asya

We enable future workplace by intelligent hyper-automation

Problem

Typical 100 agent call-centre operation monthly

- Rotation of workforce 10 agents per month, 1 HR manager, cost: 4000 EUR
- Training 10 new agents, 1 Project manager, cost: 4000 EUR
- Quality control and strategy, 4 Project managers, cost: 12000 EUR
- Agents on phone lines and text messages, 100 agents, cost: 200,000 EUR
- Marketing team, generating leads, 1 marketing manager, cost: 4000 EUR

Human agents: 107

AI agents: 0

Total cost: 224 000 EUR / month

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Solution

- 1 x Skilled call centre manager, cost: 5000 EUR
- Rotation of workforce 5 agents per month, eldigen.com HR AI Agent, cost: 50 EUR
- Training 5 new agents, eldigen.com Staff Training AI Agent, cost: 50 EUR,
- Quality control and strategy, pitchpatterns.com Quality Control AI agent, cost: 500 EUR
- 50 robot caller pitchpatterns.com AI agents, cost: 2500 EUR
- Agents on phone lines and text messages for complex tasks, 50 agents, cost: 100,000 EUR
- Marketing team, generating leads, eldigen.com AI Agent, cost: 50 EUR

Human agents: 51

AI agents: 54

Total cost: 108,150 EUR /

monthly

Profit: 115,850 EUR 52% saving

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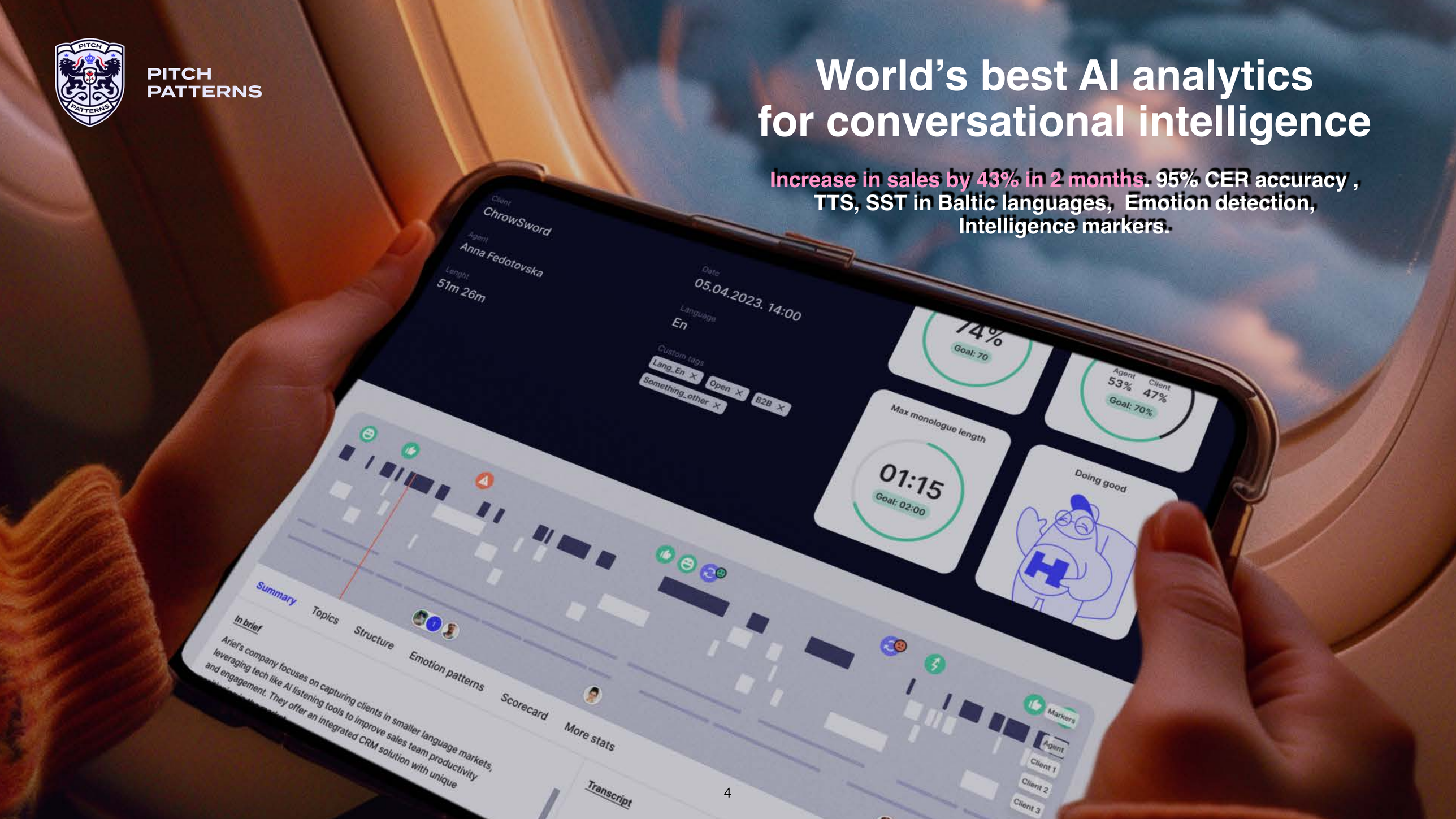
PITCH PATTERNS

World’s best AI analytics for conversational intelligence

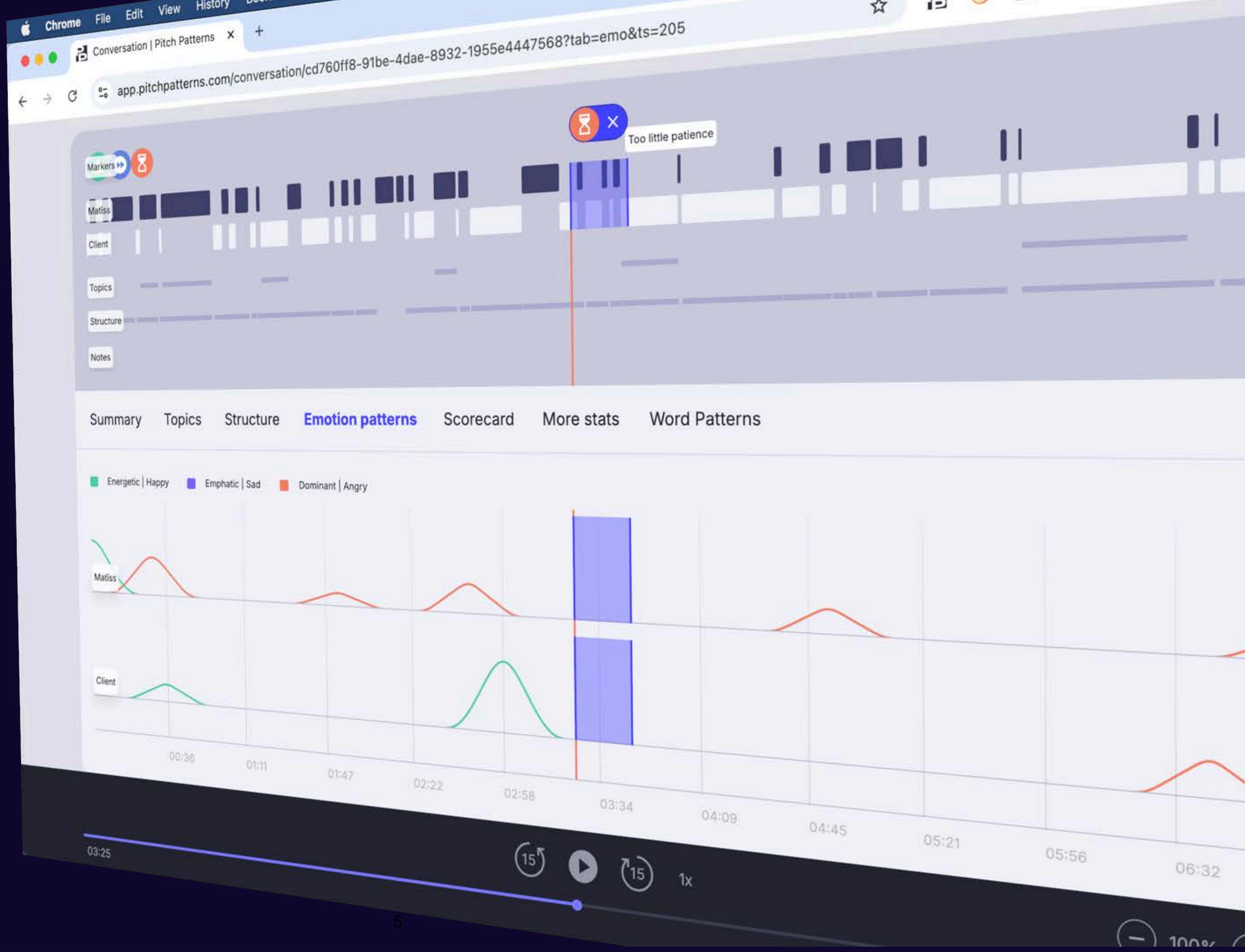
Increase in sales by 43% in 2 months. 95% CER accuracy , TTS, SST in Baltic languages, Emotion detection, Intelligence markers.



PITCH PATTERNS

Soft-Skills Tracking

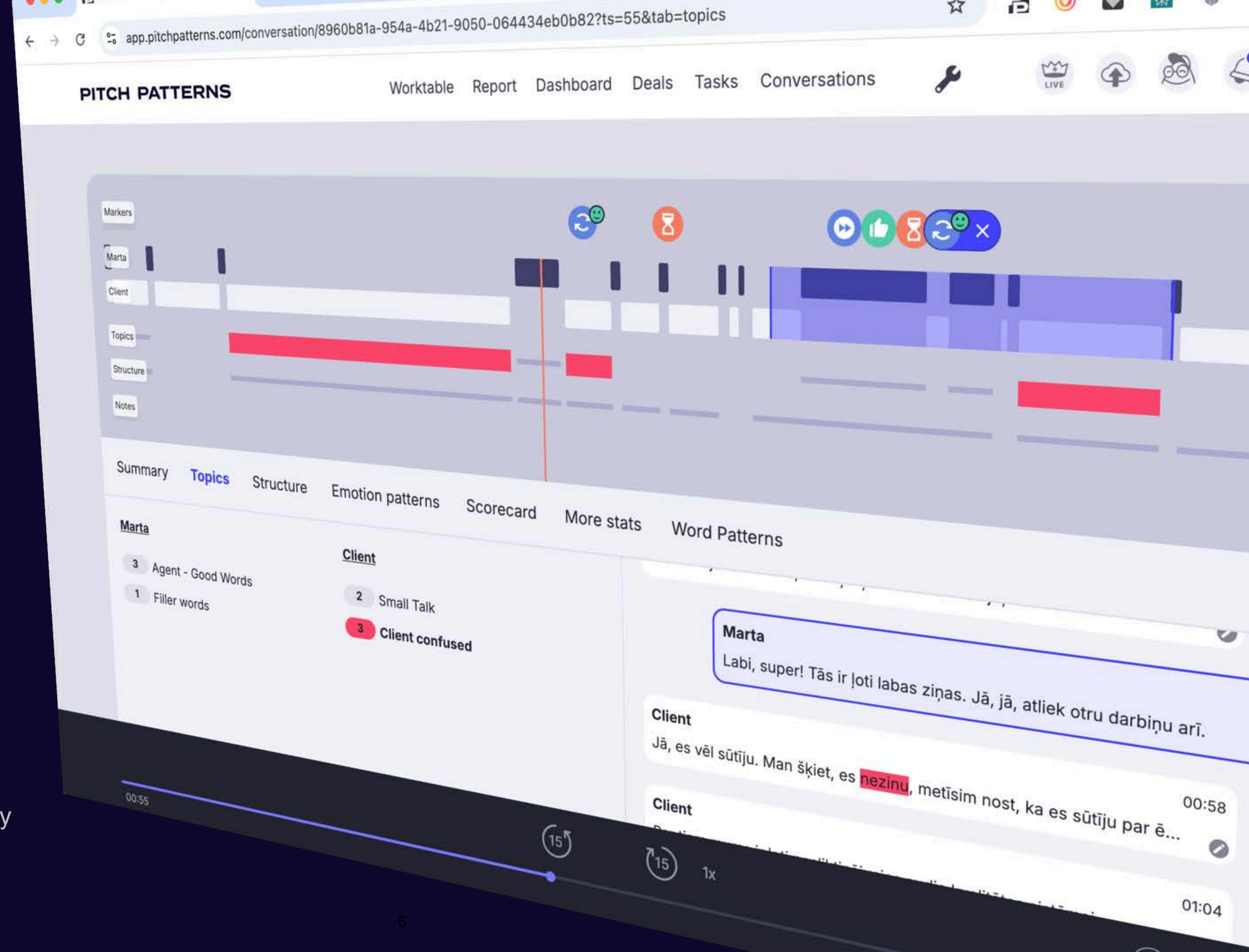
Multi-modal emotion tracking using tone and sentiment. 6 axis emotion pattern visualisation and unique Social Intelligence markers.



PITCH PATTERNS

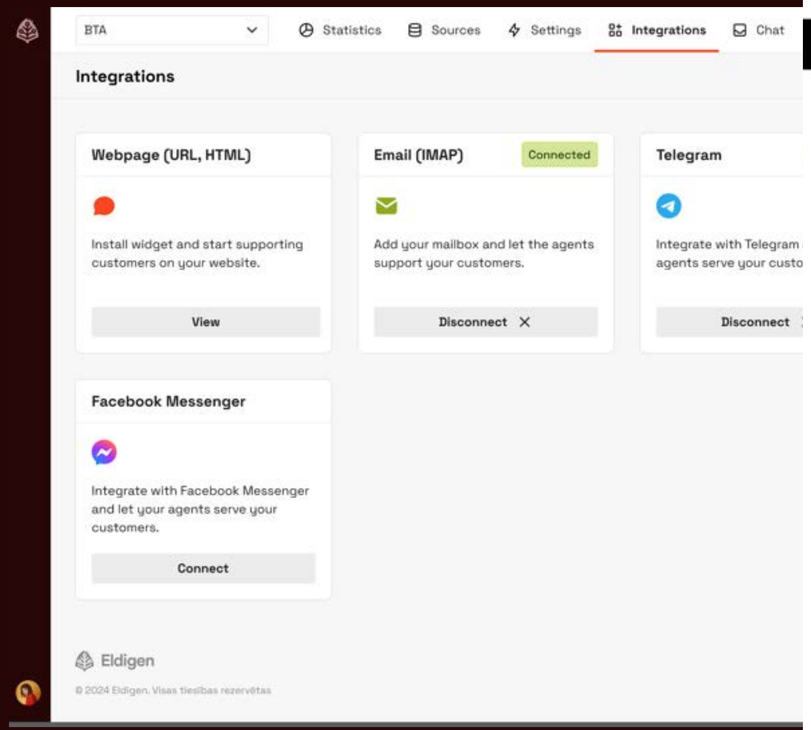
Hard-Skills Tracking

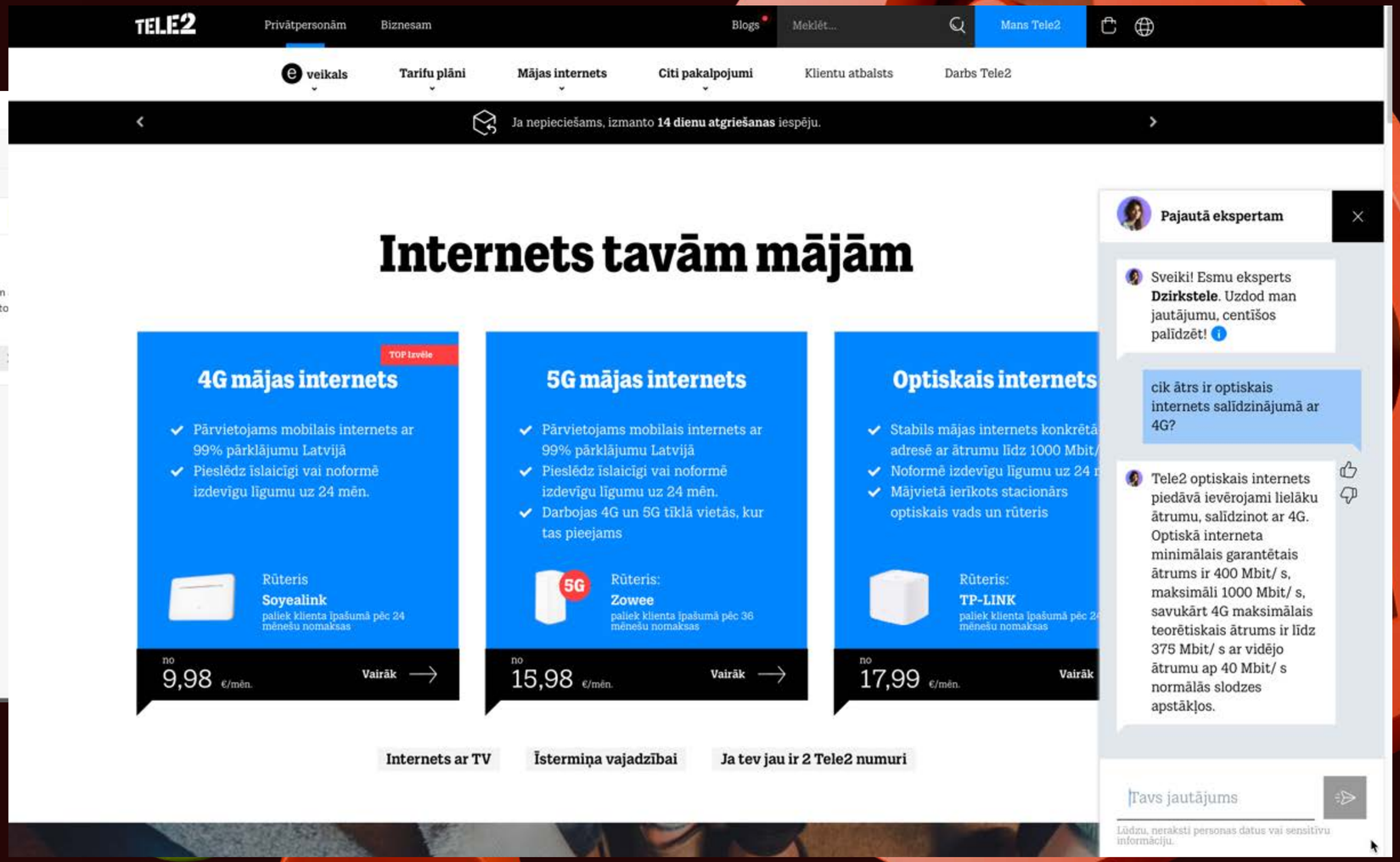
AI Summary, Keyword/Phrasal Topics and Intent logics to identify bad behaviours and enforce quality control.



PITCH PATTERNS
LEADERBOARD
Points for today
1 ▲ +1 Jānis Ezeriņš 1019 912
2 ▼ -3 Una Pārdaugaviete 900 925
3 ▲ +1 Helmuts Jānis Laipotājs 875 900
4 ▲ +1 Rēzija Bedrīte 820 820
5 ▼ -1 Laima Oga 740 720
6 ▼ -2 Ritvars Liepnieks 710 0
7 – Kristīne Kārkliņa 695 725
8 ▲ +1 Raivis Dzintariņš 600 580
9 – Renāte Kalniņa 520 710
ACTIVITIES
In the last 5 minutes
Dāvis
Deal atjaunots ar piezīmi
31.03.2023
10
James
Steped up from position 2 to 1
31.03.2023
Kelly
Call to Intergaz (didn't record)
31.03.2023
200
Older
Reminder
There are 4 working days left this week
31.03.2023
Raitis The Great
Received a 5 star rating
31.03.2023
1000
Dāvis
Steped up from position 2 to 1
31.03.2023
Dāvis
Call to Lego (didn't record)
31.03.2023
200
Industry leading Human agent activation system using Live Leaderboards
LIVE

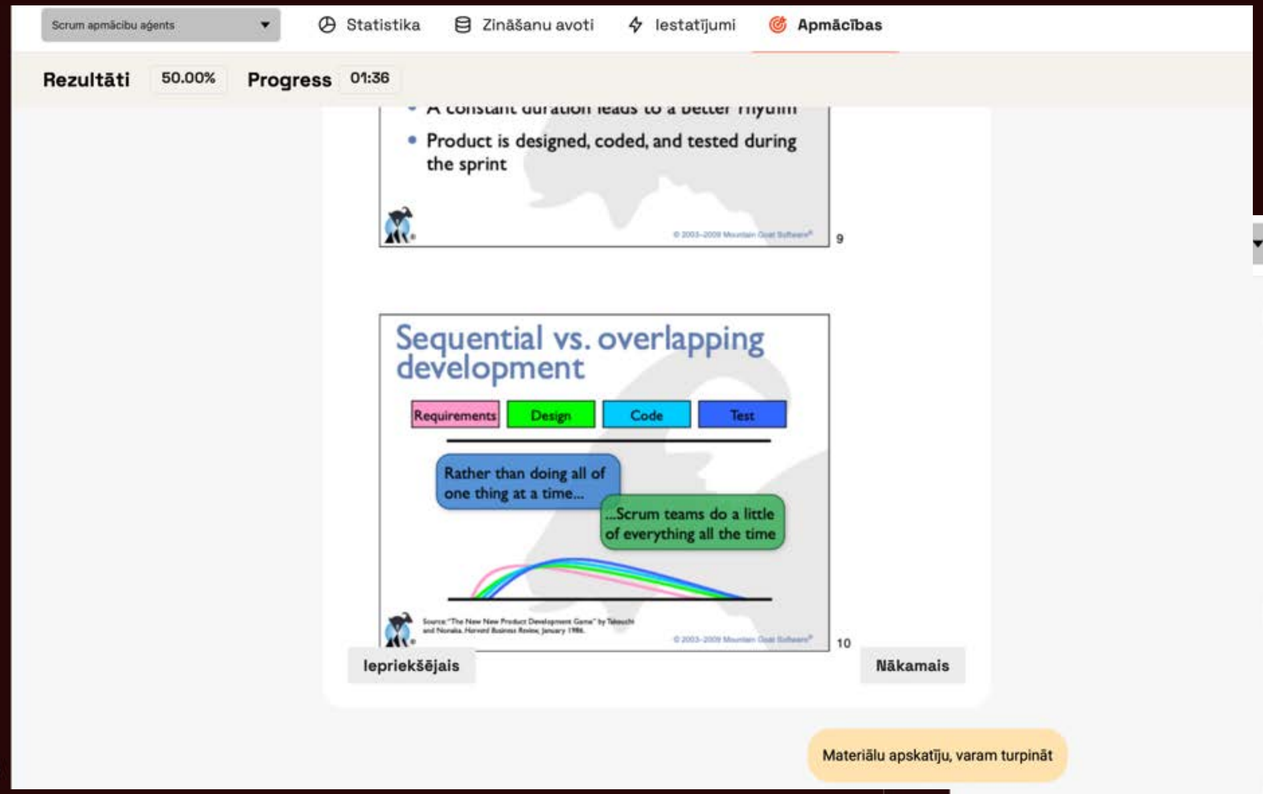
AI Client support agent (Chat & Email)

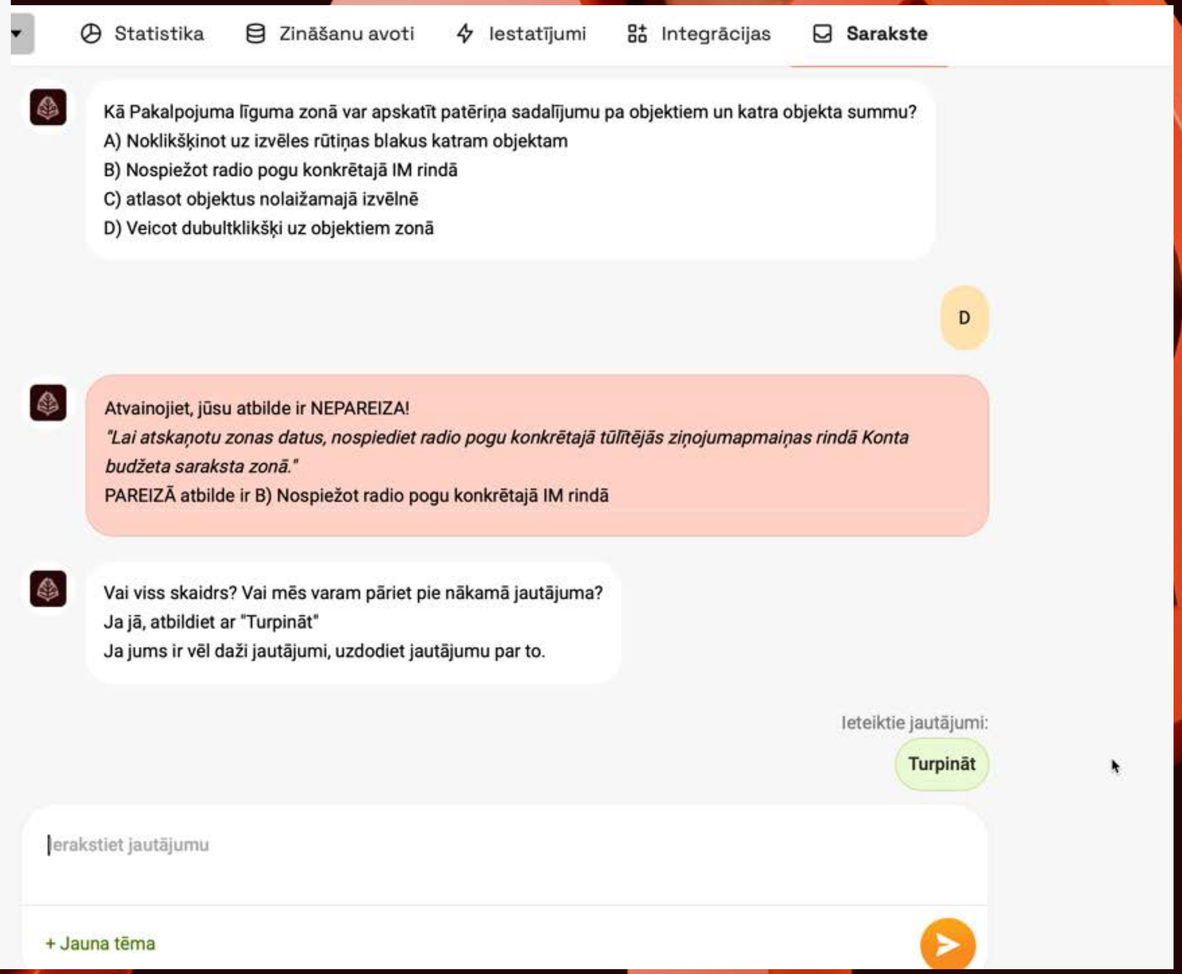




Eldigen

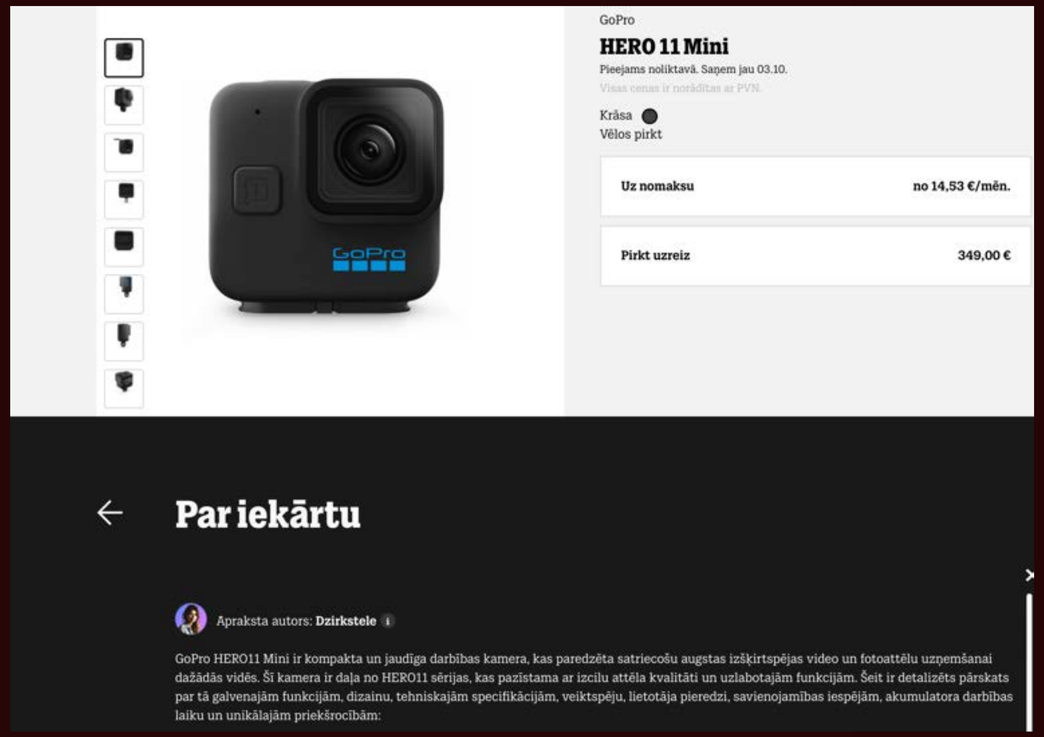
AI Training Agent

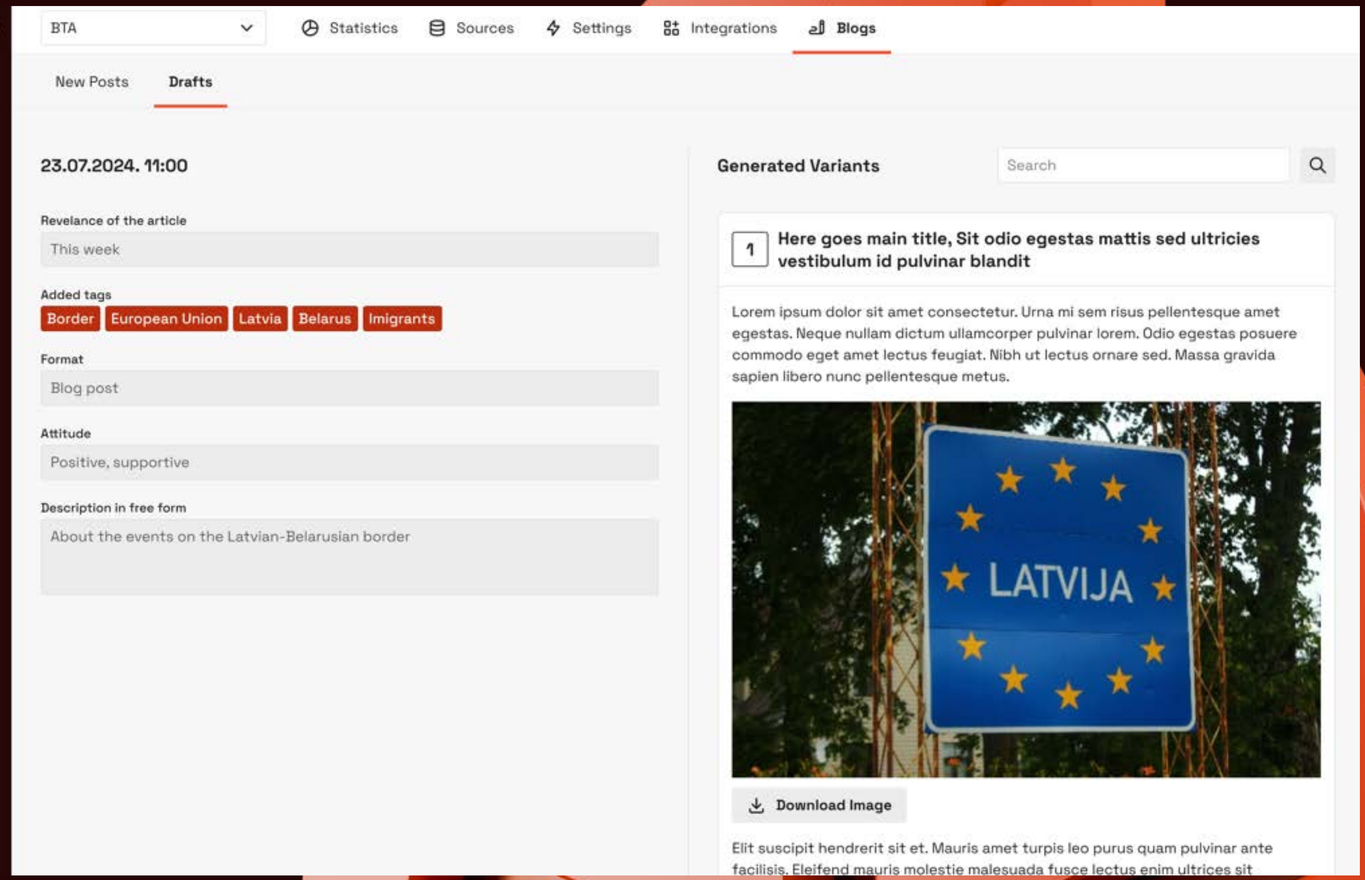




Eldigen

AI Content creartion agent

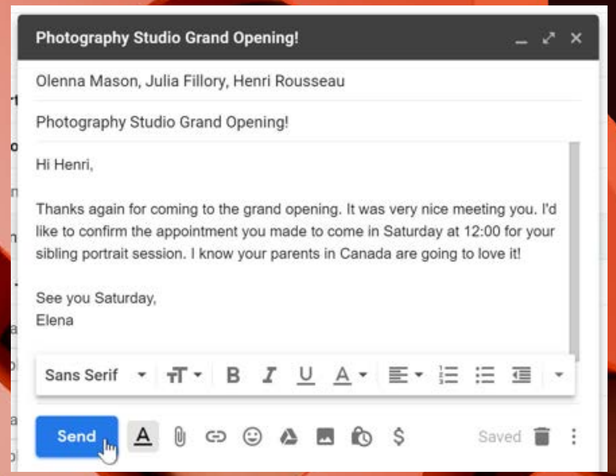




Eldigen

AI Document validation agent

No.	Progress	Evidence	Result
1	Is it a B2B company?	Pitch Deck	Yes
2	Is it in a seed stage?	Pitch Deck	Yes
3	Do they have about 5000 EUR monthly recurring revenue?	Email	No
4	Do founders have previous entrepreneurship experience?	Email	Yes
5	Does the product have at least 10 clients?	Email	Yes
6	Does the business have Intellectual property?	Pitch Deck	Yes
7	Do they have testimony from a client?	Pitch Deck	Yes
8	Does the churn of the product is below 10%?	Email	Yes
9	Do they have a technology expert on team?	Pitch Deck	Yes
10	Do they have sales expert on the team?	Pitch Deck	Yes
11	Do they have marketing expert on the team?	Pitch Deck	No
12	Is their professional work experience longer than 7 years?	Email	-
13	Are there at least 2 founders?	Email	No
14	Is the market potential for the industry at least 1b dollars?	Email	Yes
15	Do they have other investors on cap table?	Pitch Deck	Yes



Eldigen

TELE2
Administration
CRM agent
12
Procurement Checker
3
1
Employee Internal
4
Branch Support
5
Customer Service
Private Clients
746
Customer Service training
37
38
Email Support
1834
Business Clients
89
Sales Training
393
64
Sales
Product Leeds
89
Marketing
Blog writer
1
Webshop Descriptions
124
Supply Chain
Undiscovered Constellation
Supervise AI agents rather than doing work manually.
Eldigen

Business model

PITCH PATTERNS

Quality and Strategy platform starting
500 EUR/mon

Robot caller agent starting
500 EUR/mon

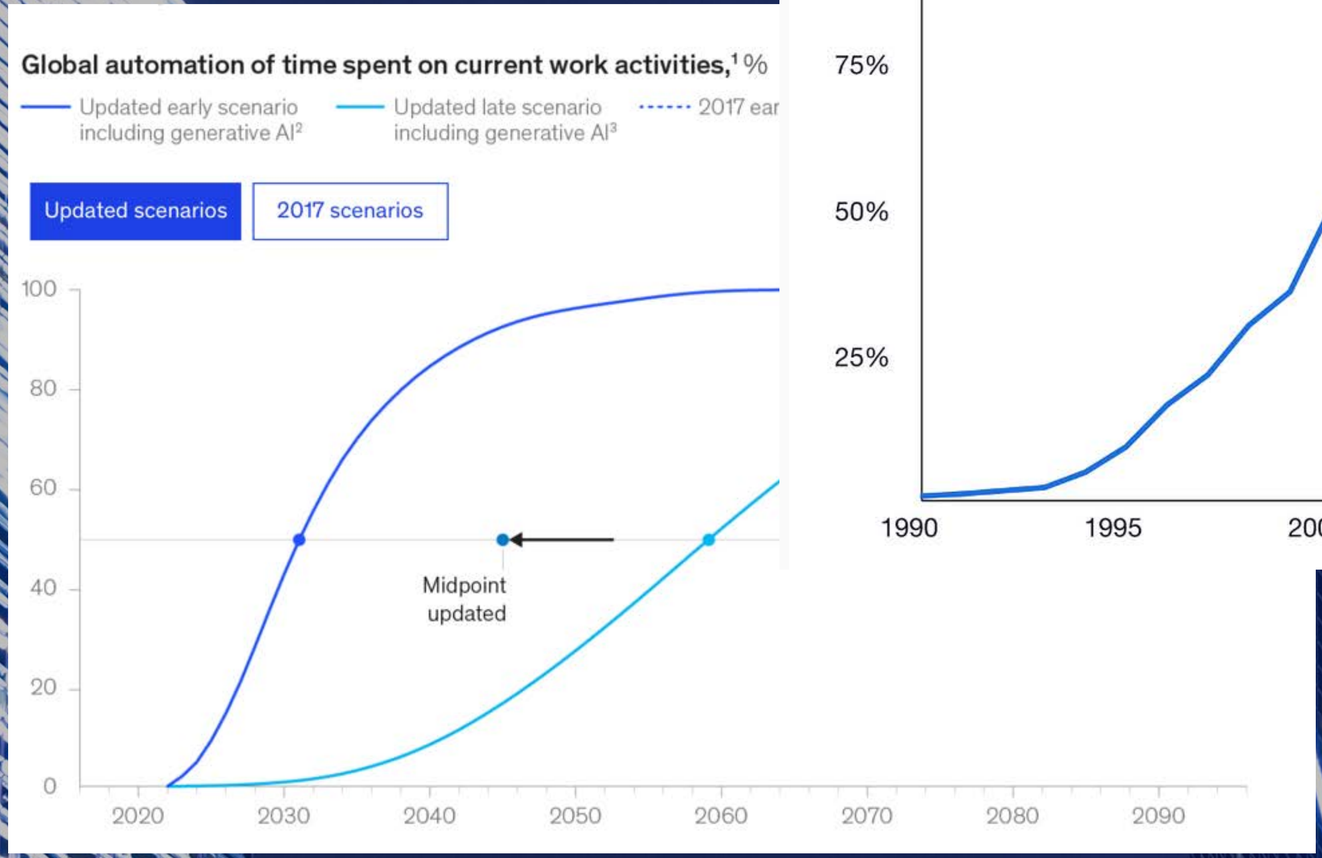
Eldigen

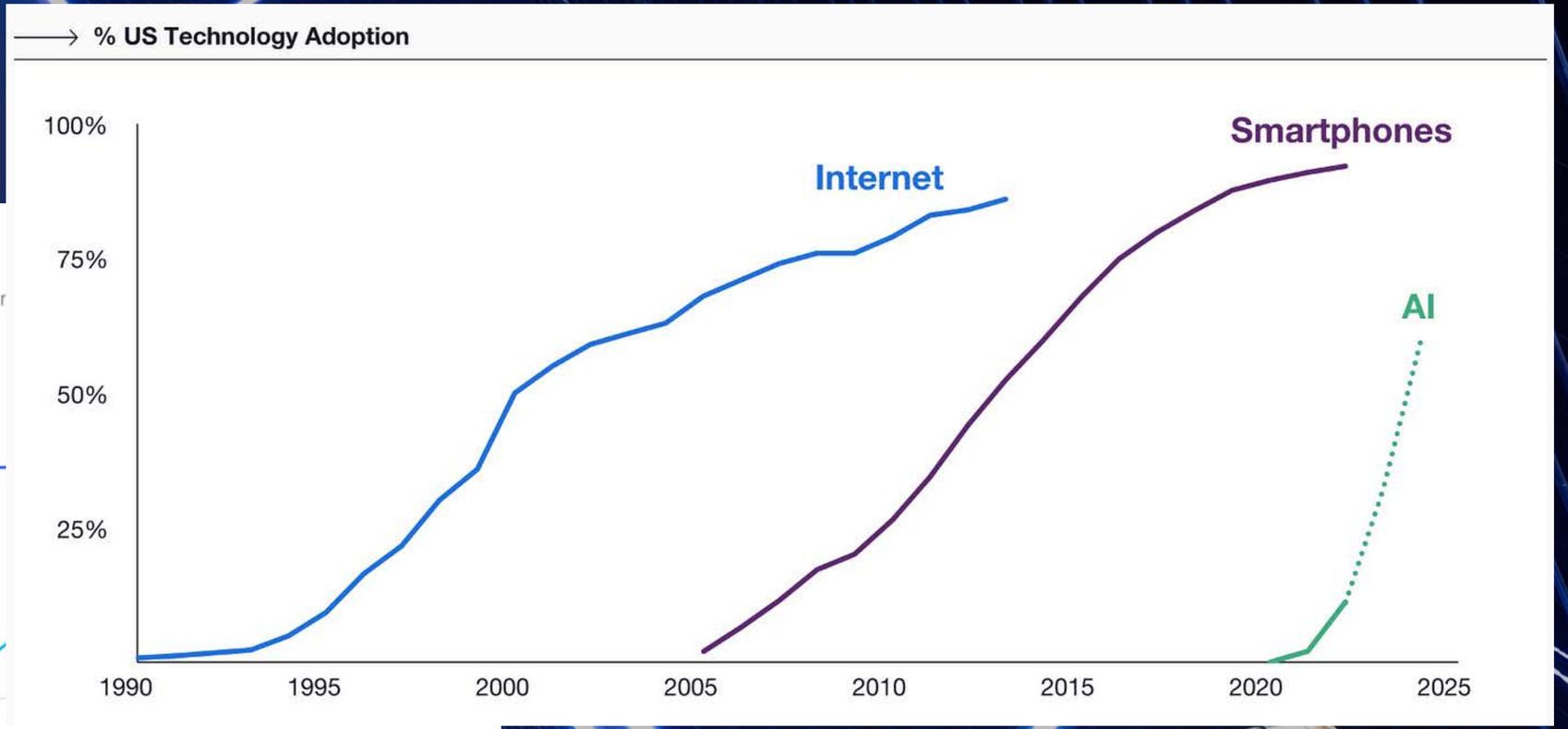
All agents starting
50 EUR/mon

Enterprise
2500 EUR/mon

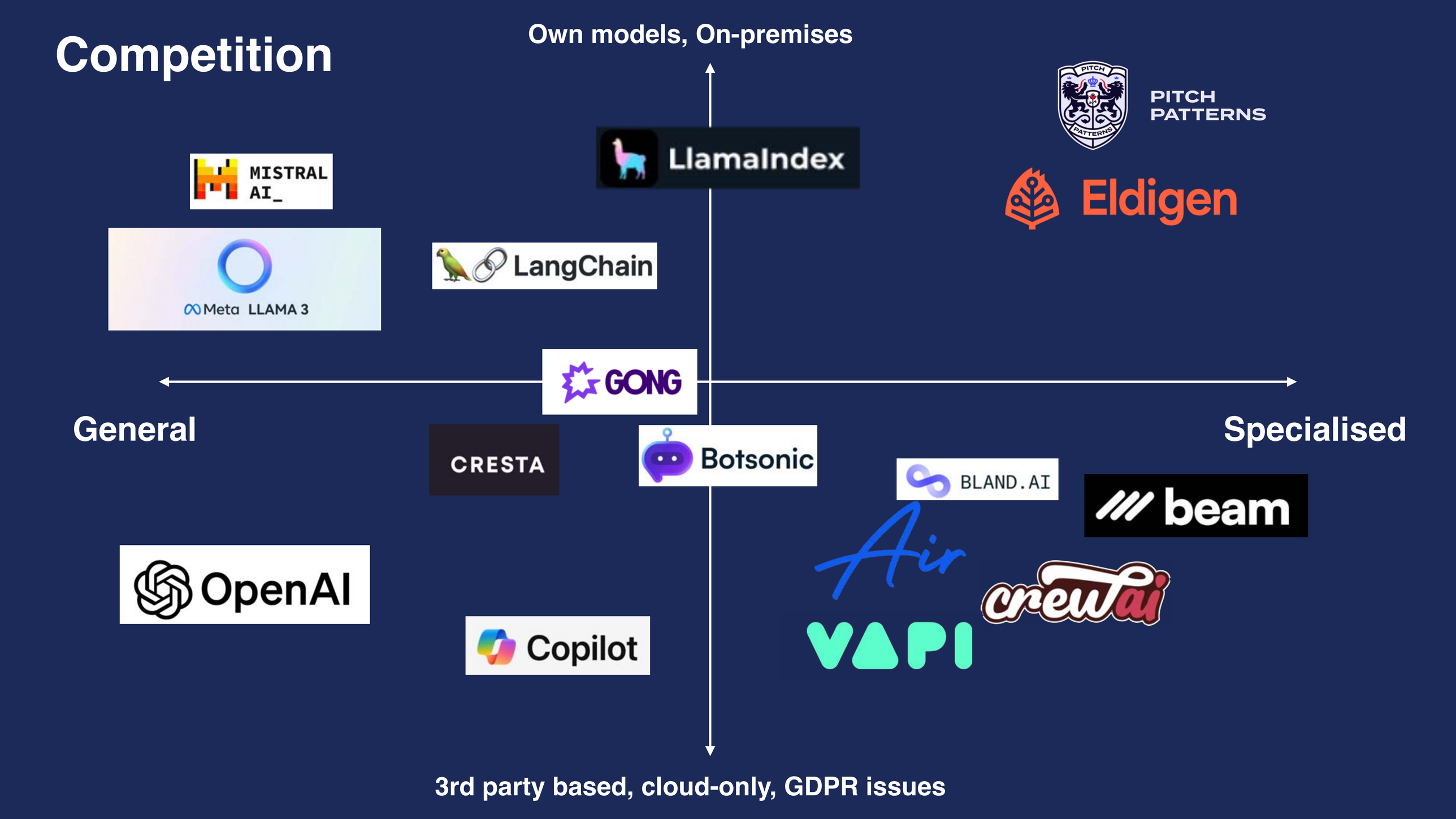
Market opportunity

McKinsey report shows 50% of current workplace activities automated by 2045



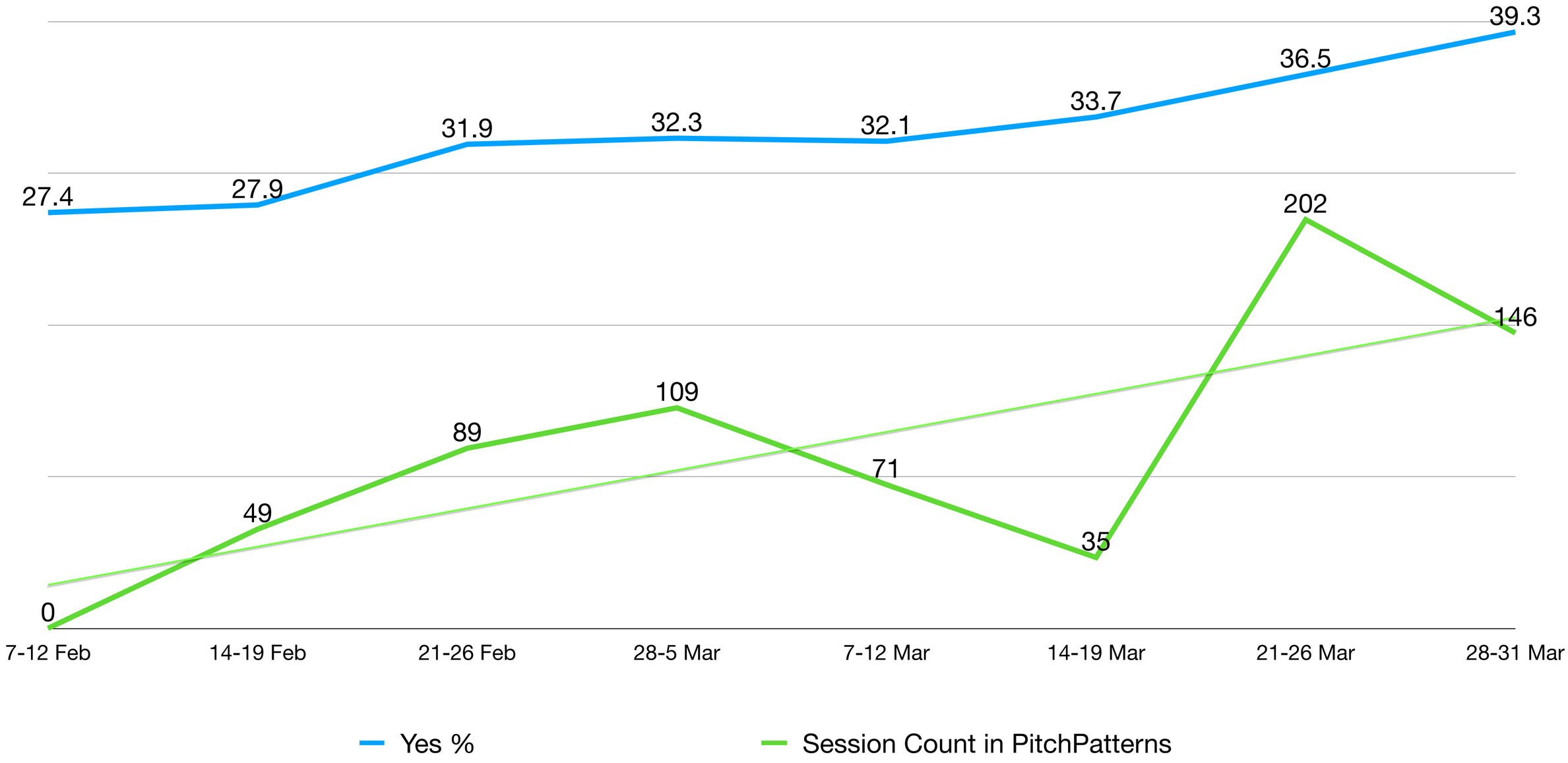


Competition



20+ Enterprise Customers from Baltic States and USA, Germany

43% improvement in closed sales



Case study

Before:
Call center: 50 agents
Manual call quality evaluation system, such as QEval: 30 EUR * 50 = 1,500 EUR
2 x full-time quality control staff, gross: 4,000 EUR * 2 = 8,000 EUR
Conversion rate for B2C resell (upsell) calls: **5%**
Resell (upsell) deal size: 500 EUR * 50 * 10 potential deals * 0.05 = 12,500 EUR

After:
Call center: 50 agents
pitchpatterns.com: 45 EUR/mon * 50 = 2,250 EUR
1 x full-time quality control staff, gross: 4,000 EUR * 1 = 4,000 EUR
Conversion rate for B2C resell (upsell) calls: **10%**
Resell (upsell) deal size: 500 EUR * 50 * 10 potential deals * 0.1 = 25,000 EUR

Savings: 9500 - 6250 = 3250 EUR (First month)
Potential Earnings: 25000 - 12500 = 12500 EUR (Within 3 months)

Team

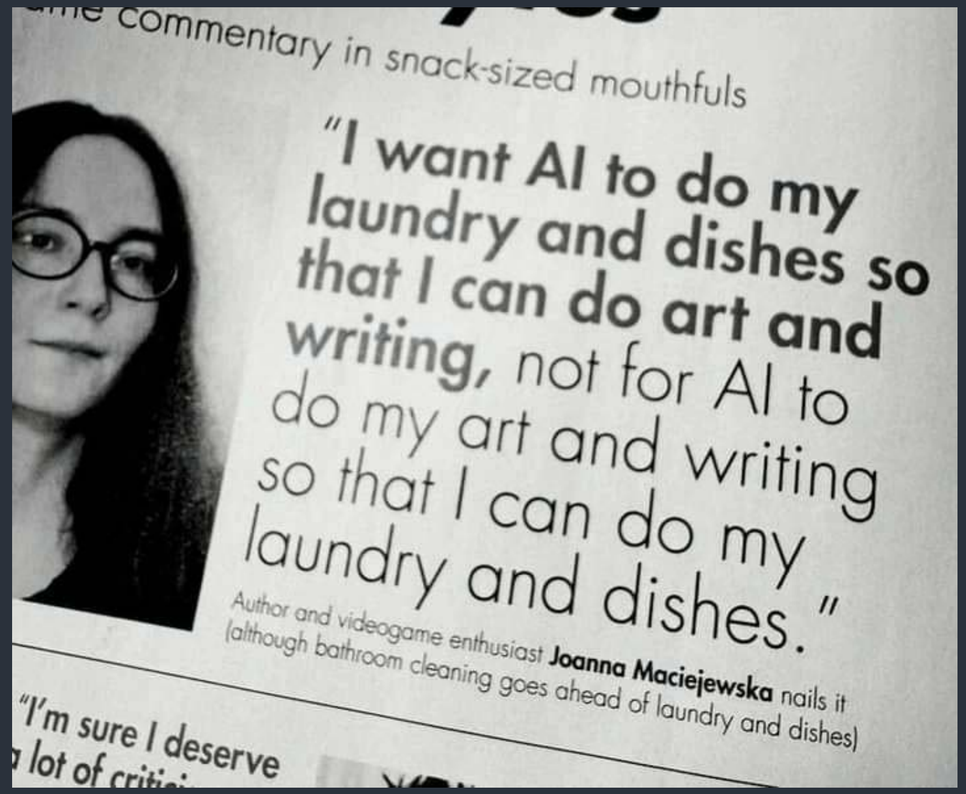
30+ researchers, developers, award wining designers, 20+ scientific publications

Cost effective new Nordics $40,000 per month for a team of 30 members.

Average age: 24

Not using any 3rd party services like OpenAI API etc. (70% margins, on-premises with shortened sales cycles)

Ignoring reality



VS

Taking advantage