

 **OMNIVISER**

**AI-powered Business Operating System**

Pitch Deck  
02.2026

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# Actual current customer

## Use case of Raven Cargo Inc.



### The Problem (Why It Costs Money)

- For one shipment, the team handles **20+ back-and-forth emails** with carriers.
- Under time pressure, **picking the best carrier is slow and inconsistent.**
- Manual work creates avoidable **errors and missed best offers.**

### What Omniviser Does

- **Vets carriers.**
- Reads carrier offers automatically, **compares price + terms, proposes the best response and negotiates** with carrier.
- Keeps people in control for approvals and exceptions.

### Measured ROI: Saving Time and Increasing Margin

- Carrier vetting time: from “tens of minutes” → instant
- Time to choose a carrier (Phase 1): 30 min → 10 min - (next target: 3 min)
- Margin uplift: first level AI guardrails for margin → guarantees at least 1,7% increase on margin on average, which translates into \$390K additional margin yearly (based on 2025 data)
- Increase in tickets served from 500/week to 750/week, with the same team
- **Positive ROI of AI from 1<sup>st</sup> month** → \$17K cost of license, while margin increases \$33K (one process)

# Other current customers



**CARR:** \$70K, growing  
**Industry:** FMCG, Pharma  
**Type:** Manufacturing  
**Country:** Poland, global operations

Producer of natural flavors, colors, and ingredients for food and pharmaceutical industries. Had challenge with finding fitting customers. AI matching and scoring engine finds the best leads to contact globally.



**CARR:** \$155K, growing  
**Industry:** Pharma  
**Type:** Manufacturing  
**Country:** Poland

Pharmaceutical manufacturer with over 100 brands serving healthcare markets. Data scattered across systems prevented sales visibility. AI chat delivers instant answers and trend analysis, creating a single source of truth with instant insights.



**CARR:** \$170K  
**Industry:** Medical Equipment  
**Type:** Manufacturing and distribution  
**Country:** Poland

Leading medical distributor supplying hospitals and clinics with global healthcare products. Data silos limited agility and slowed decision-making. AI chat consolidates data for instant answers and trend analysis, creating a single source of truth for faster decisions.



# Other current customers



**CARR:** \$340K

**Industry:** Construction materials

**Type:** Manufacturing

**Country:** France, global operations

Global leader in construction materials and innovative building solutions. Due to distribution model lacks knowledge about buyers of products. Embedded on website AI-chat advises clients on products and solutions, increasing customer interactions significantly, while gathering new intelligence.



**CARR:** \$85K

**Industry:** FMCG

**Type:** Manufacturing

**Country:** Poland, global operations

Tortilla and flatbread manufacturer serving European markets. Small control of data hindered optimization. Integrated machine sensor data with accounting systems, delivering 360° view of production, machines, cost, margin and enabling data-driven operational improvements.



**CARR:** \$210K

**Industry:** Logistics

**Type:** Broker

**Country:** USA

International freight broker handling thousands of carrier negotiations. Each shipment triggered 20+ emails, slowing decisions and eroding margin. AI automates offer intake, instant vetting, and side-by-side comparison, then drafts the best reply for human approval.

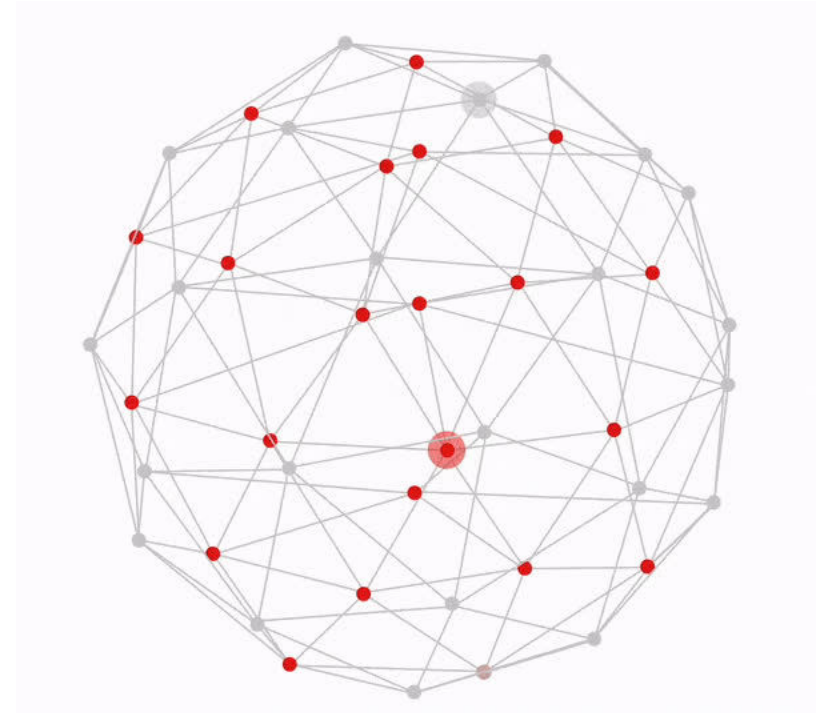
# THE C-LEVEL CHALLENGES

## COMMON PAIN POINTS FACED BY EXECUTIVES

- ⚠ Organizational and software silos
- ⚠ High consulting costs
- ⚠ Late issue detection
- ⚠ Limited use of external data

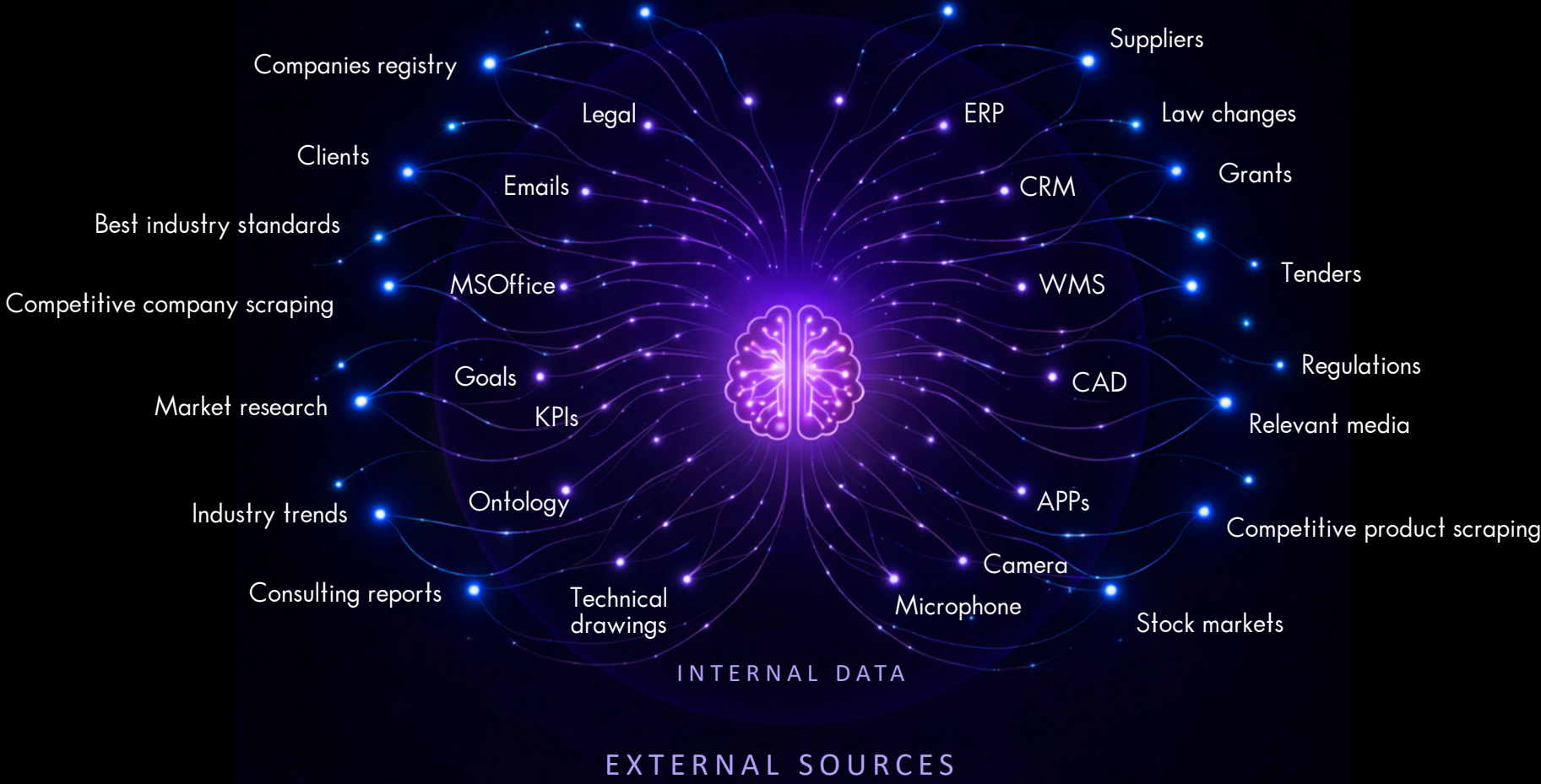
Source: [Dataversity](#), 'Putting a Number on Bad Data'

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# OMNIVISER NERVOUS SYSTEM

## Unique Holistic Approach (USP)



# UNIQUE PROACTIVE APPROACH (USP)

## Reactive vs. proactive AI agents

the knowledge representation shift

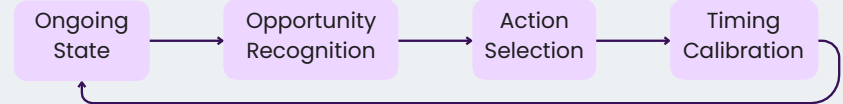
A Fundamentally Different Computational Structure.

Reactive agents (Simple, Linear)



Needs: Input → Response

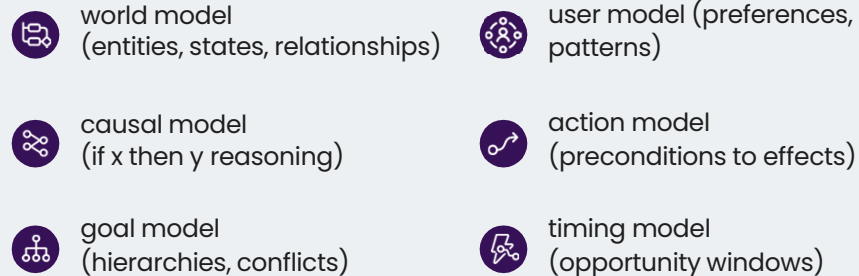
Omniviser proactive agents



Needs continuous observation, personalization, precise timing, seamless integration. ALL DEMAND RELATIONAL KNOWLEDGE.

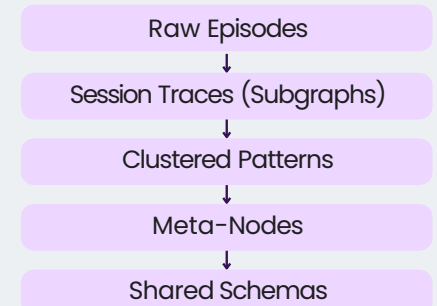
## The proactive engine: graphs are essential

6x graph models under the hood



Vector similarity fails the queries proactive systems need most (e.g., edge traversal, dependency propagation).

hierarchical memory consolidation

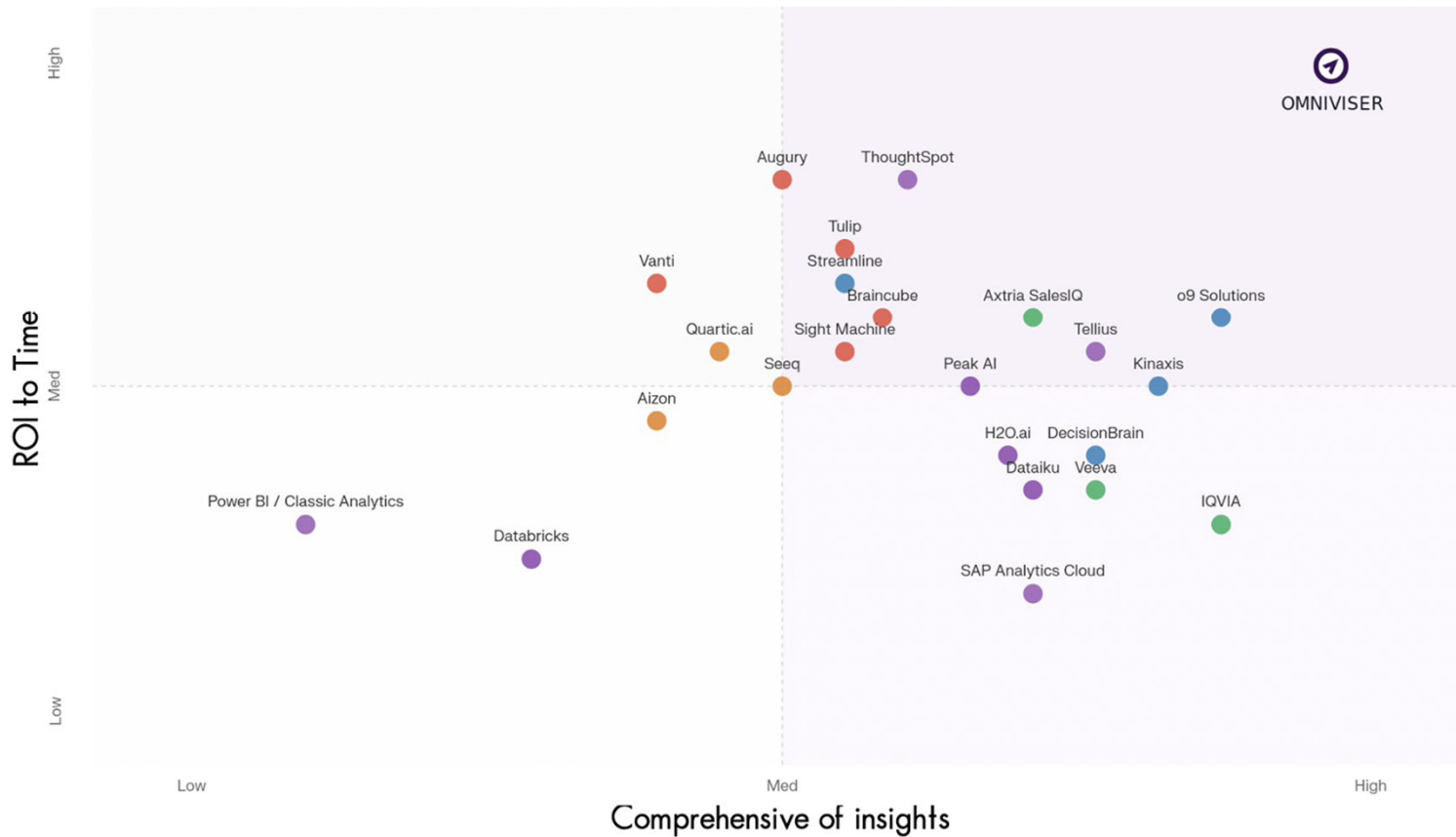


Mirrors biological memory. bounds storage growth, avoids linear scaling.

# COMPETITION

## WE OWN THE MID-MARKET GAP

● BI & analytics 
 ● AI/ML platform 
 ● Supply chain 
 ● Manufacturing AI 
 ● Pharma MFG AI 
 ● Pharma commercial



**ROI to Time**

- Ease of use
- Time to measurable results
- Implementation speed

**Comprehensiveness of Insights**

- Multi-process capabilities
- Feature completeness
- Enterprise readiness

## OUR STRATEGY

BECOME GOLDEN STANDARD OF DECISION MAKING

in mid-market firms globally

DON'T FIGHT PALANTIR IN FORTUNE 100

Own the \$100M-\$1B segment

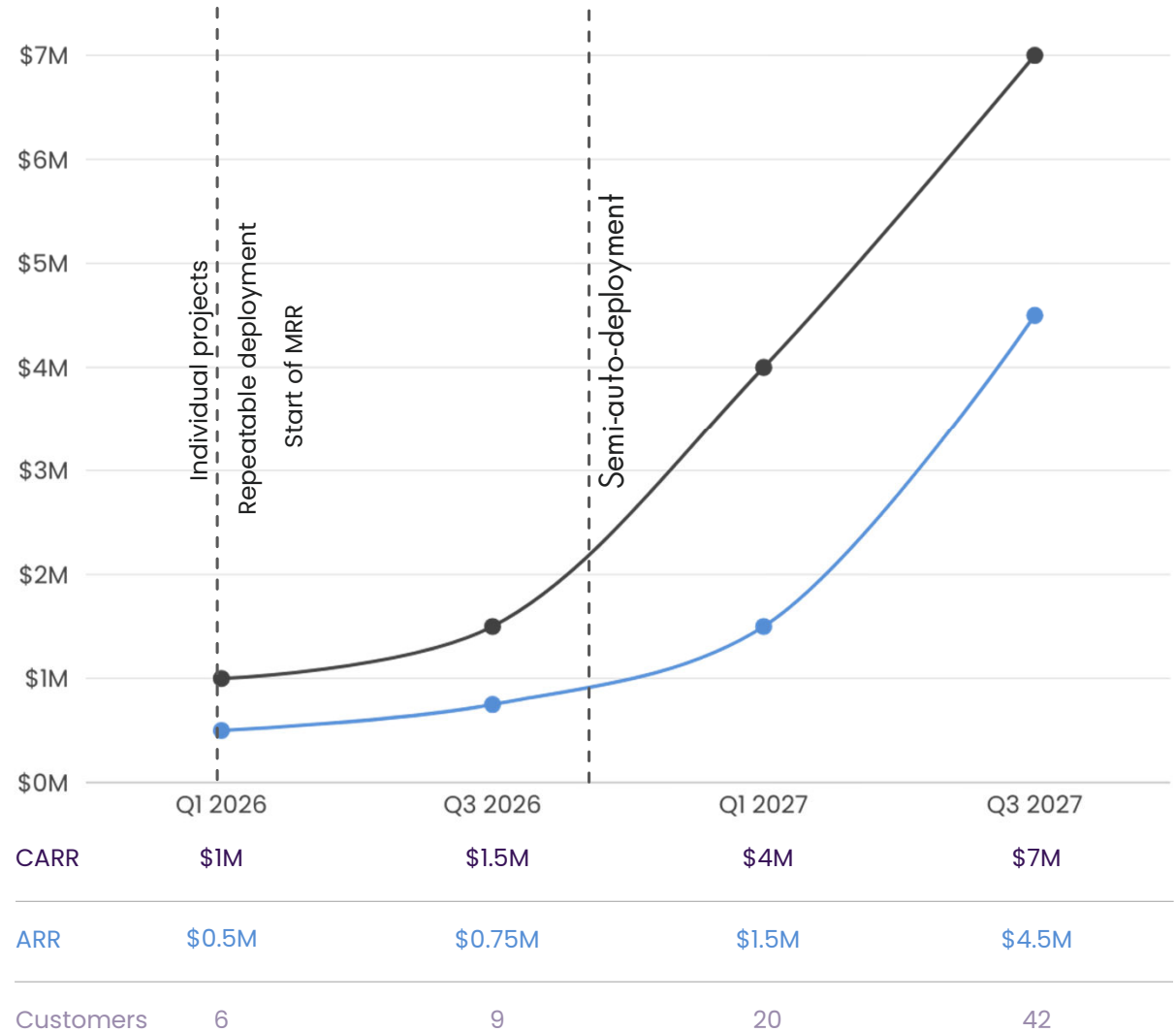
# Pricing

## Current vs future model

	Past	Current	Future
Implementation per job	\$25–100k	\$35–150k	\$0
Implementation time	6+ months	2–4 months	1–2 months
License per month	\$8–25k (fixed monthly fee)	\$12–30k (based on number of users)	\$50k+ (based on number of users, external costs recharged)
Competitive pricing		\$10k–500k	

# 2025-2027

ARR | Contracted ARR |  
Growth Projection |  
Customers quantity



# Target Customers

## Focus on industries:

**Pharma** – customer-led traction + high cost of errors

**FMCG** – customer-led traction + thin margins, high volume

**Logistics** – customer-led traction + decisions every minute

## Focus on processes:

**Manufacturing ops** – repeatable ROI levers (planning, quality, inventory)

**Logistics ops** – repeatable ROI levers (shipping, exceptions, capacity)

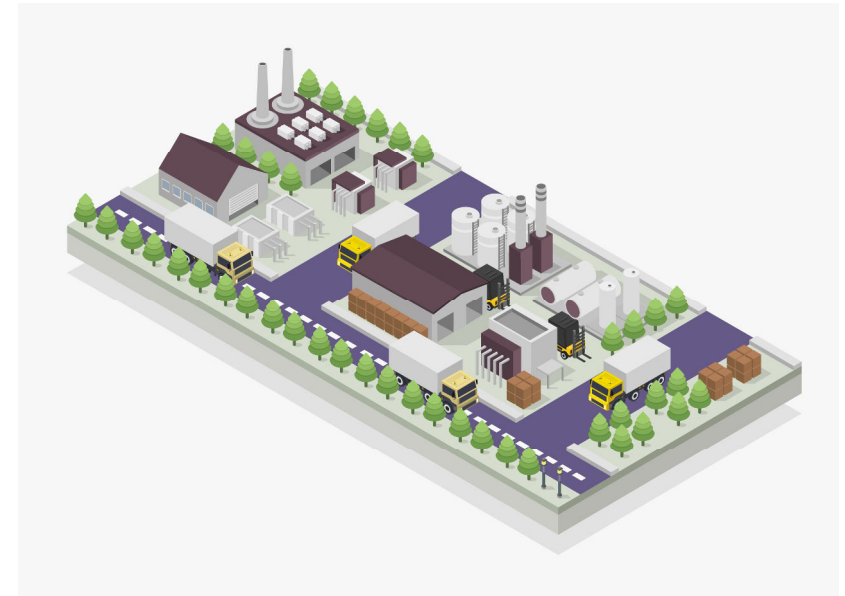
**Cross-system decisions** – messy data + many daily choices = strongest AI impact

## Customer size:

**Mid-market operators** – enough complexity and data for clear ROI

**Brick-and-mortar businesses** – impact visible in hard KPIs (margin, OTIF, cost per unit)

**Fast-moving organizations** – shorter cycles, quicker rollout, measurable outcomes



# CURRENT PIPELINE

## Late stage prospects (2026)

**Deals:** 15  
**Expected new CARR:** \$1.5M  
**Weighted CARR:** \$0.9M  
**Expected services fees:** \$750K  
**Weighted services fees:** \$455K



## Pipeline facts

**Open talks:** +60  
**Late stage wins:** ca. 50%  
**Avg. ARR:** \$100K  
**Avg. services fees:** \$50K  
**ICP share in pipeline:** ca. 50%



## Sales facts

**Current pipeline allows to achieve 50% of this year's target.**  
**Cross-sell & up-sell:** not included  
**Sales cycle:** volatile, 3M-15M  
**Focus on:** standardizing product communication and shortening sales cycle.



# FUNDRAISING

\$3M SAFE

YC standard safe

Runway at least until: Q2 2027

Achieved milestones:

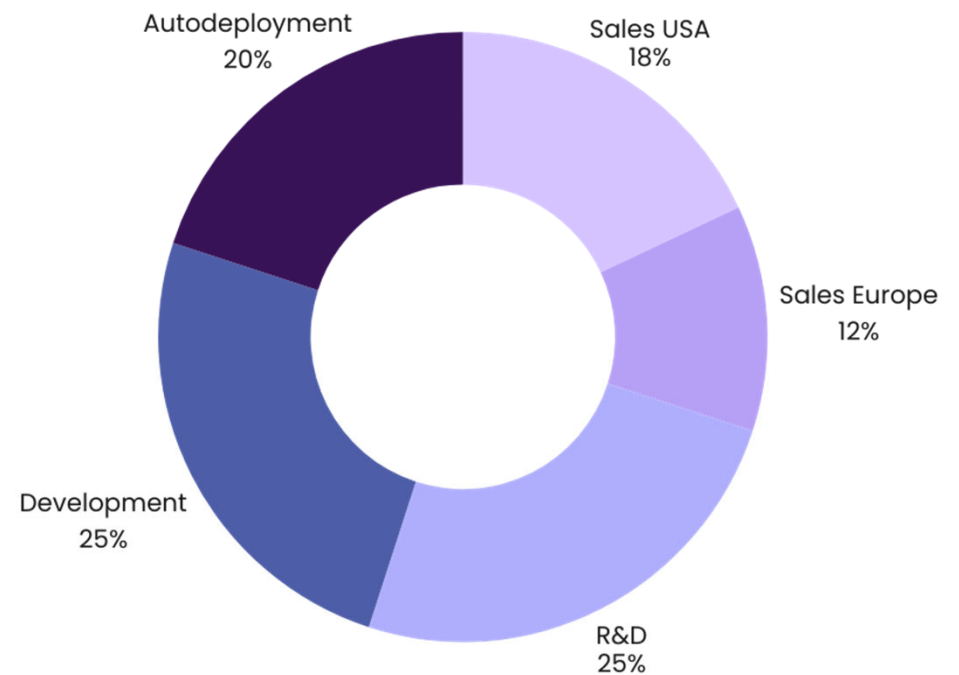
- Auto-deployment - tech
- Proactive AI - tech
- Qt least 25 customers - sales

CURRENT BURNRATE: \$140K NET MONTHLY

Salaries: 85% : 23 FTE, 2 Part-time

OMNIVISER

## USE OF funds(%)



# The founding team

OMNIVISER



**Radek Biskont**  
CEO

Serial entrepreneur who mastered the art of B2B software sales via 16 years of successful bootstrapping, strong leader with a clear vision



**Jan Kwapisz**  
CTO

Student Nobel prize winner, assistant professor, PHD in quantum physics, with vital corporate experience in P&G and love for algorithmic innovation



**Wojtek Tomikowski**  
CIO

Unique mix of corporate (CEO), PE/VC (Partner) and entrepreneurial experience, with creative and rebel nature

## Late Co-founders



**Paweł Tomala**  
COO

20 years of financial sector & general management experience. Founder and former CEO of Faktoria Sp z o.o. and former board member of BNP Paribas Factor Poland.



**Michał Zieliński**  
Head of Development

Web developer with Master degree in Financial Engineering. Built from self-playing Diablo 2 bot to advanced Bitcoin AI trading systems. Turns complex tech into products that simply work.

Team consists of 25 professionals



# Witness The Power of OMNIVISER INC.



## Email

w.tomikowski@omniviser.ai



## Call

+48 603 634 650

[Watch demo](#)

