

DITTO

Changing the Recruiting and Hiring
Process by putting Humans First



Ditto UW Team

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HERE IS THE TRUTH ABOUT HR

Overwhelming Volume of Applicants

- Across all Industries, an average of **250 applications per role**
- Tech firms like Microsoft face **1,000+ per role**

Overworked Recruiters

- Recruiters have limited bandwidth
- Expedited resume reviews, extended hiring timelines and inflated cost-per-hire
- Qualified candidates can easily be overlooked amid hundreds of submissions

Frustrated Applicants

- **63%** of job seekers have turned down an offer because of a poor candidate experience
- **37%** leave a negative review of the company after negative candidate experience
- New AI tools leave candidates feeling undervalued and overlook important qualities

Overall Bad Hiring Experience

- Large applicant pools leads to **overworked** recruiters, **frustrated** applicants, leading to losses in quality candidates



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“We get thousands of applications for a single open role — sometimes within the first 48 hours. It’s overwhelming. I spend most of my time triaging resumes rather than having meaningful conversations with candidates. I know great talent gets lost in the noise, and that’s incredibly frustrating.”

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"I don't feel like I got to show my personality. It felt robotic and impersonal lacking the human connection. Interviews are supposed to be a two-way street."



The future of hiring is uncertain...

BIG PICTURE

Value Prop

- Customizable, real, human feel.
- RECIPROCITY → The ditto feedback loop → Information from conversations are reported back to the human.

Personalisation

- Leveraging advanced personality integration developed by the Ditto Team at M12
- The only AI hiring manager on the market that can deliver results and a quality candidate experience.

Why Now?

- Candidates are already being subjected to AI interviews that glitch, malfunction, and leave them with a bad taste in their mouth.
- Ditto is advanced and can provide a better experience than any other AI interview tool on the market.

Experience matters

- HR employees spend more time with high quality candidates.
- Candidates get another way to stand out and make themselves desirable.

USE CASE

RECRUITMENT/HR
MANAGERS



Recruitment/Hiring Managers at an Organization with High Applicant Volume

- Fill early- to mid-career roles across departments
- Collaborate with HR or recruiters to identify top candidates efficiently and fairly



Pain Points & Challenges

- High application volume per role (hundreds to thousands)
- Recruiters spend 20–40% of their day on administrative hiring tasks
- Static AI filters overlook capable, non-traditional candidates
- Recruiters manually screen and shortlist ~10–20 resumes
- Initial interviews are inconsistent, time-consuming, and subjective

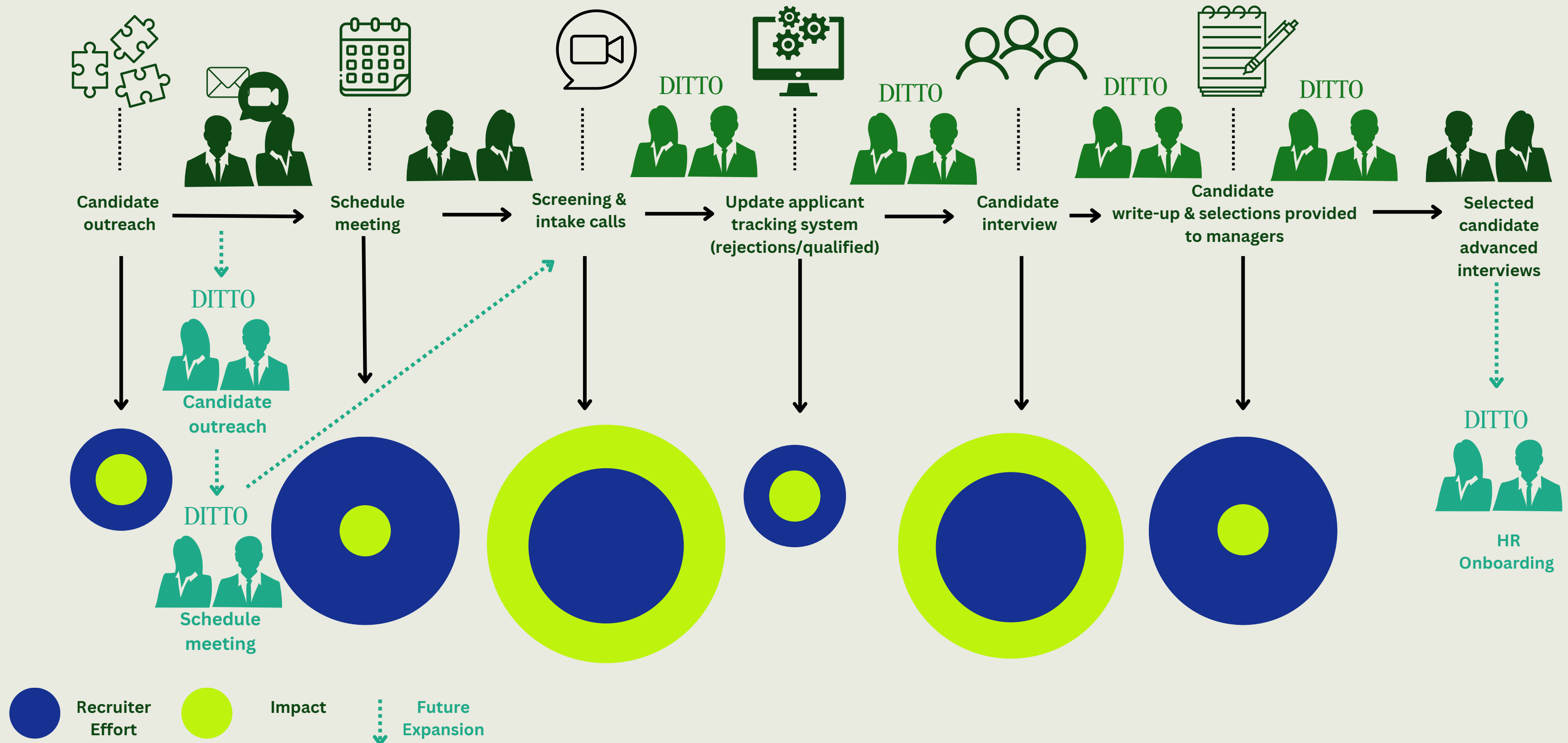
DITTO



DITTO Solution

- Reduces repetitive screening administrative tasks with AI-led preliminary screening interviews and provides summaries for qualified candidates
- Improves efficiency and equity in high-volume hiring
- Cuts recruitment costs by up to 88% (based on case studies)
- Surfaces strong candidates often missed by resume-based filters

CUSTOMER JOURNEY MAP



SIZE OF MARKET

\$894B

We will target enterprises with 2,500+ employees, 1,000+ monthly applicants, and in-house recruitment teams

\$53.6B

TAM: GLOBAL HR & RECRUITING SERVICES

SAM: FORTUNE 500 HIGH-TECH FIRMS

\$233.6M

SOM: EARLY ADOPTER HIGH-TECH FIRMS

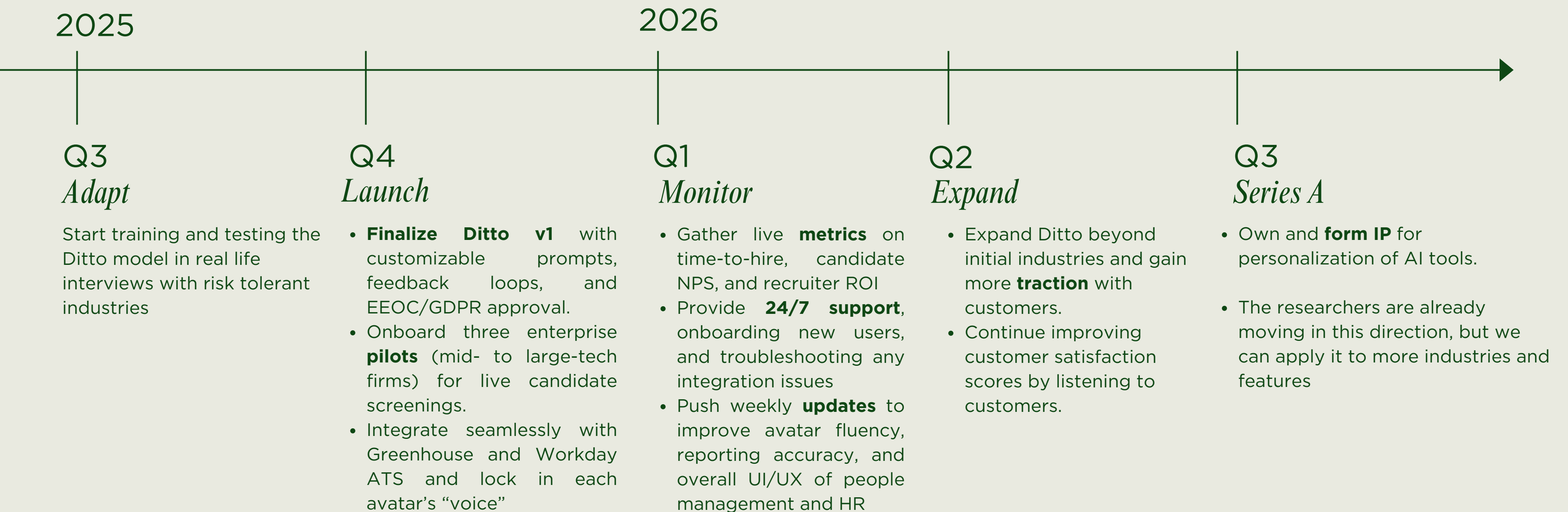
COMPETITORS

- **31** Competitors in AI Hiring Tool Vertical
- **\$30.2 Million** Raised since 2020



	Ditto	Micro1	Chatbots	Human Recruiters
Hyperrealism	Yes	No	No	Yes
Custom Persona	Yes	Limited	No	Yes
Reciprocity	Yes	No	No	Yes
Cost	Low	Low	Low	High

OUR FUTURE PATH - SPIN IT OUT



OUR ASK - SEED FUNDING

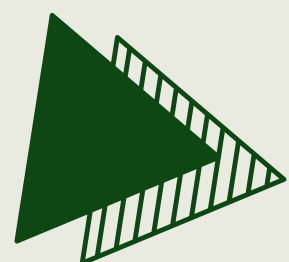
\$700K

Team

MVP development

Pilot Deployments

SG&A



Ditto.ai

THANK YOU