# RevTech Labs





## Problem

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











### Problem

The cost breakdown:

Human Capital (80%)
 Equipment (10%)
 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

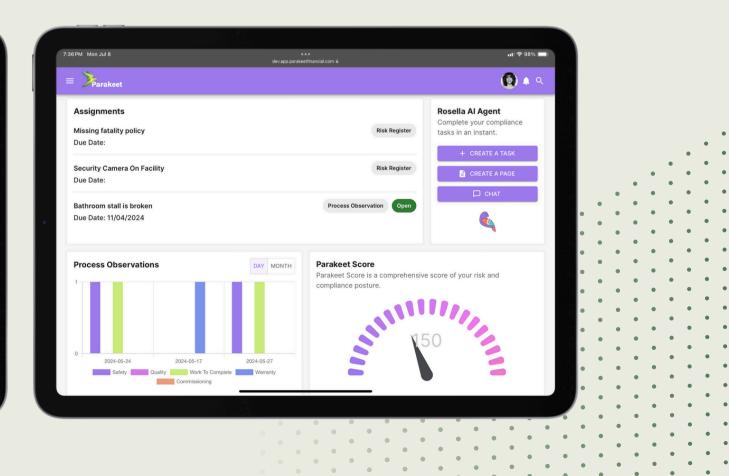
- Collaborate internally across Slack, Microsoft Teams, WhatsApp
- Collaborate with 3rd Party Vendors and Partners

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Instructions: New Requirements for Freight Railroads		Chat Session - 07/08/2024 13:37:23	:	Main Summary	Compliance Details	
Steps Taken		Chat Session - 07/07/2024 12:50:23	:	The article provides an overview of the FDA's guidance, compliance, and regulatory information related to drugs It covers topics such as pharmaceutical inspections, good review practices, drug guidance documents, registration and listing, enforcement activities, drug compounding, exports and imports, relevant laws and regulations, and postmarketing requirements and surveillance. The article does not contain any information directly relevant to the other regulatory agencies specified (CPSC, DoD, DoE, DOT, EPA, OSHA, USDA), nor does it include any actionable outcomes or findings that are specific to the provided facility addresses in Midvale, UT.	FDA         FDA         DEA         FDA Compliance         9. Provides an overview of the FDA's guidance, compliance, and regulatory information related to drugs         0. Covers topics such as pharmaceutical inspections, good review practices, drug guidance documents, registration and listing, enforcement activities, drug compounding, exports and imports, relevant laws and regulations, and postmarketing requirements and surveillance	
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Searched the web Scoured the internet for relevant and authoritative sources on the topic.		Chat Session - 07/07/2024 08:17:56	:			
Summarized findings Synthesized the key information from the sources into a concise summary.		Chat Session - 07/07/2024 06:45:06	:			
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reliable, and efficient movement of people and goods by rail The sources cover various aspects of FRA's work, including its structure, program offices, and key focus areas such as railroad safety, rail network development, research and development	organizational t, and grants and	Chat Session - 07/02/2024 08:49:33	:			
pans.The sources highlight FRA's role in regulating the railroad industry, developing and enforcing safety standards, and supporting t nodernization and expansion of the nation's rail infrastructure. Key regulatory concerns identified include train horn rules and quiet z nazardous materials transportation, and the implem <del>entation of positive train control technolog</del> y.The sources also provide information	quiet zones,			Please type your message here		

#### 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



# Size of Market

#### TAM

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

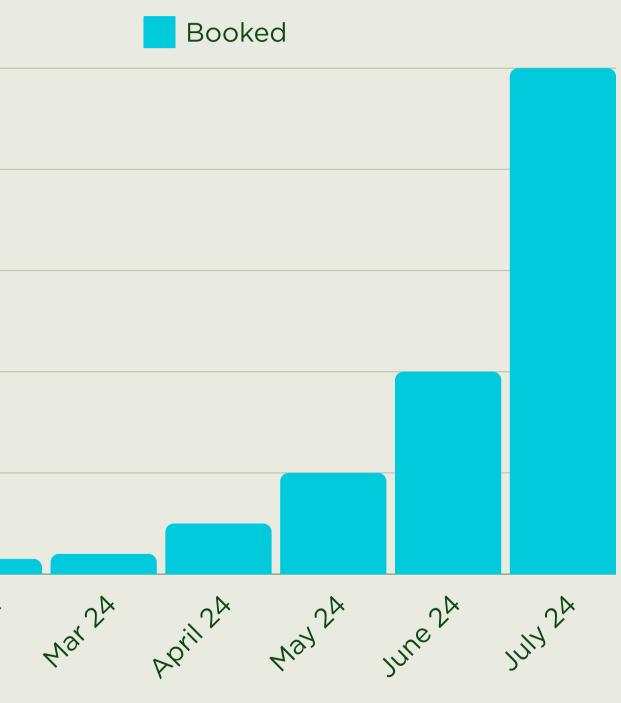
#### SAM

\$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	1,000,000		
Subscriptions. Our GTM is Direct Sales.	800,000		
	600,000		
	400,000		
	200,000		
	0		
		Jan 24	Feb 24



**Our** Numbers

7 Months in operation

2 employees

\$1M raised **Customers** 9 MRR \$51,000

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

Burn \$26,000

BETA

Very Serious Ventures

PETERSON Fintech VENTURES Sandk

**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.
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.

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

#### Hyperproof

- 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