

RevTech Labs



**Parakeet
Financial**

Problem

In the United States, Manufacturers spend
\$50,000 per employee per year to comply
with their regulators.



Problem

The cost breakdown:

1. **Human Capital (80%)**
2. Equipment (10%)
3. **Coordination (10%)**

Problem

Human Capital Breakdown:

- 1.Regulatory Change Capture
- 2.Audits
- 3.Data Analysis
- 4.Regulatory Filings
- 5.3rd-Party Audits
- 6.Policy Management
- 7.Document Management

Product Solution

Compliance AI Agent

- Automated regulatory filings
- Coverage Gap & Risk Register Automation
- Automated Regulatory change capture

World Class Integrations

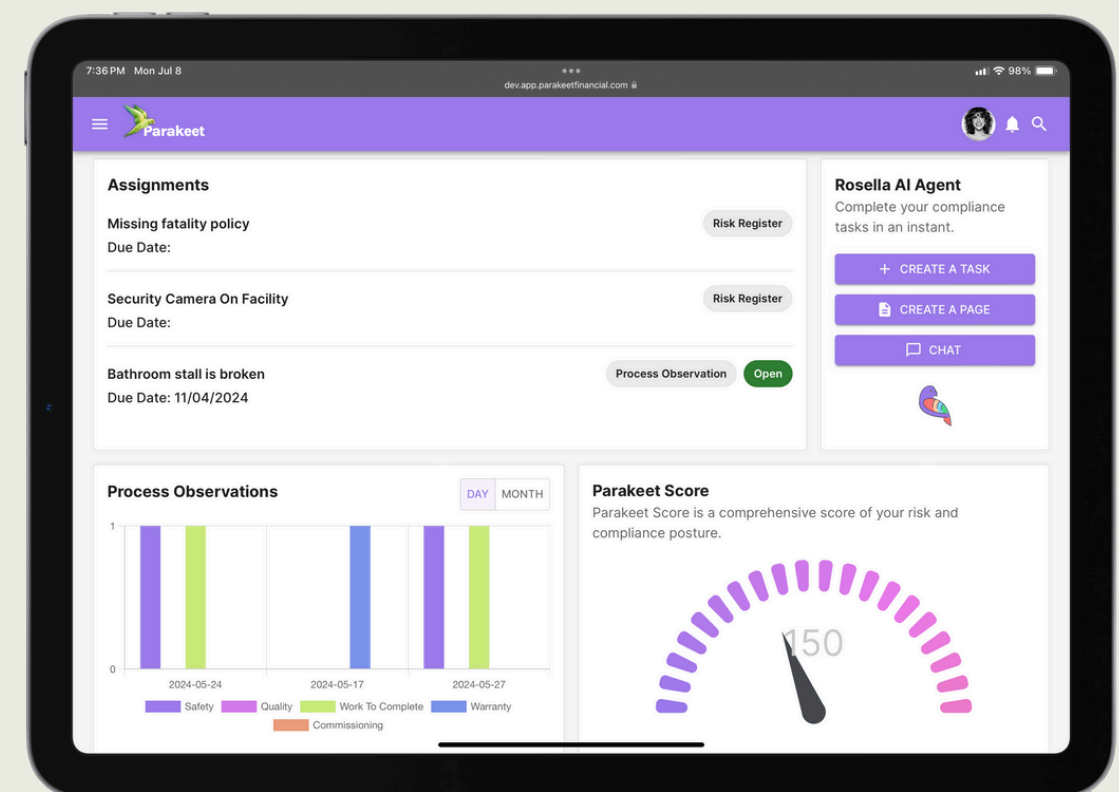
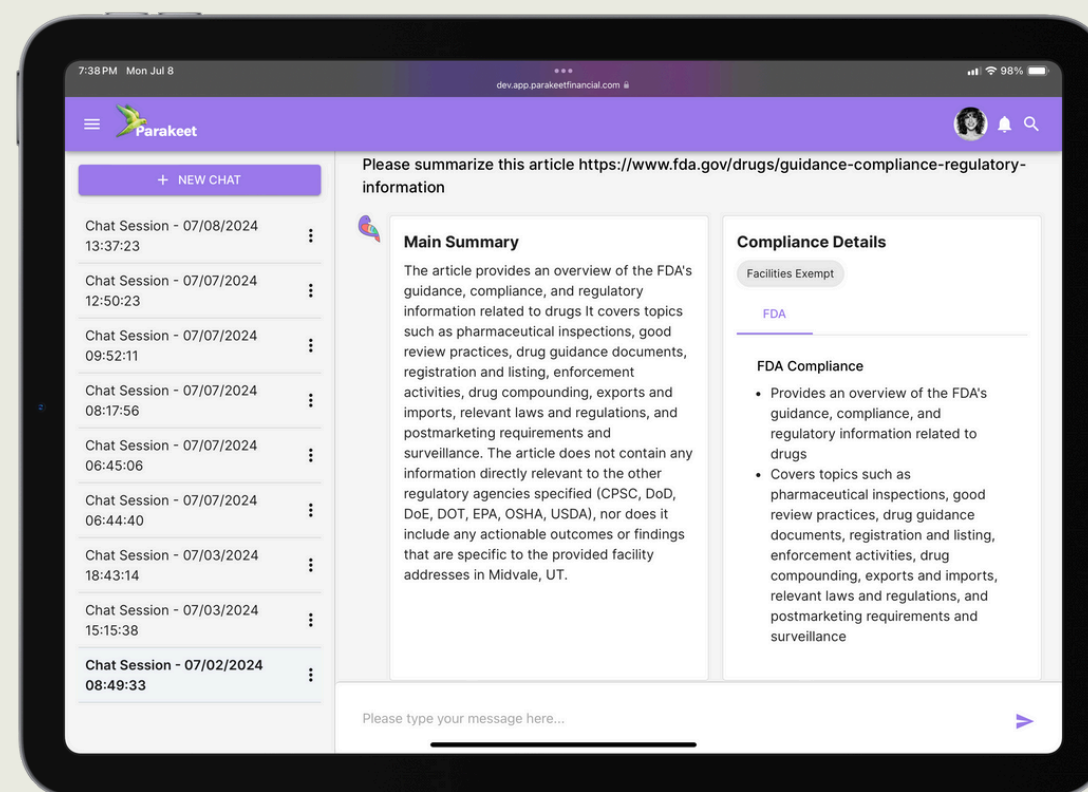
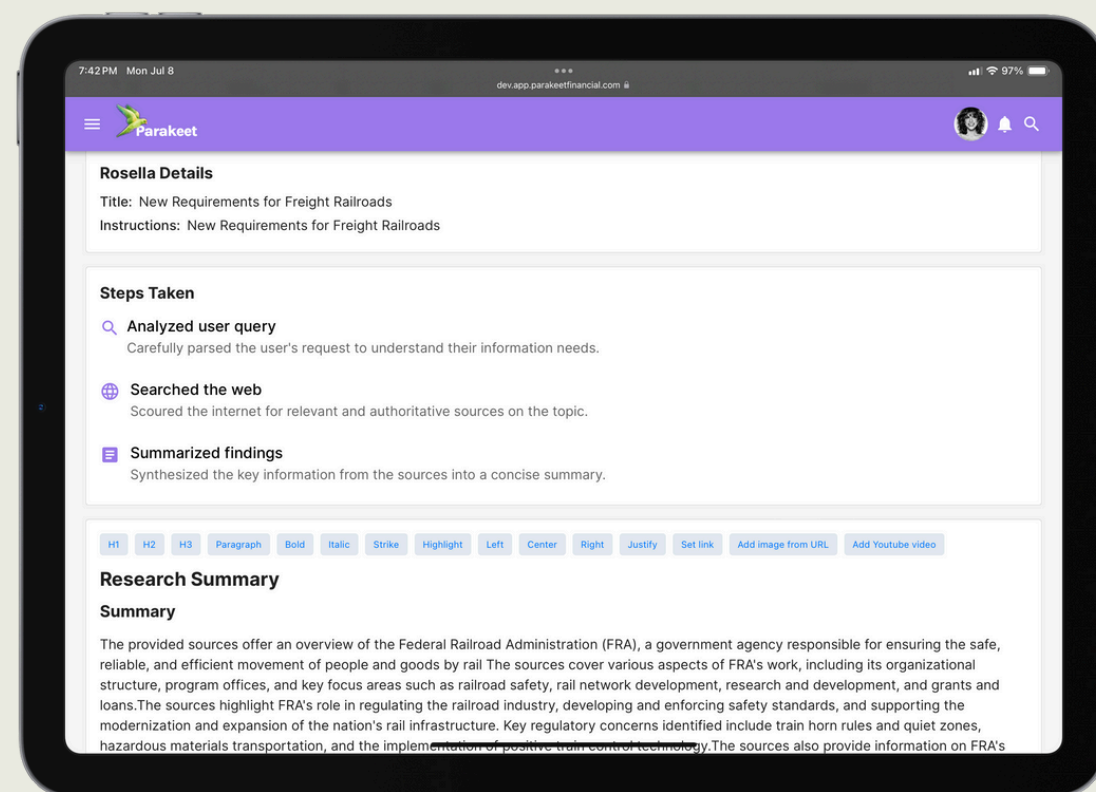
- HRIS
- Accounting
- Insurance
- Production
- Quality

Collaboration at the Core

- Collaborate internally across Slack, Microsoft Teams, WhatsApp
- Collaborate with 3rd Party Vendors and Partners

Vertical Integration

- Integration with Insurance Platforms
- Support for Telemetry data



The Customer Profile

Our customers are **Manufacturing** companies with a minimum of \$100M in Revenue. We sell to **Chief Risk or Chief Compliance officers** at these companies. For now, we focus on these specific verticals:

- Packaging
- Tobacco
- Food Packaging



\$100B

\$50B

\$6B

Size of Market

TAM

Industrial sector companies spend \$100B annually on compliance and risk-related spending, including software, staff, legal, and consultative services.

SAM

\$50B Spent on GRC, HR, Payments, and other software to tackle Risk and Compliance across these vectors.

SOM

\$6B for Risk and Compliance Spend for the sectors we're focused on (Manufacturing).

Traction

Our revenue comes from **SaaS Subscriptions**. Our GTM is **Direct Sales**.



Our Numbers

**7 Months
in operation**

**2
employees**

**\$1M
raised**

**Customers
9**

**MRR
\$51,000**

**Burn
\$26,000**

**2024 ARR
Projection
\$2,600,000**



Very Serious Ventures

PETERSON
VENTURES



Teamworthy Ventures

Competitors

Riskonnect

Riskonnect is an Integrated Risk Management Platform for enterprises.

- Private Equity Owned
- \$200M Revenue
- 1000 Employees

VComply

VComply is an enterprise GRC platform focused on Industrial Sector Companies. VComply focuses on regulated industries like healthcare, but it also offers manufacturing solutions.

- Series A
- \$5M ARR
- 20 Employees

Hyperproof

Hyperproof is a generalized GRC Platform that sells across industries, including finance, healthcare, energy, and many others. It also offers solutions for industrial sector companies.

- Private Equity Owned
- \$10M ARR
- 50 Employees

Meet the team



Jowanza Joseph Founder & CEO

With 14 years of experience in software engineering, Jowanza was most recently Head of Engineering at Stream and VP of Engineering at Mastercard.



Hiep Le Founding Eng

Hiep Le is a full-stack software engineer with previous stops at Hitachi corporation. and Stream Financial Technology.



Bryce Wisan Advisor

Bryce is the CFO of Sepio Capital. Bryce has experience in the construction industry, working as a CPA for construction companies for over a decade.



Michael Ward Advisor

Michael is the CEO of Prime Alliance Bank, with over ten years as a senior executive in the Community Banking Sector.

Product Roadmap

Risk and Compliance as a Profit Center:

- Embedded Finance
- Embedded Lending
- Cashflow Optimization

Ask

- 5 Eastern Corridor Industrial Customer Intros
- Banking Partnership for Parakeet Embedded Finance