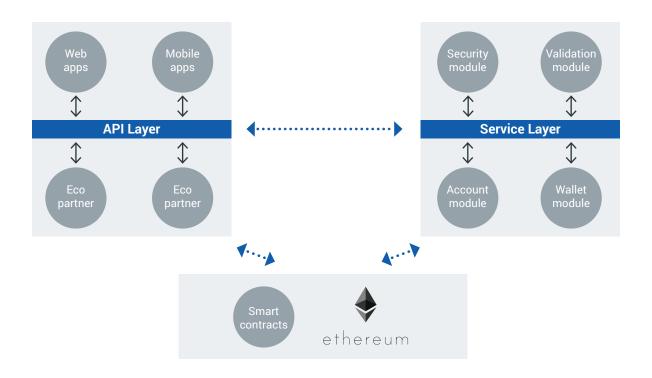


Figure 8: BlooCYS Platform Architecture



## To ensure all transactions are carried out in a trustless, automatic and secure manner, BlooCYS model will be entirely decentralised with smart contracts.

#### Security module

This module prevents malicious attacks such as data tampering. It also prevents interfaces from being maliciously invoked to ensure server data security and communication security. Based on user operation behaviour, and according to relevant algorithm, graphic verification code and SMS authentication code can be used to ensure real user behaviour if necessary.

#### Validation module

This module will instill trust and credibility in the platform. It contains users' skills that are claimed, user skills validated by ecosystem partners and reviews by other users in the platform.

#### Account module

This module is central to user account management and contains information such as wallet address, mobile phone number, user ID, etc.

#### Wallet module

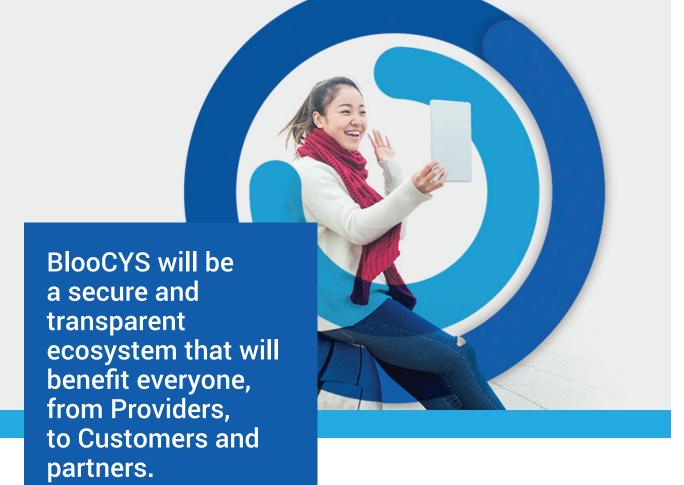
This module records digital assets held by each user, including CYS token and CYS rewards earned by users.

#### **Data security**

Every user's blockchain key-pair (public and private keys) will be generated and stored in the individual user's mobile device. The public key is disseminated publicly, while the private key is known only to the user and can only be accessed with the user's unique password with optional biometrics.

Fully encrypted personal data with optional biometric locks will be securely stored in the user's phone. By keeping this data in the user's control instead of a centralised service or database, it protects user data from security breaches, and may even lead to denial of service if the service is compromised.

# WHY BLOOCYS?



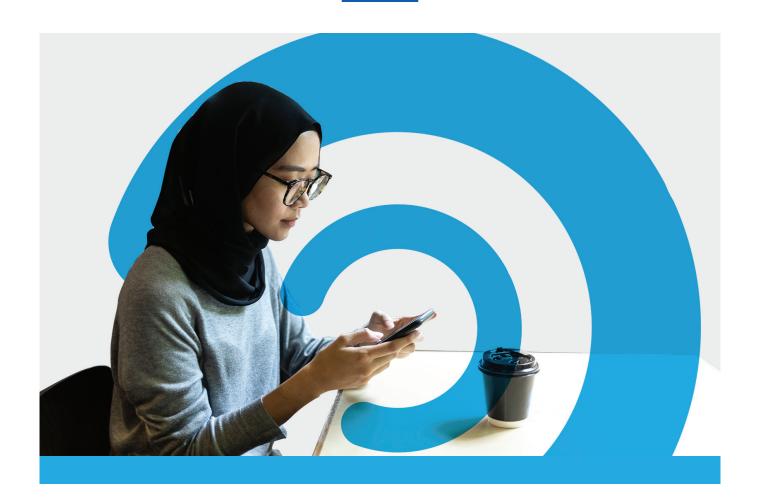
- Experts and professionals can be their own boss and have the flexibility to work from anywhere, at anytime
- Empower experts to maximise the economic potential of their skills
- Convenience as real-time video communication enables home-based service delivery
- No geographical barriers

- Peace of mind for customers looking for a service as only genuine experts are in platform
- Customers can instantly find the service they need, any time
- Cost effective as it removes intermediaries and high transaction fee
- Smart contracts enables seamless transactions and removes potential disputes
- Transparency, security and privacy through underlying blockchain technology

# **Competitor Analysis**

|                          | Freelancer   | Upwork   | BlooCYS  |
|--------------------------|--|--|--|
| Website                  | www.freelancer.com                                     | www.upwork.com   | www.bloocys.com  |
| Supported platform       | Web, iOS, Android                                      | Web, iOS, Android  | Web, iOS, Android  |
| ID verification          | Yes  | Yes  | Yes  |
| Skill validation         | No formal skill validation,<br>based on project review | No formal skill validation,<br>based on project review   | Skill validation for professionals and user review for non-professional skills             |
| Service                  | Project work   | Project work   | Consultation   |
| Delivery model           | Bid and submit work result                             | Bid and submit work result   | Real-time through video communication  |
| Service duration         | > 1 hour   | > 1 hour   | Typically < 1 hour consultation  |
| Monetisation model       | Transaction fee, advertising                           | Transaction fee, partnership programme   | Transaction fee, advertising   |
| Fees                     | Employer: 3% or USD3.00 Freelancer: 10% or USD5.00     | Employer: 2.7% per transaction  Freelancer: 20% of the first USD500 received from one customer, 10% if total transactions from one customer is USD500-10,000, 5% if total transactions from one customer > USD10,000 | Provider: 5%  Customer: Free   |
| Supported payment method | PayPal, Skrill, credit cards,<br>direct payment        | PayPal, Skrill, LFT, Payoneer,<br>credit cards, invoice<br>payment   | Fiat to exchange to CYS token<br>directly in platform, CYS token<br>for underlying payment |
| Security system          | DigiCert 4096 bit SSL,<br>Escrow                       | Escrow   | Smart contracts  |
| Rating system            | User ratings and feedback                              | Job success score  | User ratings and reviews including blockchain transaction                                  |

# **TOKENOMICS**



## **Token Economy**

BlooCYS's business model and ecosystem are centred on the CYS token. CYS token is the main utility token in BLooCYS ecosystem. Providers will have the freedom to set their consultancy rate in a fiat currency equivalent in CYS. We believe market dynamics will encourage Providers to set reasonable rates in order to get Customers to buy their service. Using data analytics, BlooCYS will provide recommended rates to Providers.



CYS token is the main utility token in the BlooCYS ecosystem.

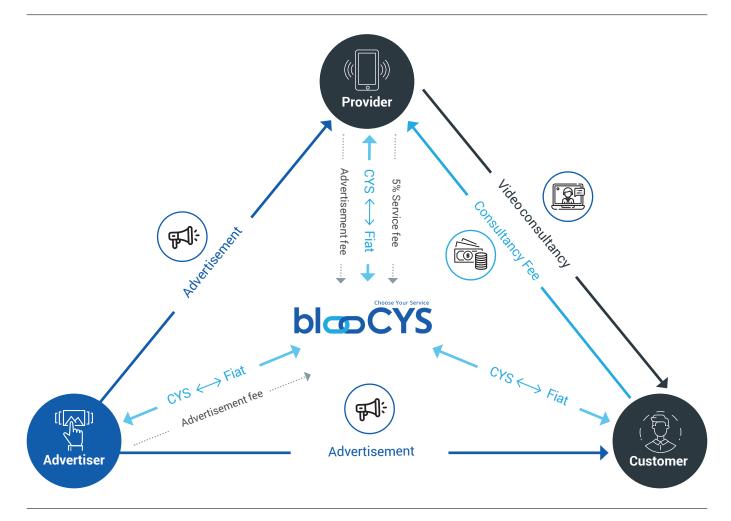


Figure 9: BlooCYS token economy

### **Revenue Streams**

There will be two primary revenue streams in the platform:

#### 1. Service fee

BlooCYS will charge Providers a service fee of 5% on the value of the transaction.

Example: Mike provides video consultancy to Larry at the published rate of \$10. Upon completion of services and review, smart contracts will automatically deduct \$10 (for consultancy fee) from Larry's wallet and transfer \$9.50 (\$10 consultancy fee - \$0.5 service fee) to Mike's wallet.

(The \$ is for illustration purpose as BlooCYS will only use CYS as currency, even though users can buy and sell CYS token in the BlooCYS platform.)

#### 2. Advertisement fee

There will be two types of advertisements in the platform:

#### a. Provider's advertisement

Provider will be able to pay an advertisement fee to promote his/her service in the apps or to be prioritised in user's search result.

#### b. Advertiser's advertisement

External Advertisers can buy advertising space in the BlooCYS platform using CYS token. This means advertiser will need to buy CYS token through an exchange.

Advertisement revenues will be split in two. Half (50%) of the revenue will be used for platform operation, while the other half (50%) will go towards the Rewards Pool.

#### Why CYS token?

CYS token is the only token used in the platform. CYS token users will be able to spend their token in BlooCYS platform, and in ecosystem partners' platforms. In order to create a seamless user experience as well as easily transition users who are new to blockchain and/ or cryptocurrency, users will be able to buy and sell CYS token to fiat currently directly in the platform. We are also currently working with other partners to enable the usage of CYS tokens in their platforms.

#### **CYS Rewards**

CYS Rewards is BlooCYS's built-in mechanism to incentivise users to use the services and/or attract more users to the platform. All users will be able to earn CYS Rewards through:

Completing user review after each completed video consultancy session

Referring new users to BlooCYS platform

CYS Rewards will be automatically converted to CYS token in proportion to the Rewards Pool.

#### **Rewards Pool**

50% of all advertising revenue (from Provider's advertisement and Advertiser's advertisement) in CYS tokens will be placed in the Rewards Pool.

CYS tokens in Rewards Pool will be distributed in proportion to CYS Rewards every 3 (three) months.



CYS token is the main utility token in BlooCYS ecosystem.

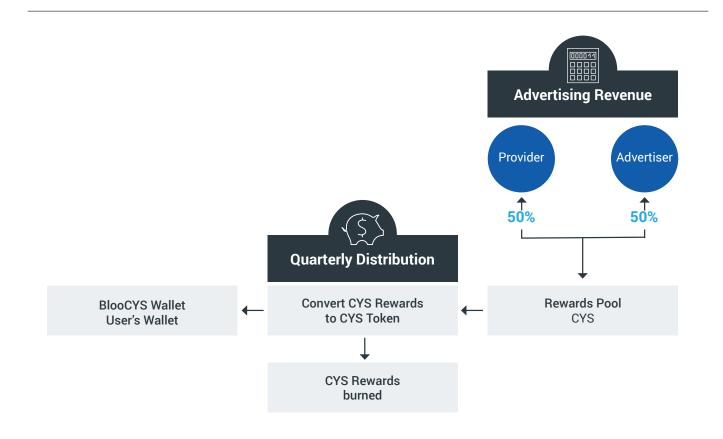


Figure 10: Rewards Pool and distribution

BlooCYS may update the distribution mechanism and/or duration during implementation if needed.



# **TOKEN SALE**

## **Initial Token Sale**

The CYS tokens are released according to the ERC20 standard on the Ethereum blockchain. The total number of issued tokens will be 1,000,000,000 CYS, and no new tokens will be issued.

Soft cap USD5 million

Hard cap USD40 million

Token CYS

Starting exchange rate 1 CYS = US\$ 0.10 (or a corresponding amount

in ETH as determined by the board based on

the prevailing exchange rate

Accepted currency ETH

## **Token Sale Schedule**

**Private Sale** August 2018 **Pre-Sale** September 2018

**Public Sale** TBA TBA **Token Completion** 

## **Token Structure**

## **Token Distribution**

Below illustrates how CYS tokens will be distributed among various stakeholders.

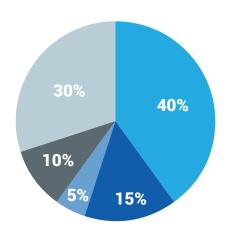
Token sale & bonus: 40%

Reward & bounty: 10%

Advisors & early supporters: 5%

Founders & team: 15%

Company reserve fund: 30%



### **BlooCYS Reserve Fund**

The reserve fund will be utilised for business and network developments, future financing needs and token liquidity.

## Vesting Period for Tokens supplied to BlooCYS Founders, Team & Advisors

**Vesting period** Group Founders and team 18 months Advisors 6 months

## **Funding Allocation**

All funds raised from CYS Token Sale will be used solely for the development, promotion and growth of BlooCYS Platform. The distribution model for the token sale funds is as follows:

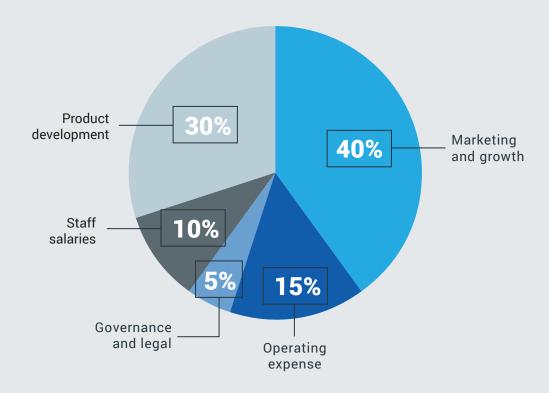


Figure 11: Fund distribution structure

## 40% Marketing & Growth

The marketing budget allows for investment in business expansion to accelerate BlooCYS's growth. Widening BlooCYS's user base and increasing transaction volume will result in higher CYS token valuation and liquidity.

## 15% Operating Expenses

This budget covers working capital and other expenses includes support functions, rental and other operational costs. This also includes a contingency that will be set aside for unforeseen costs.

## **30% Product Development**

This refers to the development costs of all technology related to BlooCYS platform and application, including smart contracts, wallets, security modules, APIs, and any other BlooCYS-related updates.

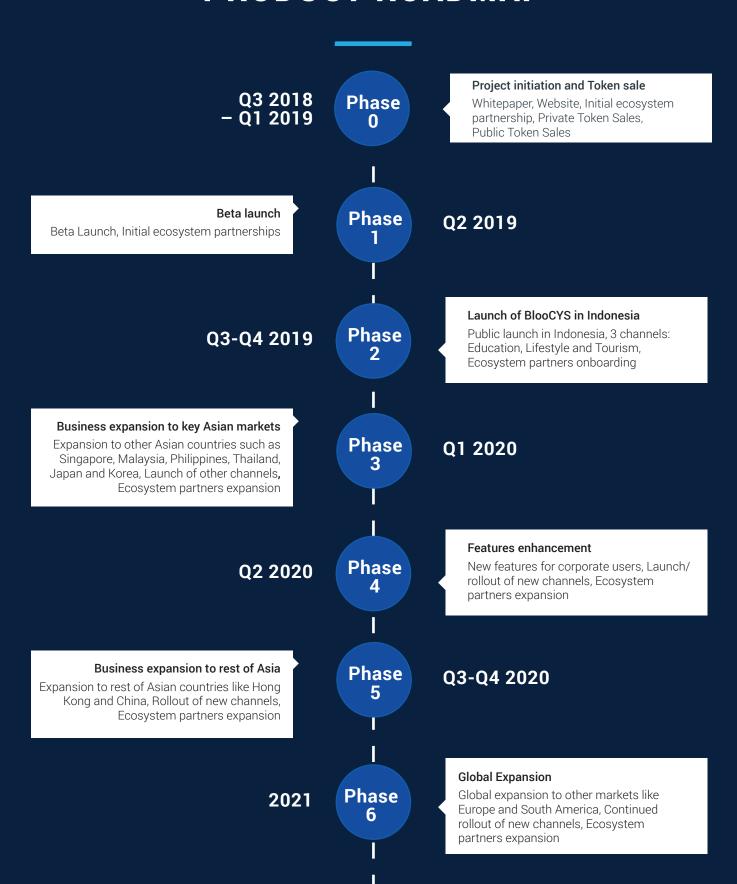
## 10% Staff Salaries

This will cover hiring the project team to accelerate development so that we meet or exceed the roadmap goals.

## 5% Governance & Legal

BlooCYS will obtain the appropriate legal advice to ensure that we operate in accordance with the laws and regulations of each jurisdiction we do business in.

# **PRODUCT ROADMAP**



# **TEAM & ADVISORS**





## **Martono Setiawan** Co-founder & CEO

Martono is a strategic thinker with 20+ years of experience in industry leaders such as IBM, Barclays Capital, British Telecom and Dimension Data



# Charles Joseph Co-founder & COO

Charles is a serial visionary technopreneur with 20+ years of experience in Software and Network marketing.

Co-founder and CEO of PineappleTech & Blockchain Innovation Center



## Suisen Kicosuanto Co-founder & CTO

Suisen is a visionary technologist with 22+ years of experience in multi-national system development.

Co-founder and CTO of PineappleTech & Rajajobs



## **Hanny Santoso Chief Software Architect**

Hanny is an expert with 22+ years of extensive experience in Web and Mobile Development, Project Management and Software Quality Assurance who has managed a team in winning international software competitions



## **Agnes Hutagalung Head of Communications**

Well-known digital marketer who specialises in combining marketing creativity with digital strategy.

Agnes has extensive experience digital marketing and community building



## **Theodorus Widyarianto** Blockchain Developer

An enthusiastic developer who is fascinated by crypto-currencies and blockchain technologies



## **Josafat Wiranto** Chief Marketing Officer

Josafat is a serial entrepreneur with 15+ years of experience in marketing. Josafat holds Master degree from Prasetya Mulya, prestigious Business School in Indonesia



# Full stack developer

Senior full stack developer with extensive experience in Java, JSP, PHP, Node JS, React Native.

Kiki has proven record in building modern applications for various industries



Lastwanto System Specialist

Expert in Linux, Security, system integration and payment gateway



## **Gunawan Tandun** Chief Partnership Officer

Gunawan has extensive experience in advising multinational companies on business strategy.

Previously, Gunawan was partner in one of the biggest consultancy firm in region



## Pensen **UI/UX** Designer

Experienced designer with 7+ years of experience in UI /UX design for web and mobile application

# **Advisors**



Prof. Dr. Ir. Harjanto Prabowo, MM Strategic Advisor

Rector of Binus University, a world-class and leading private university in Indonesia with international accreditation. Prof Prabowo is a visionary leader with exceptional technical experience and knowledge in strategic business and management



Tor Halvorsen Technology Advisor

Expert in video communication technology with 15+ years of experience in industry leaders such as Tandberg and Cisco Systems



**Kevin Pang** Blockchain Advisor

Mentor at Singapore Fintech Association and Adjunct Lecturer at the Singapore Fintech Association Talent Programme



**Robert Jung Soo Ryu Blockchain Business Advisor** 

Co-founder & COO: of TriStar Ventures, global IT company in blockchain innovation and dedicated to harnessing the transformational power of blockchain's capabilities



**Shawn Tham Marketing Advisor** 

Shawn is a serial entrepreneur with successful track record in developing international business. Founder of blockypto.io



**Karen New Blockchain Advisor** 

Public speaker and author of **NewAssets – Ride on the cryptocurrency wave!** Karen is also an adjunct lecturer at the Singapore FinTech Association on Crypto Literacy, Oxford alumnus and top rating advisor in ICObench

## TERMS AND CONDITIONS

PLEASE READ THIS SECTION AND THE FOLLOWING SECTIONS ENTITLED "DISCLAIMER OF LIABILITY" "NO REPRESENTATIONS AND WARRANTIES", "REPRESENTATIONS AND WARRANTIES BY YOU", "CAUTIONARY NOTE ON FORWARD LOOKING STATEMENTS", "MARKET AND INDUSTRY INFORMATION AND NO CONSENT OF OTHER PERSONS", "NO ADVICE", "NO FURTHER INFORMATION OR UPDATE", "RESTRICTIONS ON DISTRIBUTION AND DISSEMINATION", "NO OFFER OF SECURITIES OR REGISTRATION" AND "RISKS AND UNCERTAINTIES" CAREFULLY. IF YOU ARE IN ANY DOUBT AS TO THE ACTION YOU SHOULD TAKE, YOU SHOULD CONSULT YOUR LEGAL, FINANCIAL, TAX OR OTHER PROFESSIONAL ADVISOR(S).

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This document does not constitute or form part of any opinion on any advice to sell, or any solicitation of any offer by BlooCYS of the CYS tokens or to purchase any CYS tokens nor shall

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Any agreement as between BlooCYS and you as a purchaser, and in relation to any sale and purchase, of CYS tokens is to be governed by only a separate document setting out the terms and conditions (the "T&Cs") of such agreement. In the event of any inconsistencies between the T&Cs and this document, the former shall prevail.

Due to recent regulatory sensitivities we will not be accepting contributions directly from contributors in the USA.

If you are a US resident you must be an "accredited investor" to participate directly. Non accredited participants are not able to purchase CYS tokens directly. You may be referred to purchase through a third-party fund that may be able to make a contribution on your behalf.

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#### **Taxation**

You shall bear the sole responsibility to determine if your contribution into BlooCYS for the development of, the creation, ownership or use of CYS tokens, the potential appreciation or depreciation in the value of CYS tokens over time, the sale and purchase of CYS tokens and/or any other action or transaction related to the CYS tokens may have tax implications for you. By creating, holding or using CYS tokens, and to the extent permitted by law, you agree not to hold any third party (including developers, auditors, contractors, advisors, the founders or the management team) liable for any tax liability associated with or arising from the creation, ownership or use of CYS tokens or any other action or transaction related to BlooCYS platform.



You shall bear the sole responsibility to determine if your contribution into BlooCYS for the development

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### Representations And Warranties By You

By accessing and/or accepting possession of any information in this document or such part thereof (as the case may be), you represent and warrant to BlooCYS as follows:

- a. You agree and acknowledge that the CYS tokens are not securities, collective investment schemes or business trusts under Singapore's Securities and Futures Act, and that these are not securities or similar instruments in any other jurisdiction;
- b. You agree and acknowledge that this document does not constitute a prospectus or offer document of any sort and is not intended to constitute an offer of securities in any jurisdiction or a solicitation for investment in securities and you are not bound to enter into any contract or binding legal commitment and no cryptocurrency or other form of payment is to be accepted on the basis of this document;
- c. You agree and acknowledge that no regulatory authority has examined or approved of the information set out in this document, no action has been or will be taken under the laws, regulatory requirements or rules of any jurisdiction and the publication, distribution or dissemination of this document to you does not imply that the applicable laws, regulatory requirements or rules have been complied with;
- d. You agree and acknowledge that this document, the undertaking and/or the completion of the Token Sales, or future trading of the CYS tokens on any cryptocurrency exchange, shall not be construed, interpreted or deemed by you as an indication of the merits of BlooCYS, the CYS tokens, the Token Sales and the BlooCYS platform;
- e. The distribution or dissemination of this document, any part thereof or any copy thereof, or acceptance of the same by you, is not prohibited or restricted by the applicable laws, regulations or rules in your jurisdiction, and where any restrictions in relation to possession are applicable, you have observed and complied with all such restrictions at your own expense and without liability to BlooCYS:
- f. You agree and acknowledge that in the case where you wish to purchase any CYS tokens, the CYS tokens are not to be construed, interpreted, classified or treated as: i. Any kind of currency other than cryptocurrency; ii. Debentures, stocks or shares issued by BlooCYS or any person or entity iii. Rights, options or derivatives in respect of such debentures, stocks or shares; iv. Rights under a contract for differences or under any other contract the purpose or pretended purpose of which is to secure a profit or avoid a loss; v. Units in a collective investment scheme; vi. Units in a business trust; vii. Derivatives of units in a business trust; or viii. Any other security or class of securities.

- g. You are fully aware of and understand that you are not eligible to purchase any CYS tokens if you are a citizen, resident (tax or otherwise) or green card holder of the United States of America.
- h. You have a basic degree of understanding of the operation, functionality, usage, storage, transmission mechanisms and other material characteristics of cryptocurrencies, blockchain-based software systems, cryptocurrency wallets or other related token storage mechanisms, blockchain technology and smart contracts technology;
- You are fully aware and understand that in the case where you
  wish to purchase any CYS tokens, there are risks associated with
  BlooCYS and its business and operations, the CYS tokens, and the
  Token Sales and BlooCYS platform (see section entitled "Risks and
  Uncertainties");
- j. You agree and acknowledge that BlooCYS is not liable for any indirect, special, incidental, consequential or other losses of any kind, in tort, contract or otherwise (including but not limited to loss of revenue, income or profits, and loss of use or data), arising out of or in connection with any acceptance of or reliance on this document or any part thereof by you; and
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All statements contained in this document, statements made in press releases or in any place accessible by the public and oral statements that may be made by BlooCYS or their respective directors, executive officers, advisors or employees acting on behalf of BlooCYS, that are not statements of historical fact, constitute "forward- looking statements". Some of these statements can be identified by forward-looking terms such as "aim", "target", "anticipate", "believe", "could", "estimate", "expect", "if", "intend", "may", "plan", "possible", "probable", "project", "should", "would", "will" or other similar terms. However, these terms are not the exclusive means of identifying forward-looking statements. All statements regarding BlooCYS's financial position, business strategies, plans and prospects and the future prospects of the industry which BlooCYS is in are forward-looking statements. These forward looking statements, including but not limited to statements as to BlooCYS's revenue and profitability, prospects, future plans, other expected industry trends and other matters discussed in this document regarding BlooCYS are matters that are not historic facts, but only predictions. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause the actual future results, performance or achievements of BlooCYS to be materially different from any future results, performance or achievements expected, expressed or implied by such forward looking statements. These factors include, amongst others:

- a. Changes in political, social, economic and stock or cryptocurrency market conditions, and the regulatory environment in the countries in which BlooCYS conducts its businesses and operations;
- b. The risk that BlooCYS may be unable to execute or implement its business strategies and future plans;
- c. Changes in interest rates and exchange rates of fiat currencies and cryptocurrencies;
- d. Changes in the anticipated growth strategies and expected internal growth of BlooCYS;
- e. Changes in the availability and fees payable to BlooCYS in connection with its businesses and operations;
- f. Changes in the availability and salaries of employees who are required by BlooCYS to operate its businesses and operations;
- g. Changes in preferences of the community users of BlooCYS platform:
- h. Changes in competitive conditions under which BlooCYS operate, and the ability of BlooCYS to compete under such conditions;
- i. Changes in the future capital needs of BlooCYS and the availability of financing and capital to fund such needs;
- j. War or acts of international or domestic terrorism;
- k. Occurrences of catastrophic events, natural disasters and acts of God that affect the businesses and/or operations of BlooCYS;
- I. Other factors beyond the control of BlooCYS; and
- m. Any risk and uncertainties associated with BlooCYS and its business and operations, the CYS tokens, and the Token Sales and the BlooCYS platform (each as referred to in the Document).

All forward-looking statements made by or attributable to BlooCYS or persons acting on behalf of BlooCYS are expressly qualified in their entirety by such factors. Given that risks and uncertainties that may cause the actual future results, performance or achievements of BlooCYS to be materially different from that expected, expressed or implied by the forward-looking statements in this document, undue reliance must not be placed on these statements. These forward-looking statements are applicable only as of the date of this document.

Neither BlooCYS nor any other person represents, warrants and/or undertakes that the actual future results, performance or achievements of BlooCYS will be as discussed in those



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#### Terms Used

To facilitate a better understanding of the CYS tokens being offered for purchase, and the businesses and operations of BlooCYS, certain technical terms and abbreviations, as well as, in certain instances, their descriptions, have been used in this document. These descriptions and assigned meanings should not be treated as being definitive of their meanings and may not correspond to standard industry meanings or usage. Words importing the singular shall, where applicable, include the plural and vice versa and words importing the masculine gender shall, where applicable, include the feminine and neuter genders and vice versa. References to persons shall include corporations.

#### No Advice

No information in this document should be considered to be business, legal, financial or tax advice regarding BlooCYS and its business and operations, the CYS tokens, and the Token Sales and BlooCYS platform (each as referred to in the document). You should consult your own legal, financial, tax or other professional adviser regarding BlooCYS and its business and operations, the CYS tokens, and the Token Sales and the BlooCYS platform (each as referred to in the document). You should be aware that you may be required to bear the financial risk of any purchase of CYS tokens for an indefinite period of time.

#### No Further Information Or Update

No person has been or is authorized to give any information or representation not contained in this document in connection with BlooCYS and its business and operations, the CYS tokens, the Token Sales and the BlooCYS platform and, if given, such information or representation must not be relied upon as having been authorized by or on behalf of BlooCYS. The BlooCYS Token Sales shall not, under any circumstances, constitute a continuing representation or create any suggestion or implication that there has been no change, or development reasonably likely to involve a material change in the affairs, conditions and prospects of BlooCYS or in any statement of fact or information contained in this document since the date hereof.

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Prospective purchasers of CYS tokens should carefully consider and evaluate all risks and uncertainties associated with BlooCYS and its business and operations, the CYS tokens, the Token Sales and the BlooCYS platform (each as referred to in the Document), all information set out in this document and the T&Cs prior to any purchase of CYS tokens. If any of such risks and uncertainties develops into actual events, the business, financial condition, results of operations and prospects of BlooCYS could be materially and adversely affected. In such cases, you may lose all or part of the value of the CYS tokens. In particular, but not exhaustive, you understand the inherent risks listed below:

Risk of software weaknesses: you understand and accept that
the underlying software application and software platform (i.e.
the Ethereum blockchain) is still in an early development stage
and unproven, that there will be no warranty that the process
for creating CYS tokens will be uninterrupted or error- free and
that there is an inherent risk that the software could contain
weaknesses, vulnerabilities or bugs causing, inter alia, the

- complete loss of ETH and/or the CYS tokens.
- Regulatory risk: you understand and accept that the blockchain technology allows new forms of interaction and that it is possible that certain jurisdictions will apply existing regulations on, or introduce new regulations addressing, blockchain technology based applications, which may be contrary to the current setup of the BlooCYS platform and which may, inter alia, result in substantial modifications of the BlooCYS platform, including its termination and the loss of CYS tokens for you.
- Risk of abandonment / lack of success: you understand and accept that the creation of the CYS tokens and the development of the BlooCYS platform may be abandoned for several reasons, including lack of interest from the public, lack of funding, lack of commercial success or prospects (e.g. caused by competing projects). You therefore understand that there is no assurance that, even if the BlooCYS platform is partially or fully developed and launched, you will receive any benefits through the CYS tokens held by you.
- Risk associated with other applications: you understand and accept that the BlooCYS platform and products may give rise to other, alternative projects, promoted by unaffiliated third parties, under which BlooCYS will have no intrinsic value.
- Risk of loss of private key: your CYS tokens are held by using an Ethereum wallet with a combination of your account information (address), private key and password. The private key is encrypted with a password. You understand and accept that in the event your private key file or password respectively is lost or stolen, the CYS tokens associated with your account (address) or password will be unrecoverable and will be permanently lost.
- Risk of theft: you understand and accept that the underlying software application and software platform (i.e. the Ethereum blockchain) may be exposed to attacks by hackers or other individuals that that could result in theft or loss of CYS tokens or ETH, impacting the ability to develop BlooCYS platform.
- Risk of Ethereum mining attacks: you understand and accept that, as with other cryptocurrencies, the blockchain used for the CYS tokens is susceptible to mining attacks, including but not limited to doublespend attacks, majority mining power attacks, "selfish-mining" attacks, and race condition attacks.
- Risk arising from lack of development of market for the CYS tokens. Because there has been no prior public trading market for the CYS tokens, the sale of the CYS tokens may not result in an active or liquid market for the CYS tokens, and their price may be highly volatile. Although applications have been made to the cryptographic token exchanges for the CYS tokens to be admitted to trading, an active public market may not develop or be sustained after the Token Sales. If a liquid trading market for the CYS tokens does not develop, the price of the CYS tokens may become more volatile and token holder may be unable to sell or otherwise transact in the CYS tokens at any time.
- Risks relating to BlooCYS having no operating history. BlooCYS
  is a newly formed entity, and has no operating history or track
  record that could be used (on its own) to evaluate its ability to
  deliver the BlooCYS Platform.

## **CONTACT US**

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