

OTC Markets Group

Joining us today is Paul Quintal the Chairman of Wikisoft Corp. the trades on our OTCQB Venture Market under the ticker "WSFT." Wikisoft operates their flagship online platform Wikiprofile.com. which aims to be a solution with tools and resources for businesses and business professionals to find verified information quickly and easily to assist its users in and making informed career and hiring decisions. Paul thanks so much for joining us today.

Paul Quintal

Thank you for having me Cecilia I'm happy to be here.

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Paul to start tell us a bit about your professional background and then how you got involved with Wikisoft.

Paul Quintal

Sure? I would describe myself as a veteran of the technology industry as well as the online and digital new media space. Um, my very first experience is in. This sector was with a company called SoftBank which many people know very large Japanese multinational company at that time they had made the first investment in Yahoo which they parlayed into billions and billions of dollars in an investment. Return and so I worked there for ah for several years just at the onset of the internet. The first dot com boom as they called it and from there I went to work for 1 of their competitors a company named Meckler media. But they're. Customer-facing identity was internet dot com. So we have a big laugh about that these days when we talk about how old I am and my 22 year old son will say yeah well al gore might think that he invented the internet but you work for internet dot com dad. So. Um, and then from there I went to work for ah, a small greater Boston area company called Lythos which was 1 of the first internet search engines and portals and that company grew to be a very big organization that we eventually sold to Telephonica the Spanish telco. For 5 point 6 billion dollars cash deal back then that was a lot of a lot of money. Um, so my background has been largely with technology platforms and with an aim of going directly to consumers. For the past thirteen years I've been working in a subscription-based model much like what we're trying to do with Wikisoft and growing a business from zero revenue to. Hundred twenty

million dollars in revenue 20 million dollars in eit dot. So that's kind of my background and then in terms of the affiliation with Wikisoft wall back in my lico days we had made an acquisition in Europe of a company in Scandinavia. And some of ah those folks years later contacted me about Wikisoft and asked me if I would be interested in working in an advisory role with them that was coming up on a couple of years now. So I started doing some advising for them.

Paul Quintal

And then in the past year when Carston Folk came on board we kind of restructured the not restructured the business but we just added a little more professional layer. So that's how I I came to work with these gentlemen.

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So break down Wikisoft what is your vision and strategy and what does your platform offer.

Paul Quintal

Great question. Yes, so you know we tend to think big around here and our big vision is that we are creating the world's largest company information database and then from there who do we serve. We serve. Individual businesspeople as well as businesses themselves and really this is a big data play I mean we have the ability ah through our proprietary crawling backbone to collect the data from all. Hundreds of millions of websites and trusted sources and then condense that into a very simple ah user interface that a businessperson like you could use or somebody like me we see lots of applications. For what we do and validating information about companies. There's lots of information out on the web that's accessible. Some of it is maybe not validated or there are also a lot of unreliable sources. So what we do is we take this crawling technology and we use it to create very robust information for somebody who might be in the job Market or for an employer who might be looking at a candidate and wants to. Understand okay, what's valid and what's not valid does that help great.

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This very helpful Paul So on that on that note so talk about your competitive advantage in this space. You know? For example, how does this differ from

LinkedIn right.

Paul Quintal

Yeah, that's also ah a very important question and so for us it starts with big data and then making big data accessible and consumable in a very easy and clean. Way. So my experience In. And I've been a power user of LinkedIn from the very beginning but when you go to LinkedIn. There's a lot of its kind of busy. It's kind of complicated and a lot of the things in my newsfeed aren't relevant to who I am or what I'm doing. There's advertising on there. That's also kind of clutters if I can you know, be blunt that that kind of clutters. The user experience I think when we think when we think about Wikisoft and what we do I recently read an article from Gardner and they were talking about seeking out companies that are leading the big data transformation and 1 of the things that they said was that investors benefit from finding companies well positioned in a world where quality data leads to better decisions. And leads to price of appreciation and so investors hear the term big data and big data analytics. It's thrown around a lot and it can become very confusing and so the goal for us is composable data and analytics that can be used as components. From multiple data Sources Analytics ai solutions. But the key is providing a flexible user. Friendly experience that allows businesspeople as well as businesses to connect data insights to business actions. And know that's a mouthful and if you want to break that down a little bit I can certainly do that. Okay.

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No I think that explains it all and on that note, what has Wikisoft achieved in 2021 yeah

Paul Quintal

Yeah, so it's been a really I think productive year for us and so of course we started out by adding some real power to the sea level suite. That would include our CEO Carston whom you know his background was he was running the dominoes operations in Scandinavia before he came on board very well steeped in.

Paul Quintal

Operational best practices mathematics major very astute with finances

budgeting etc. so he leads the business day to day that was a big hire for the business. In addition to that. We launched the Wikisoft investor site so Wikisoft dot com you can go there. There's lots of information about who we are what we're doing press releases investor relations et cetera of course. Um. We relaunched our flagship wiki profile platform which uses this big data. We've been talking about to accelerate opportunities globally for businesses and business professionals. Um, we also entered into a common stock purchase agreement with white line capital for 20000000 dollars and then of course we're very excited about being uplisted to OTCQB in August so that's a mouthful but I'll take a breath here and see if you have any follow-up questions.

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You? Yeah so you mentioned you joined us on the OTCQB Venture Market in August of this year and so talk about your OTCQB experience so far and expanding your and receiving increased visibility. Yeah.

Paul Quintal

For certain. It's been a very positive experience. Um, when we when I joined and then when Carston joined it was a goal of ours to be able to go through the process which is not. You know an I was gonna say simple but it was pretty straightforward in terms of what we needed to do but it takes some time and we're seeing the benefit of it now I can tell you that I myself and I know Carston Also we receive. Lots of inquiries from investors on a daily basis as well as other exposure that we would never have been able to get if we weren't listed with OTC.

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So well Paul thanks so much for your time today. It was great speaking with you.

Paul Quintal

It went by fast, but I enjoyed it and if as I said anybody would like to learn more you can go to Wikisoft.com or Wikiprofile.com and we will be happy to see you there.



Podcast

Wikisoft Corp.

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So Wikisoft trades under the symbol “WSFT” on our OTCQB Venture Market.

**This is an autogenerated transcript and may contain typos.*