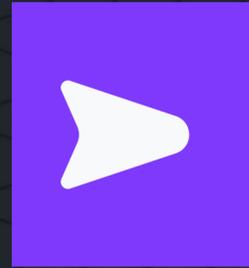


**VS
OPTIMA™**



**Operations
Digital Twin Company**

**Turn chaos into clarity and
inefficiencies into excellence**

Enterprise Operational Issues Exceed Human Capacity

61%

of managers are not satisfied with speed of decision-making¹

McKinsey & Company

65%

of managers claim that decisions become more complex and expected quality is higher than 2 years ago²

Gartner

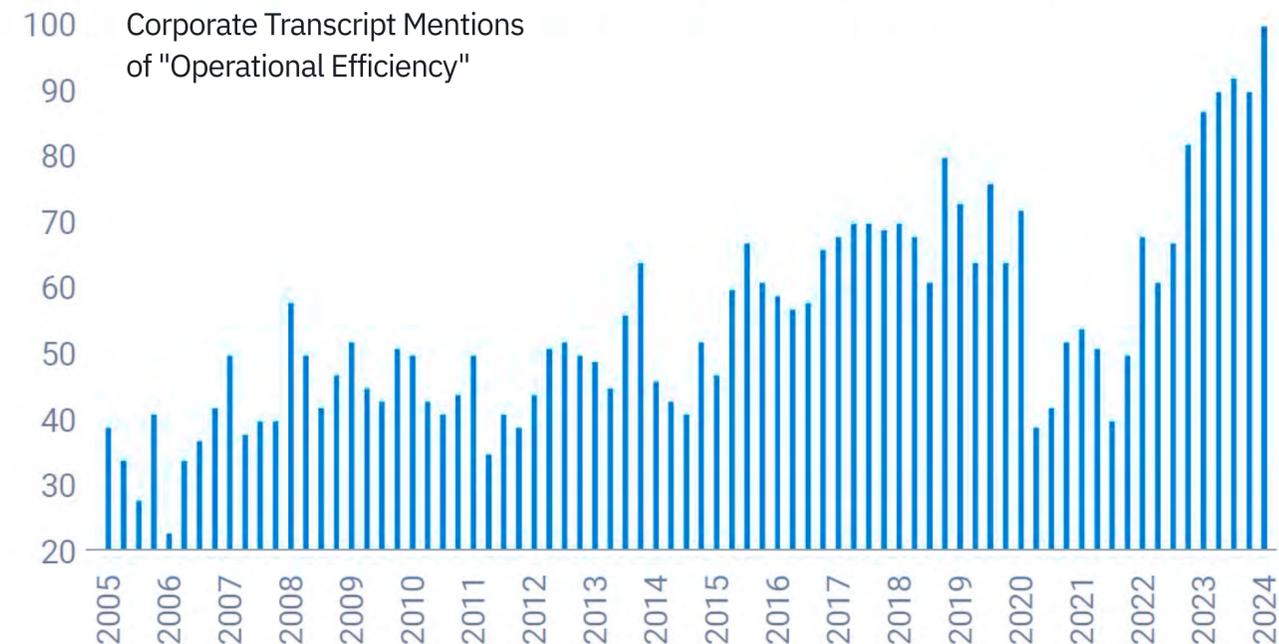
1 McKinsey: Three keys to faster, better decisions, May 2019

2 Gartner: Executive Guide to Decision Intelligence, Pieter den Hamer, October 2021

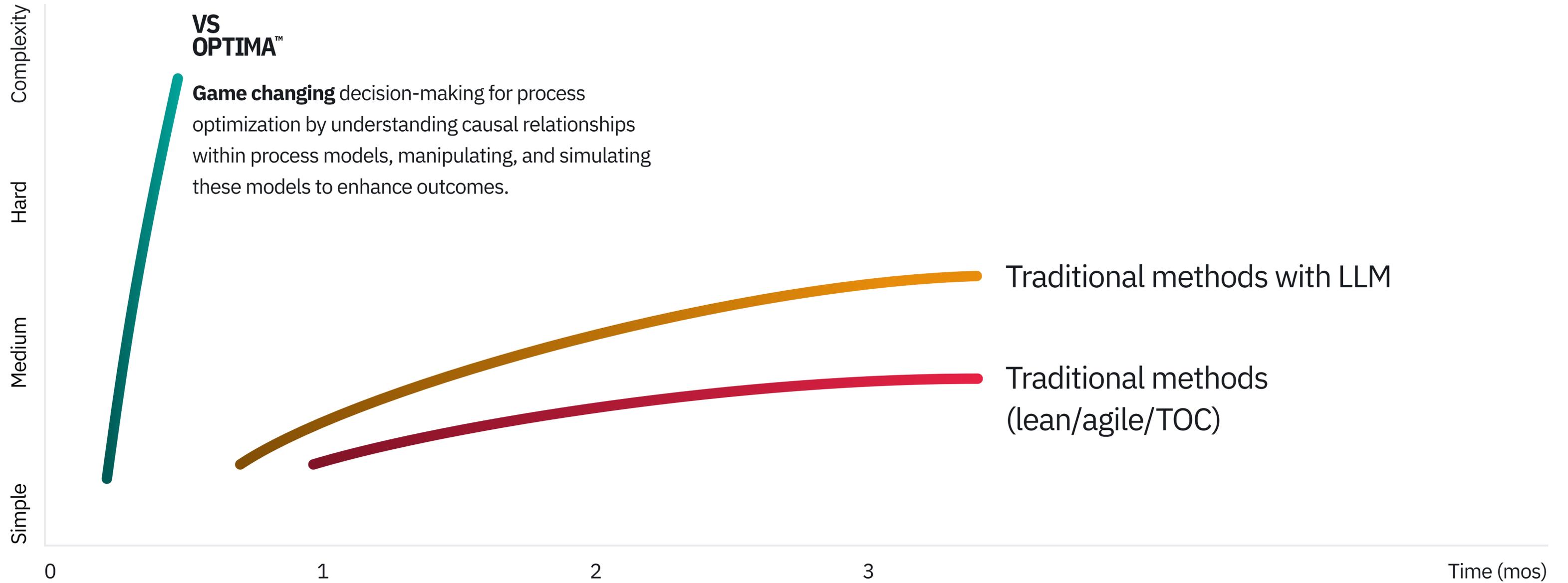
3 AlphaSense, Morgan Stanley Research

“ The term “operational efficiency” is all-time high this earnings season, as companies aim to control expenses while investing in productivity -boosting technologies³

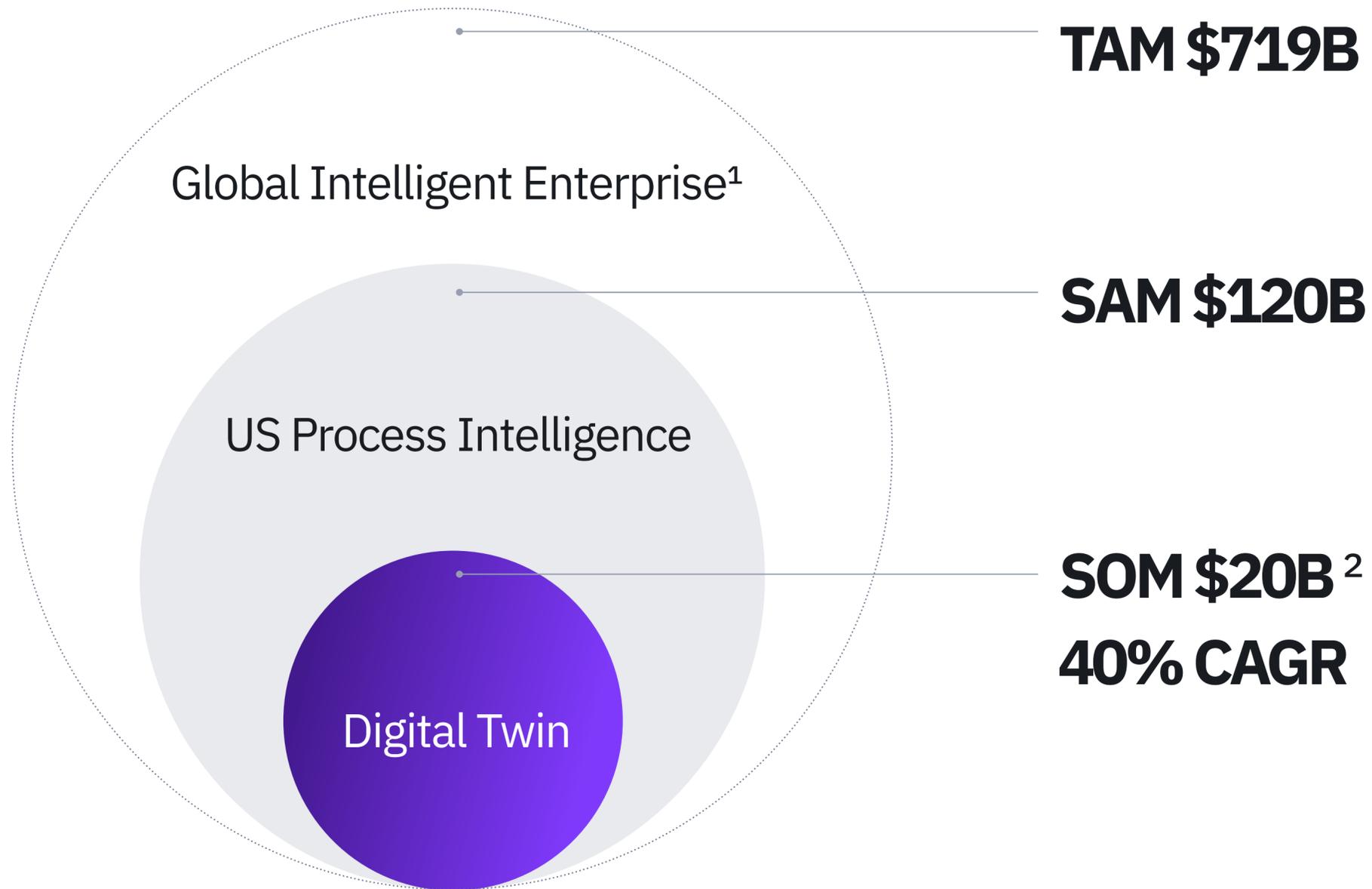
Morgan Stanley



Intelligent Operations Digital Twin



VSOptima's Market Potential - \$260B by 2032



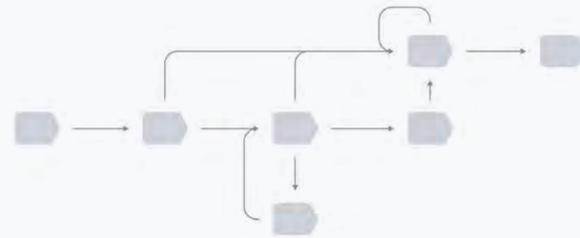
We accelerate decision-making process

Generate solutions with **VSOptima Copilot** to make decisions faster

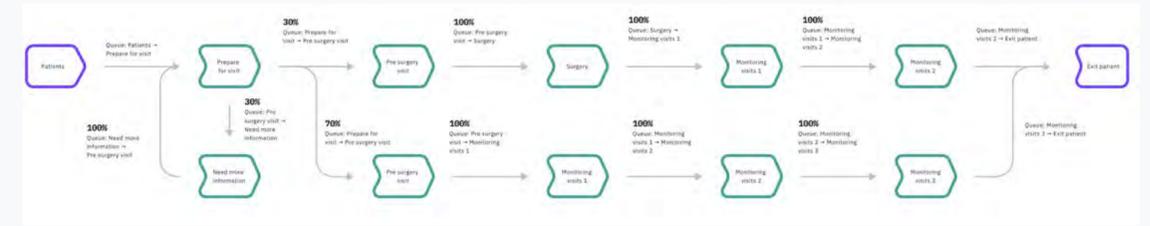
1 Create a digital twin
Model a process and connect it to the real data

2 Ask for changes
Request model adjustments, insights, solutions

3 Start optimization
Get the results almost immediately and plan the optimization process



I want...



steps included while generating results:

VS OPTIMA™

VSOptima is LLM-powered no-code digital twin platform transforming enterprise efficiency

How does my process actually work?

Explains complexity

Where is the root cause?

Detect inefficiencies

What if I change?

Forecast disruptions

What is the optimal configuration?

Facilitate optimization

We accelerate decision-making process

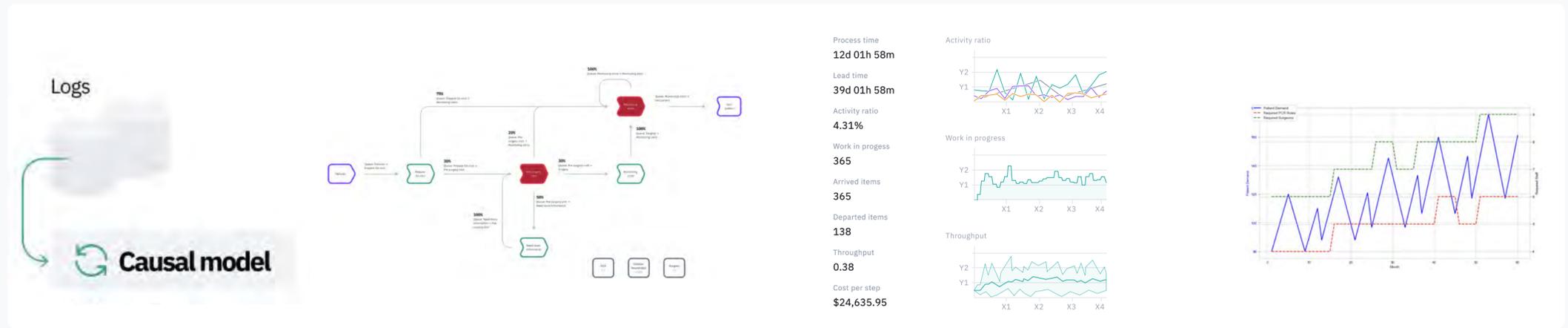
Generate solutions with **VSOptima Copilot** to make decisions faster

Causal Model

Simulation

Simulation

DeepRL



Explains complexity

Detect inefficiencies

Forecast disruptions

Facilitate optimization

VS OPTIMA™

VSOptima is LLM-powered no-code digital twin platform transforming enterprise efficiency

DEMO

Meet VSOptima Platform

Watch on



Open model

The screenshot displays the VSOptima platform interface. At the top, the browser address bar shows 'vsoptima.com'. The main interface includes a simulation control bar with a play button, 'SIMULATION 1 / 365 Days', 'TIME', 'LENGTH* 365', and 'SPEED 1'. Below this is a sidebar with 'Simulation points 1%' and 'VSOptima Copilot' search. The central area features a flowchart titled 'ELEMENTS | COPILOT' showing a patient care process. The flow starts with 'Patients' leading to 'Prepare for visit' (70% probability), which then leads to 'Pre surgery visit' (30% probability). From 'Pre surgery visit', there are two paths: one to 'Need more information' (50% probability) and another to 'Surgery' (30% probability). From 'Need more information', the flow goes to 'Pre surgery visit' (30% probability) and then to 'Surgery' (30% probability). From 'Surgery', the flow goes to 'Monitoring visits' (80% probability) and then to 'exit patient'. There are also feedback loops: 'Queue: Prepare for visit → Monitoring visits' (70%), 'Queue: Pre surgery visit → Monitoring visits' (20%), and 'Queue: Surgery → Monitoring visits'.

VSOptima's Customers Profiles

Head of Operational Excellence & COO



Process Engineers and Analysts Lean Six Sigma Professionals



Technology Platforms Suppliers



IMPACT

10x return from operations efficiency in 1-2 years

5x productivity gain

4x professional service revenue multiplier

Pricing Model

Annual Enterprise
License Tiers

\$96K – \$348K

Growing Enterprise Traction with Committed Revenue \$268K in 2024

Current Pipeline by Stage

	Pipeline \$	Opportunities
Engage Stage	\$2,7M	16
Use-case Stage	\$0.7M	5
Pilot Stage	\$0.5M	3
Total	\$4,6M	27
Weighted	\$1,5M	27

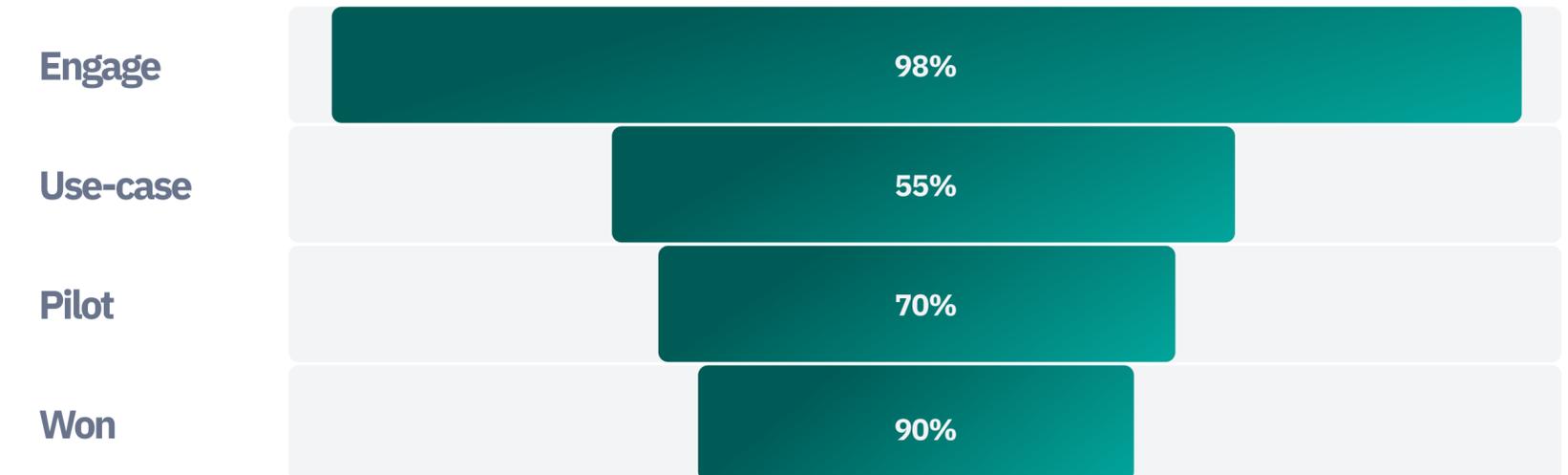
Closed Pipeline Conversion

Engage > Use-case

55%

Use-case > Pilot

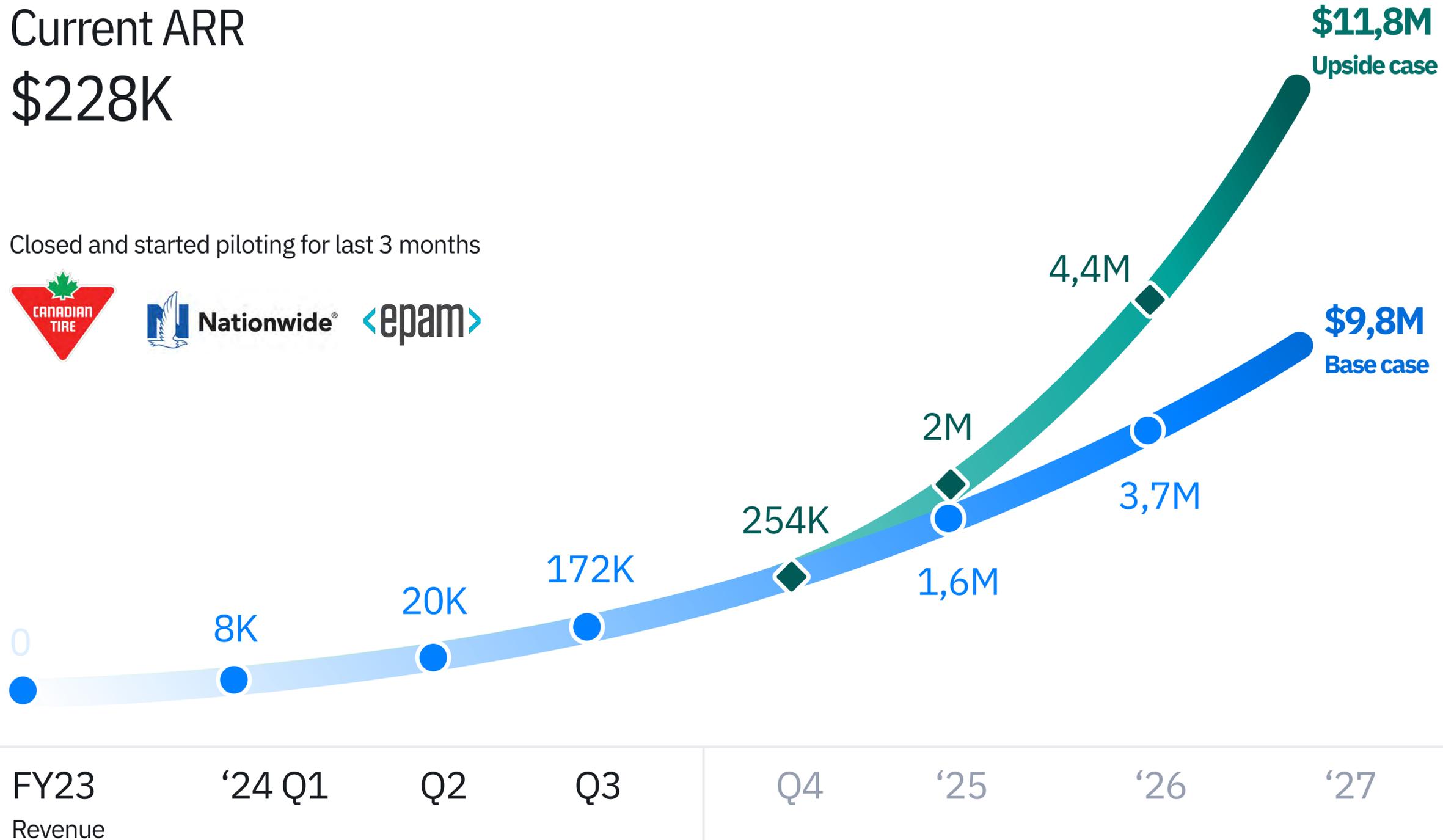
77%



Financial Projections – 3 Years

Current ARR
\$228K

Closed and started piloting for last 3 months



Path to Upside

FY24

Established key partners
Closed first deals

FY25

Scale through partners sales
Reusable use-cases for retail and insurance

FY26

Reusable cases in manufacturing & banking

3 Pillars of Go-to-Market Strategy

60%

Partners

Shorten sales cycle

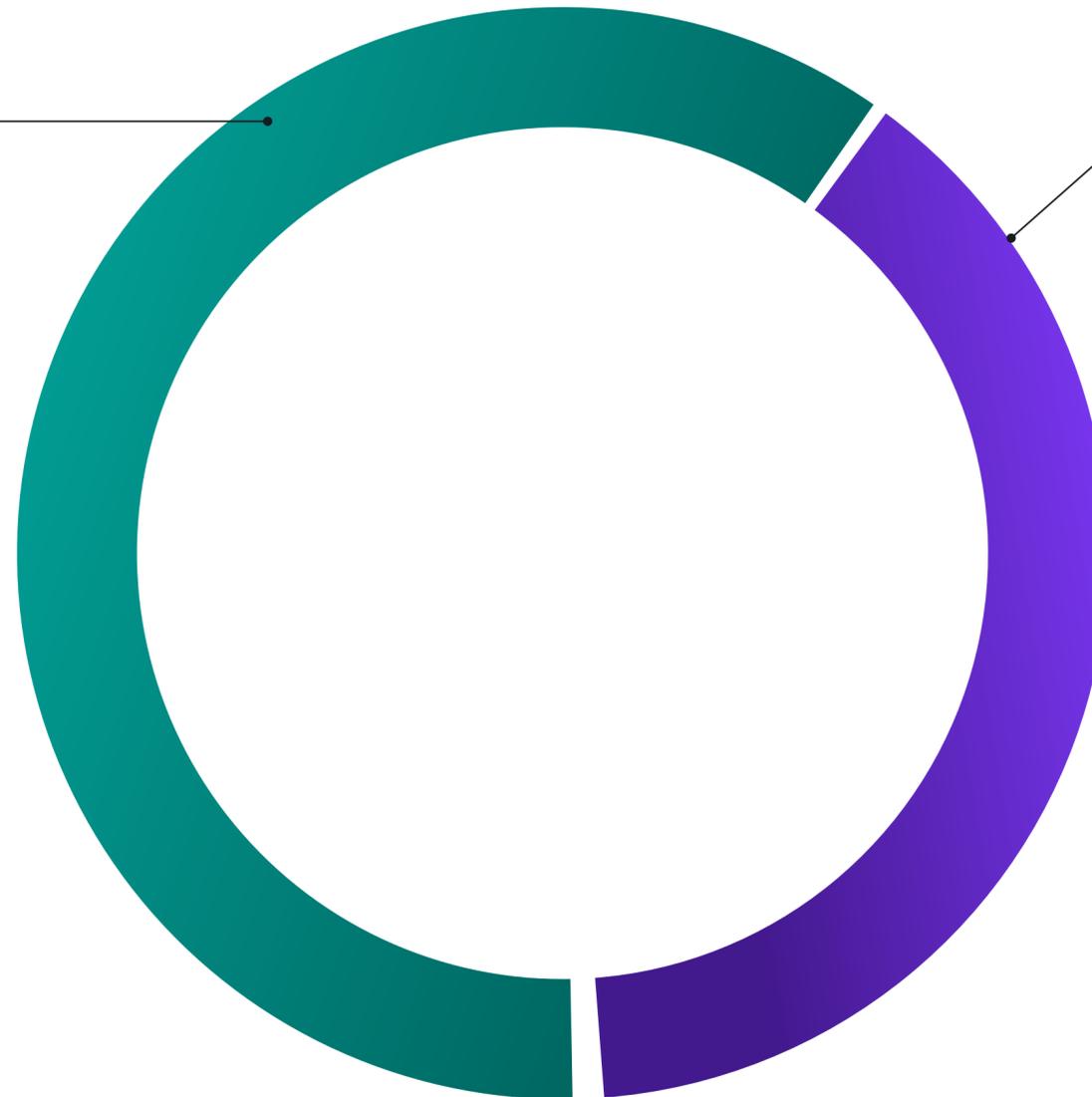


40%

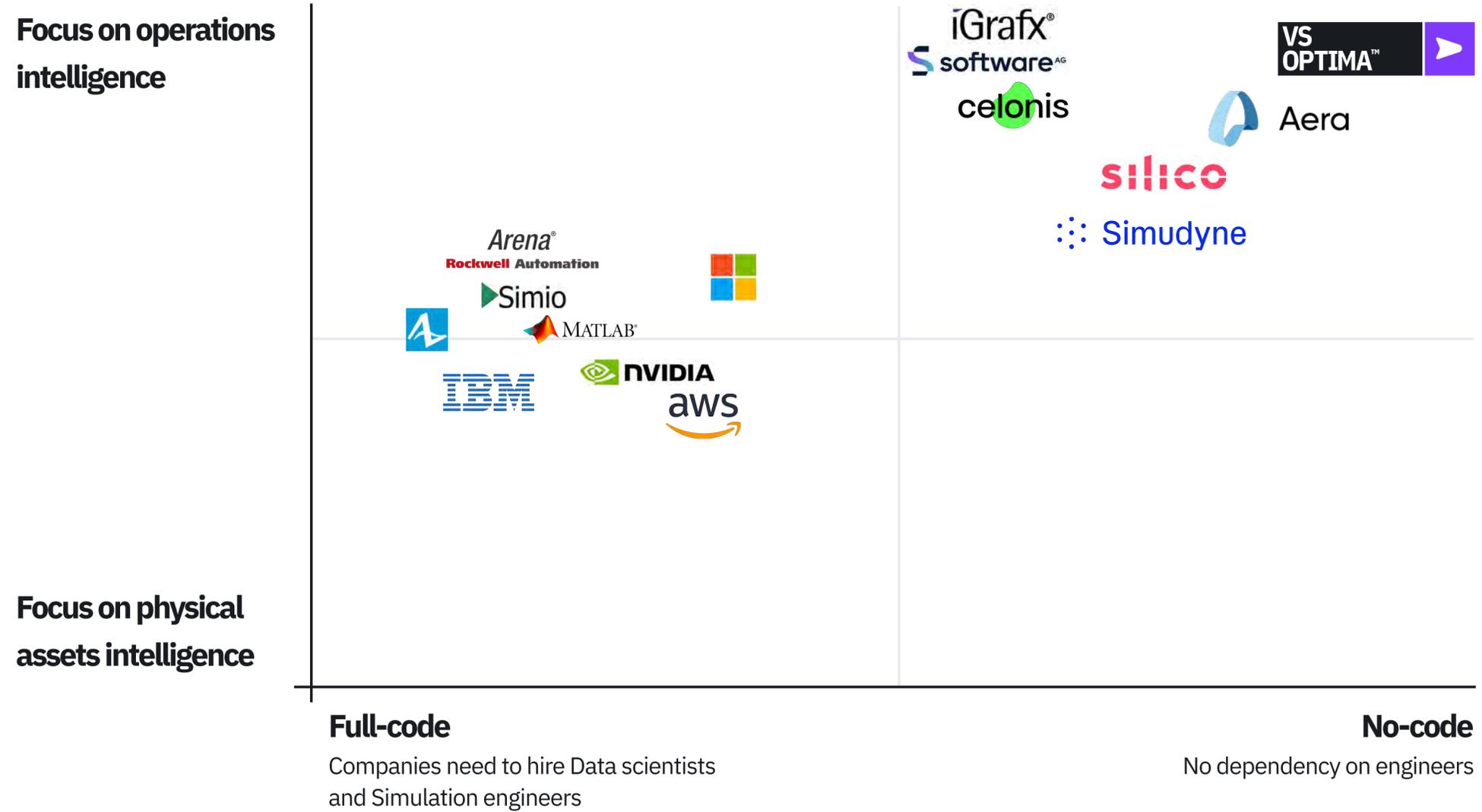
Enterprise



Nationwide®



Pioneering Process Intelligence



VSOptima serves as an operations leader’s co-pilot, boosting enterprise efficiency by integrating advanced modeling, simulations, and Gen AI to facilitate precise impact calculations for decisions within a risk-free setting.

- ✓ Real-time monitoring
- ✓ Prediction
- ✓ Optimization

Base-Case Financial Model

Current 30K Burn rate

Assumptions: next 3 years average growth 200%
in 1 year switch to the unlimited tier

VSOptima Income Statement	FY2024 (6+6)				Projections (In Thousands)			
	Q1 (Actuals)	Q2 (Actuals)	Q3 (Projected)	Q4 (Projected)	FY2024 (6+6)	FY2025	FY2026	FY2027
Net Revenue	\$ 9	\$ 30	\$ 172	\$ 254	\$ 465	\$ 1,658	\$ 3,714	\$ 9,881
Cost of Revenue	3	3	4	4	13	519	1,255	3,459
Gross Profit	6	27	168	250	452	1,140	2,460	6,422
Management Expense	20	0	61	91	171	448	549	2,003
Engineering Expense	50	59	181	193	483	1,214	2,206	3,755
Sales and Marketing Expense	9	10	38	72	128	330	780	1,976
Income from Operations	(74)	(41)	(111)	(106)	(332)	(852)	(1,075)	(1,312)
EBITDA	\$ (74)	\$ (41)	\$ (111)	\$ (105)	\$ (330)	\$ (827)	\$ (1,018)	\$ (1,207)
% of Revenue								
Gross Margin	68%	90%	98%	98%	97%	69%	66%	65%
Management Expense %	n/m	0%	35%	36%	37%	27%	15%	20%
Engineering Expense %	n/m	194%	105%	76%	104%	73%	59%	38%
Sales and Marketing Expense %	n/m	32%	22%	28%	28%	20%	21%	20%
EBITDA %	n/m	-136%	-64%	-41%	-71%	-50%	-27%	-12%

TEAM

Experienced Founding Team

Management Team



CEO Pavel Azaletskiy, MBA

GOOGLE • TRAVELERS • TJX • FEDEX

10 years in SaaS engineering and architecture, 10 years in management consulting focused on operations excellence



CBDO Richard Hurley

AUTOMATION ANYWHERE • HP • SAP

Head of business development. 20+ yrs in business development in process intelligence and automation field



CFO Noel Navarro, MBA

GRANT THORNTON • PWC

VC/PE advisory executive, CFO, due diligence, M&A, financial modeling, FP&A



CTO Sergey Kokorin, Ph.D.

WOLT • AMAZON SCIENCE

Drives algorithms and simulation engine. 15+ yrs in algorithmically complex software development for R&D departments of Fortune 500 companies

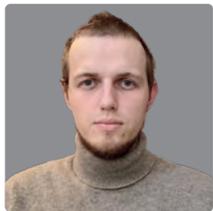


CMO Viktoria Karalionak, MBA

MOZERTON

Drives SEO and marketing. 12 yrs of experience in entrepreneurship, sales, and marketing

Engineering Team



Davlad Yakimov

GOOGLE • MSD

Drives design and usability. Translating from technical/ambiguous/any into business language. 9+ yrs of experience in UX/UI design



Alexey Chernov

PWC • SOFTWARE COUNTRY • PLUTORA

Drives distributed system development. 8+ yrs in software development



Andrei Varabyeu

EPAM

Drives test automation 15+ yrs in quality architecture



Vladislav Melder

KONTUR • SOFTWARE COUNTRY

Drives back-end. Full stack engineer 5+ yrs in software development



Arseniy Skibitskiy

EPAM

Drives front-end development. Software engineer with 10+ yrs of experience



Andrei Zimniukov

MICROSOFT • GITHUB

Senior back-end engineer with 8+ years of experience in enterprise engineering

REQUEST

Funding Request

\$1.5M

60% Product Development · 20% SG&A · 20% Marketing

Business Objective: Close 10+ more clients in 18 months

Revenue objectives: \$1,4M ARR (EOY 2025)

Product: Reinforcement learning, LLM manipulating the causal model

TEAM

Executive Advisory Board



Alexey Vitashkevich

SVP of Mphasis.ai division
Former CCO of  WorkFusion



Mr. Vitashkevich has over 20 years of executive management experience leading cross-functional teams, bridging operations, sales, and technology management for IT, Consulting, and Product/SaaS companies. Currently, Mr. Vitashkevich is serving as the senior vice president of Mphasis artificial intelligence division, where he is responsible for every aspect of innovations, the customer lifecycle, and professional services functions on a global scale.



Dmitriy Galper

Partner @BCG Transformation practice
Ex-McKinsey



Mr. Galper has over 20 years of executive experience driving digital transformation and operational excellence at companies like Maersk and Metro Group. At the moment Mr. Galper is an **Expert Partner** of business transformation at Boston Consulting Group, a global consulting company.



Denis Grishin

Managing Director of Digital Operations
Transformation Practice



Mr Grishin has **over 20 years of complex global digital operation transformation experience across end-to-end supply chains** in consulting and in-house roles. Develops strategies, business cases, solutions, and execution plans and stewards resources to achieve growth, value, and operational excellence goals. Comfortably navigates global environments, with extensive experience across NA, Europe, and Asia. Managed digital program budgets of \$30mln+ per year.



Murat Genc

Global CTDO at Whirlpool
Formed CIO at P&G



Mr. Genc is a results-driven leader with over 20 years of global experience in digital transformation, strategy design, and technology architecture. He has led digital product development, cloud/data/AI initiatives, and engineering teams across Europe, Asia, and the US, with a proven track record at Procter & Gamble, Whirlpool, and multiple tech unicorns. With over a decade of board experience, he excels in P&L management, emerging technologies, and end-to-end supply chain transformation. A visionary leader, he has influenced major tech companies and inspired diverse teams worldwide.