

## VISION

An AI-powered platform that helps businesses cut energy waste, certify sustainability, and reduce CO<sub>2</sub> emissions — simply and at scale.

## **PROBLEM**

- 12% of world's CO<sub>2</sub> emissions is due to lack of proper energy management
- Energy management tools and certification costs and implementation complexity leave SMEs behind

### THE SOLUTION

- SaaS platform to detect inefficiencies, predict usage and automate compliance standards
- Evolving into an AI co-pilot for global sustainability standards

## MARKET OPPORTUNITY

TAM: USD 1.5 Billion in energy efficiency certification consultancy, 6.6% CAGR

SAM: USD 50 Millions/year (spanish/english

SMEs in regulated countries)

SOM 3-years: USD 5 Million cumulative - 200

sites in 3 years – ARR = USD 1 Million

Industry unit economics: CAC USD 400 | LTV

USD 200k | churn rate <10%

# **BUSINESS MODEL**

- One-time setup fee + monthly subscription
- Carbon credits monetization (future)

# **TRACTION**

- 6 clients in 1<sup>st</sup> year 180 sites
- USD 400k savings in 1<sup>st</sup> year (2025)

# **GO-TO-MARKET**

- Start with pilots + founder-led sales
- Partner channels through certifiers networks
- Scale with automated onboarding SaaS model

# CONTACT

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### FINANCIAL ASK

USD 500 k to scale product, hire sales team and develop Latam market

- 50% Product & tech
- 20% client pilots
- 15% operations
- 15% go-to-market

# **OUR EVOLUTION**



Technology

#### THE FOUNDING TEAM

Energy, Al and SaaS experience



#### **CEO - NICOLAS VIZCAINO**

Ch. Eng. – M.S. Energy Management – MBA *Industrial utilities – ML & Analytics* 



#### COO - IGNACIO COPA

Energy Engineer – MBA

Electric markets – IoT energy meters



# TECH. ADVISOR - PABLO PEREZ DE ANGELIS

Programmer – Entrepreneur – over a decade leading innovation in Al and SaaS

#### **AWARDS & ACHIEVEMENTS**

for client Grupo Libertad:

- CEM award of Excellence in Energy
   Management 2022 || Argentina Eficiente
  2022
- USD 8 Million savings (5-year project as consultants) 32% energy savings
- 9 certified facilities ISO 50.001