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

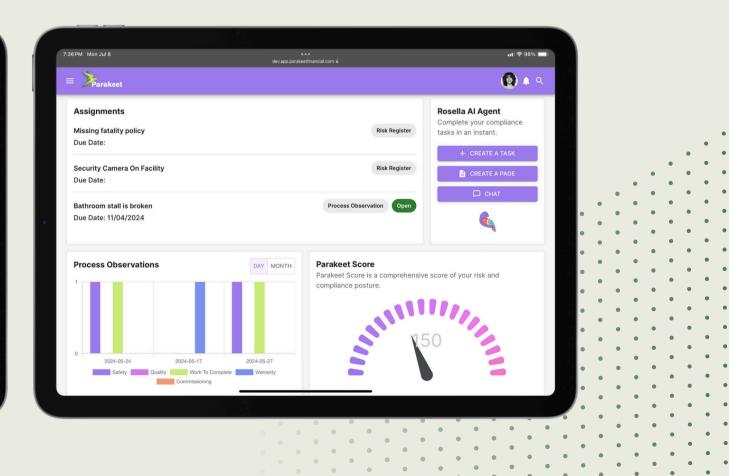
- Collaborate internally across Slack, Microsoft Teams, WhatsApp
- Collaborate with 3rd Party Vendors and Partners

| 12 PM Mon Jul 8 ••• dev app parakeetlinancial.com ii | ul 🗢 97% 💼 | 7:38 PM Mon Jul 8 | | eee devapp.parakeetfinancial.com B | ut i \$ 989 | |
|---|-------------------------------------|---------------------------------------|---|--|--|--|
| Parakeet | 🔞 🌲 🔍 | = Parakeet | | | Q + | |
| Rosella Details Title: New Requirements for Freight Railroads | | + NEW CHAT | | Please summarize this article https://www.fda.gov/drugs/guidance-compliance-regulatory- information | | |
| 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 | |
| Analyzed user query Carefully parsed the user's request to understand their information needs. | | Chat Session - 07/07/2024 09:52:11 | : | | | |
| 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 | : | | | |
| | | Chat Session - 07/07/2024 06:44:40 | ÷ | | | |
| H1 H2 H3 Paragraph Bold Italic Strike Highlight Left Center Right Justify Set link Add Image from URL Add Youtube video Research Summary | | Chat Session - 07/03/2024 18:43:14 | : | | | |
| Summary | ha safa | Chat Session - 07/03/2024 15:15:38 | : | | | |
| 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 entation of positive train control technolog 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.

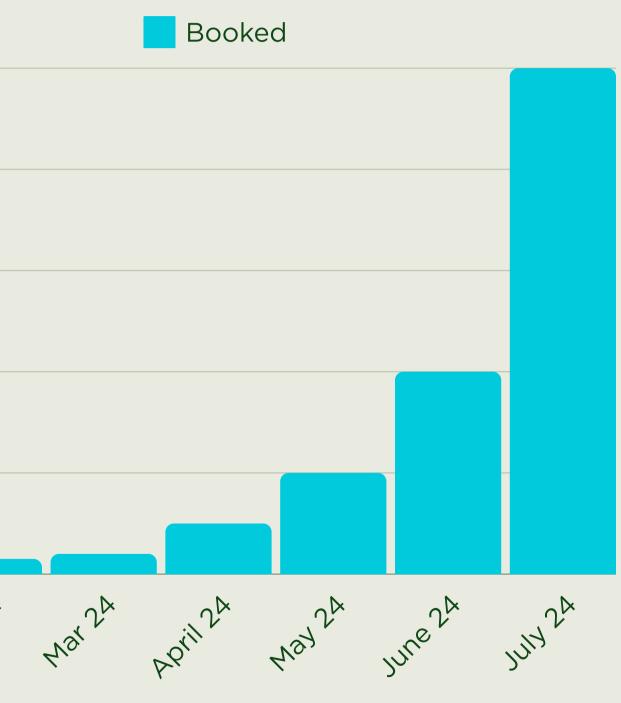
SAM

\$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