

# LUCY

1. Company Snapshot
2. Problem and Solution
3. Product Highlights
4. Business Model
5. The Ask
6. Contact



## Investor One-Pager

Executive summary for seed-stage conversations

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### Investor Brief - English

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Language: English

<https://jobs.lucyhub.org>

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# 1. Company Snapshot

Field	Value
Company	Lucy (LucyHub)
Product	Ethiopian freelance connect and match marketplace
Website	https://jobs.lucyhub.org
Stage	Seed - production live
Markets	Ethiopia (EN, AM, OM)
Stack	Next.js, NestJS, MongoDB, Telegram, AI

## 2. Problem and Solution

**Problem:** Informal hiring via social media lacks trust, contracts, ETB payments, and skill matching. Global platforms do not serve Ethiopian language or payment rails.

**Solution:** Lucy is a full hiring marketplace with AI matching, Telebirr/bank payments, Fayda verification, contracts, commission model, and Telegram bot access.

## 3. Product Highlights

- Live at jobs.lucyhub.org with admin operations console
- End-to-end flow: post, apply, interview, offer, contract, pay, review
- AI job matching + Smart Apply cover letters
- Dual-role accounts: freelancer and hire client on one login
- Social layer: feed, stories, follows, notifications
- 20+ Ethiopian bank transfers + Telebirr payment verification

## 4. Business Model

Revenue Stream	Description
Commission	% of contract value (both parties)
Subscriptions	Client plans from 499 ETB/month
Connect packs	Freelancer application credits
AI tokens	Lucy assistant usage
Premium Family	199 ETB/month unlimited stories

## 5. The Ask

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Raising USD 350K-500K seed to fund 18 months of runway. Allocation: 40% product, 30% growth, 15% operations, 10% legal/compliance, 5% reserve. Target: 10K users, 1K contracts, Telebirr automation, mobile PWA in 12 months.

## 6. Contact

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- <https://jobs.lucyhub.org>
- [partnerships@lucyhub.org](mailto:partnerships@lucyhub.org)
- Full documentation: [output/pdf/Lucy-App-Documentation-EN.pdf](#)
- Sponsorship guide: [output/pdf/Lucy-Funding-and-Sponsors-EN.pdf](#)
- User guide: [output/pdf/Lucy-User-Guide-EN.pdf](#)