

**VS
OPTIMA™**



**Operations
Digital Twin Company**

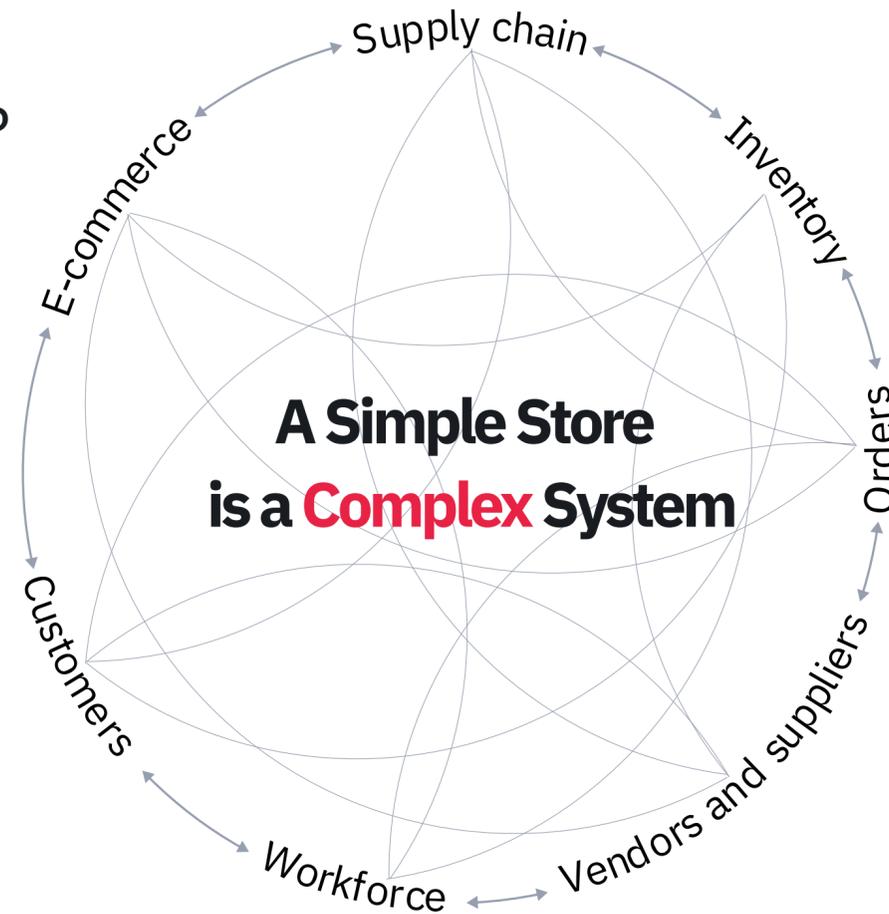
**Leverage power of Gen-AI and simulation to
to see the future of your operations**

Current Enterprise Process Issues Exceed Human Capacity

What initiatives generate the highest ROI?

How to scale operations?

How to improve sales performance?



Where is the bottleneck?

What if I introduce automation?

What if demand changes?

and many more **pressing** questions...

SOLUTION

VSOptima Intelligent Digital Twin of Processes is the Answer

Operations leaders' co-pilot:

Build model, link data, use Generative AI and Simulation.

Explain complexity

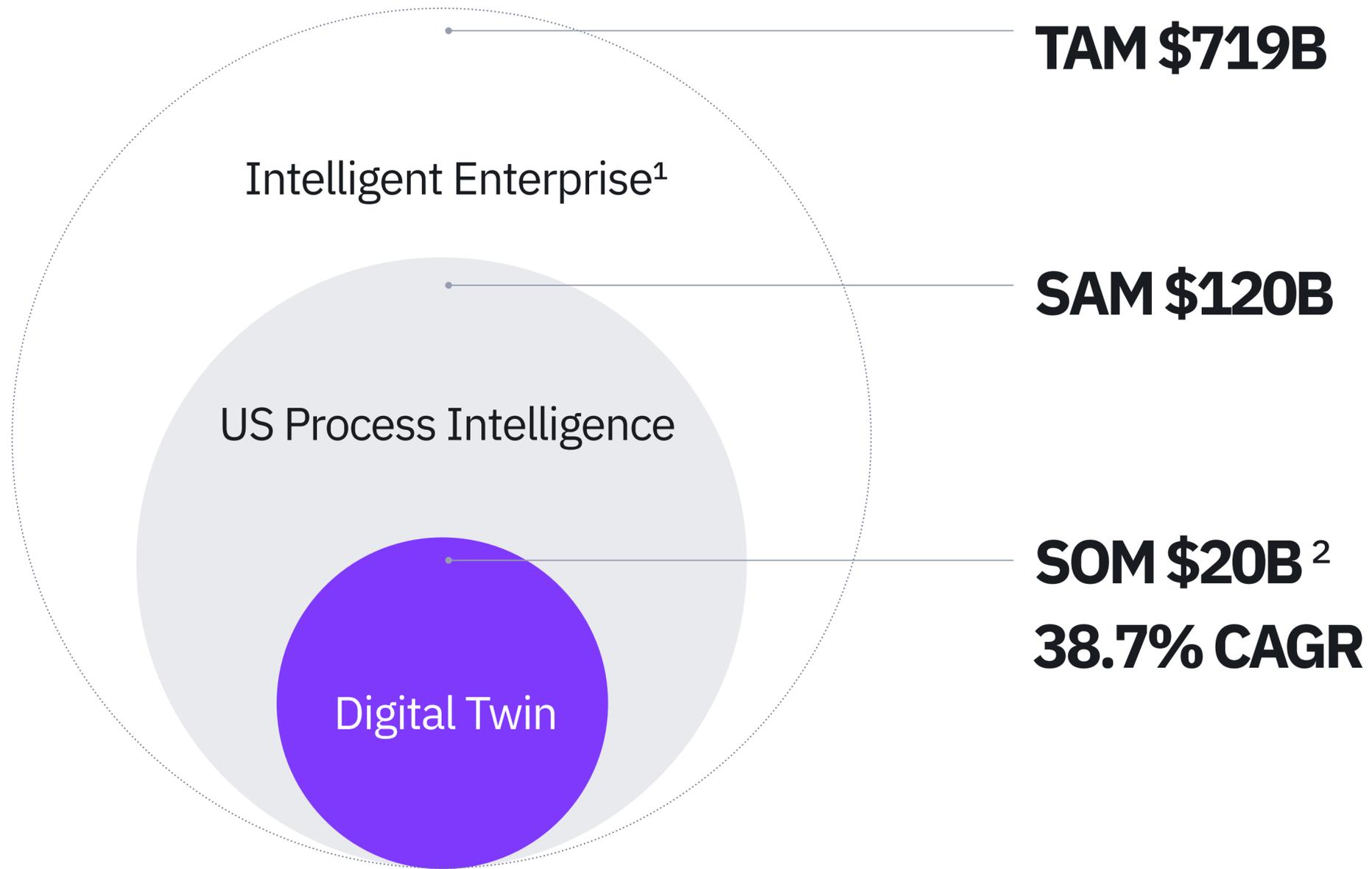
Detect inefficiencies

Forecast disruptions

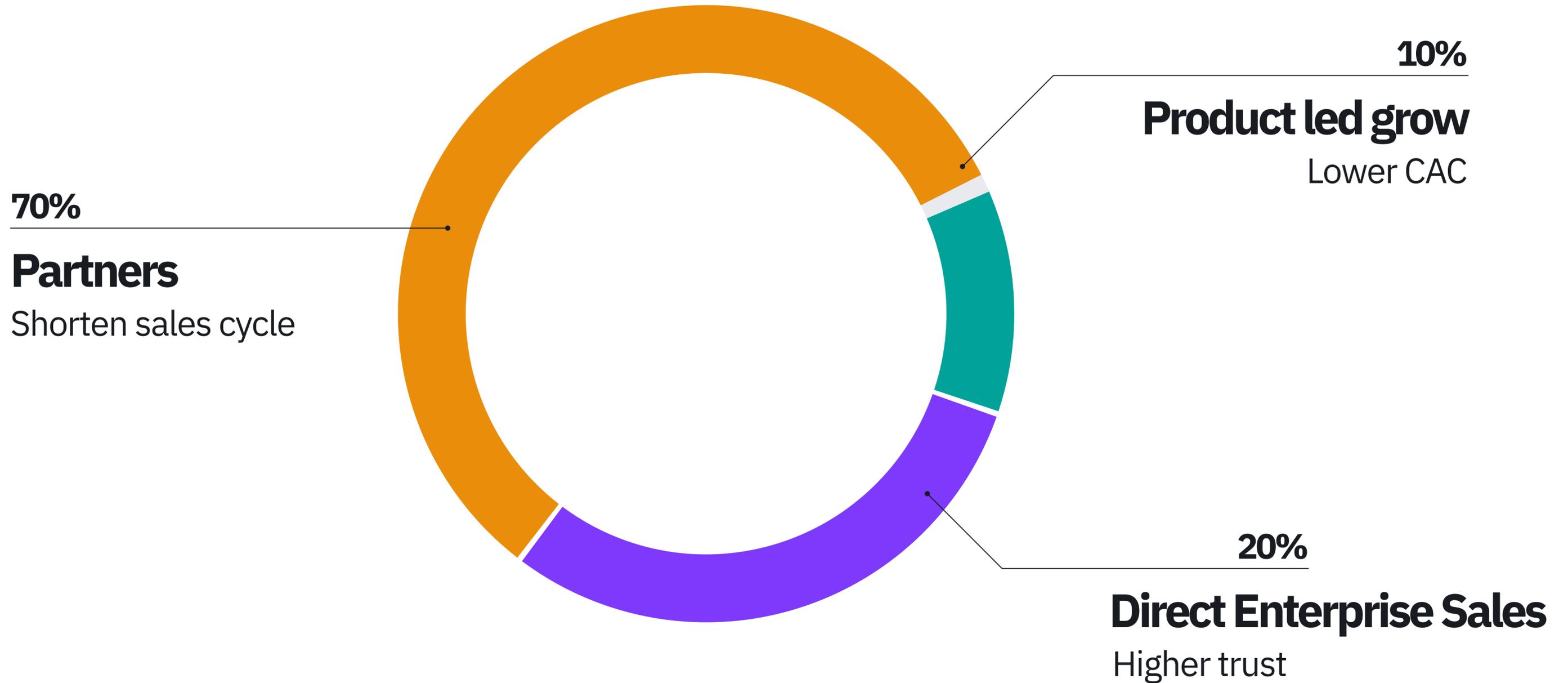
Facilitate optimization

Propose solutions

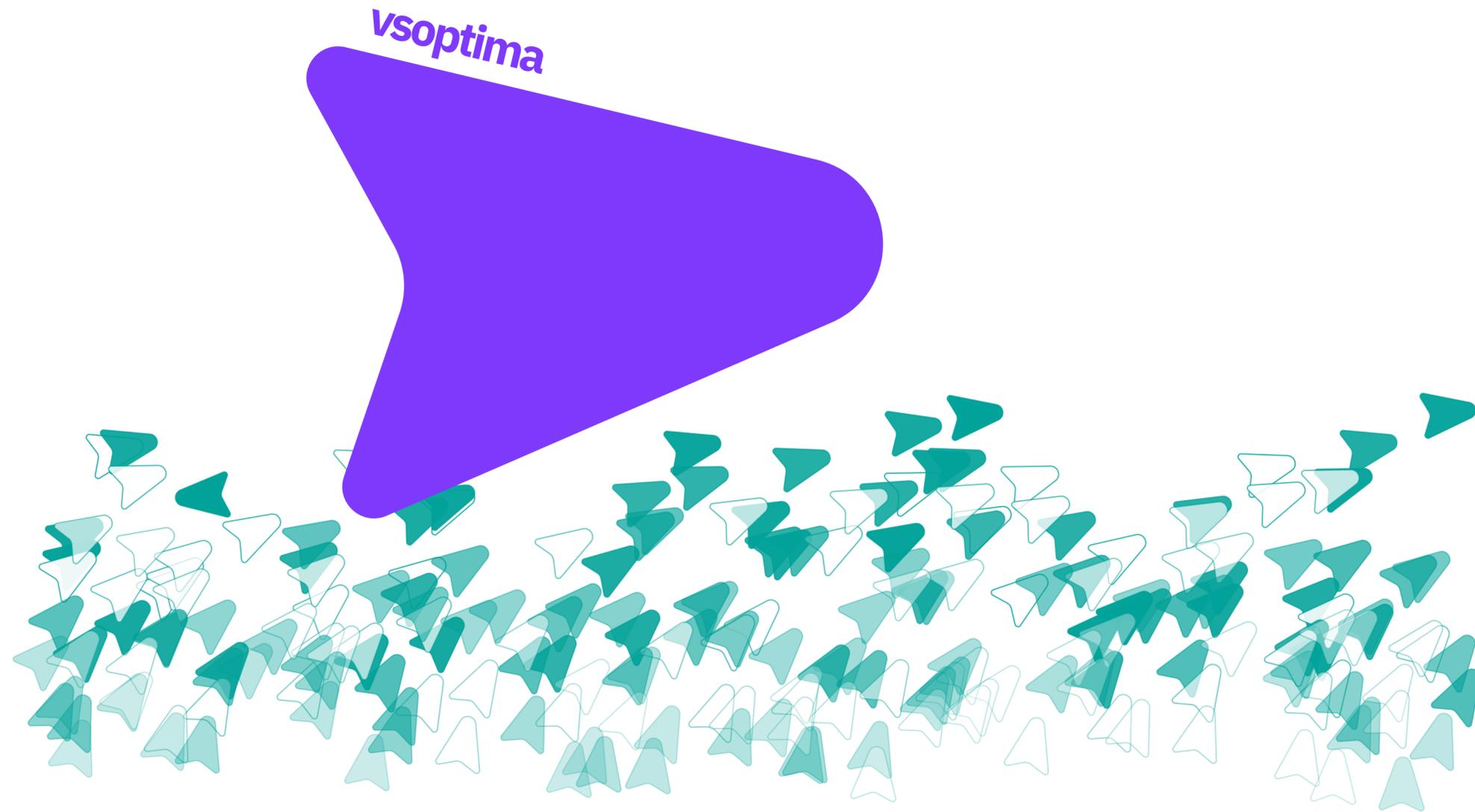
VSOptima's Market Potential



Go-To-Market Strategy



Assets Protection



Moat	Unique technical expertise and past research
Trade secrets	Model Algorithms Code
Trade marks™	Company name Logo Slogan
Copyrights ©	Design system Publications

TEAM

Experienced Founding Team



CEO - Pavel Azaletskiy, MBA

EPAM • GOOGLE • TRAVELERS • TJX • FEDEX

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



CBDO - Richard Hurley, BC

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

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



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.



Alexey Chernov, BC CS

Software Country • Plutora • PwC

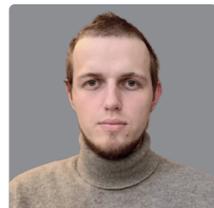
Drives distributed system development. 8+ yrs in software development.



Vladislav Melder, BC Applied Informatics

Kontur • Software Country

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



Davlad Yakimov, BC CS

EPAM • Google • MSD

Drives design and usability. Translating from technical/ambiguous/any into business language. 8+ yrs of experience in UX/UI design.



Arseniy Skibitskiy, MS CS

EPAM

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



Viktoria Karalionak, MBA

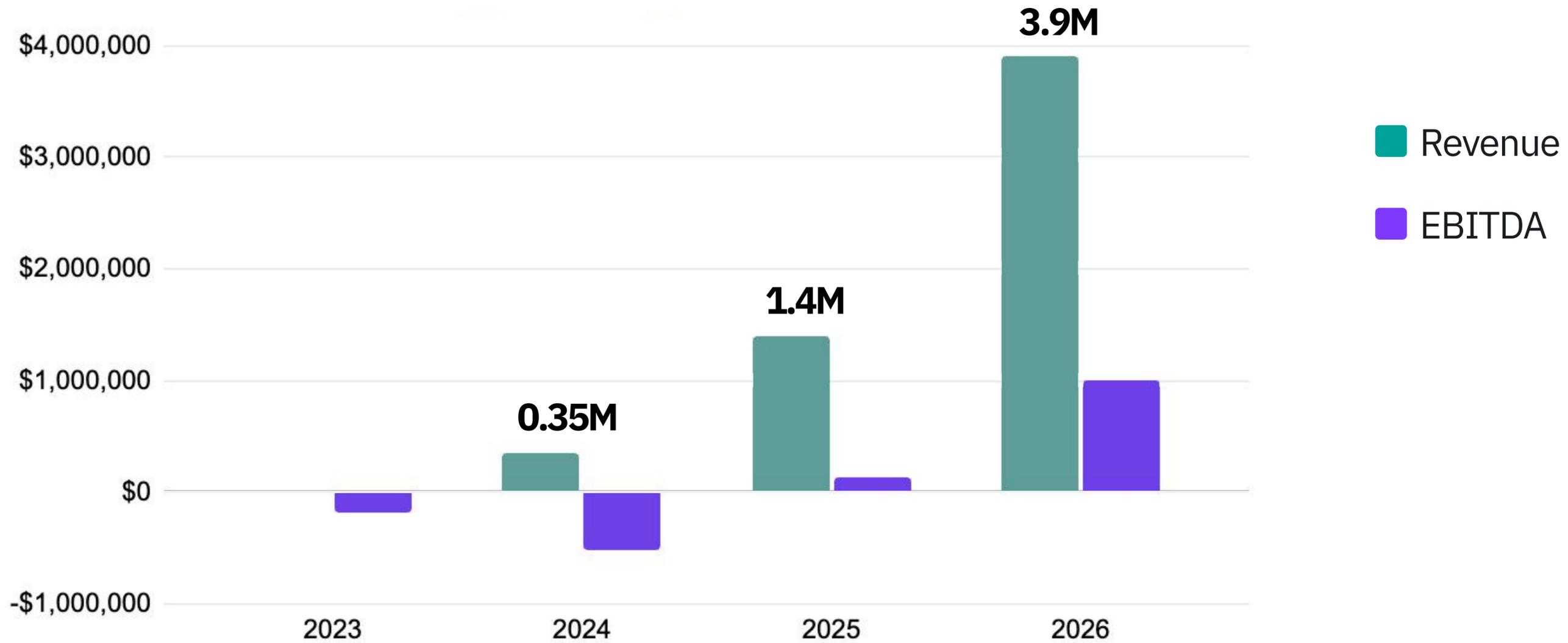
MOZERTON

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

Growing Enterprise Traction with Projected Revenue \$230K in 2024

	Engaged	Pilot	Projected Revenue
Retail	   		<p>SOW</p> <p>\$71K</p> <p>\$120K-\$180K ARR</p>
Engineering	  	 	<p>SOW</p> <p>+ In process</p> <p>\$73K</p> <p>\$120-\$180K ARR</p>
Finance	       		<p>+ In process</p>
Manufacturing	        	 	<p>+ In process</p>

Financial Projections - 3 Years



Exit Strategies

Realistic scenario

A strong player on the operations digital twin market for supply chain or financial industry. Acquired by larger player building digital twin ecosystem.

News:

- Autodesk signs definitive agreement to acquire FlexSim 2023
- Celonis acquires Symbio to bolster its AI-portfolio 2023

Unlikely scenario

Niche player for process simulation

Best-case scenario

The leading platform for the intelligent enterprise digital twins with \$1B+ revenue

REQUEST

Funding Request

\$200K

In convertible note

- Interest Rate Options:
 - 9.5% per annum OR
 - United States Bank Prime Loan Rate plus 1.0%
- Discount: 20%
- Maturity Date: May 2028
- Valuation Cap: \$4 millions

Business Objective: Execute SOWs with **CTC, EPAM, Mphasis** and Close **4** more deals by 2024

Revenue objectives: \$30K+ MRR

Product objectives: Reinforcement Learning Optimization