Pitch Patterns

Conversational Intelligence for Sales and Customer Service Calls.

Team & Intellectual property
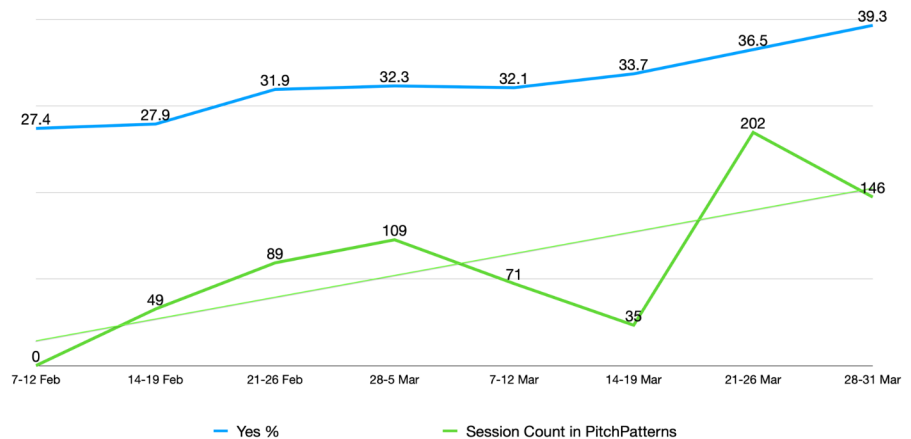
Proprietary scraped and labelled **data** sets of 4TB of video and audio recordings.
Proprietary models for speech enhancement (denoising like krisp.ai), speech and face diarization, speech and face emotion classification, laughter detection and speech-to-text.
The team consists of 6 AI scientists (Phd., MSc.), 5 developers, 2 designers, and 3 salespeople.
The team produced more than **10 scientific publications** and 3 are pending.

Traction

The company established 2018, PitchPatterns.com is the **second product**, currently has multiple revenue sources, and **cash-flow is balanced. PitchPatterns.com was launched in February 2022** and currently has signed **5 paying clients**. The goal is to have at least **10 paying clients** by the end of the year with **MRR of 10k EUR**. Focusing on Baltic and European multilingual markets. Target companies are call centers, travel agencies, insurance companies, and customer service companies with 20-100 agents. Competitors in the USA are gong.io (7.25B valuation), fireflies.ai (500m valuation) and in Europe KlausApp.com (100m valuation), but there are more than 20 high-value companies, most of which do not have their own AI models and rely entirely on speech-to-text services.
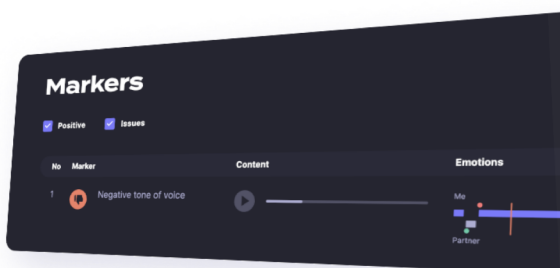
Results

Current clients report up to **43% improvement in sales conversion** after starting to use PitchPatterns.com. Since staring early 2022 we have not had any churned clients and instead existing clients have added more sales teams to the platform.

Investment

1-2m EUR seed round
with **5-10m EUR** valuation
2 investors already committed

Markers
See issues automatically marked.
Save time by knowing where to focus attention first.

Meta analysis
See which emotional moments happened at what exact time moments.