



TectorAI

The neutral research & validation layer for consulting teams

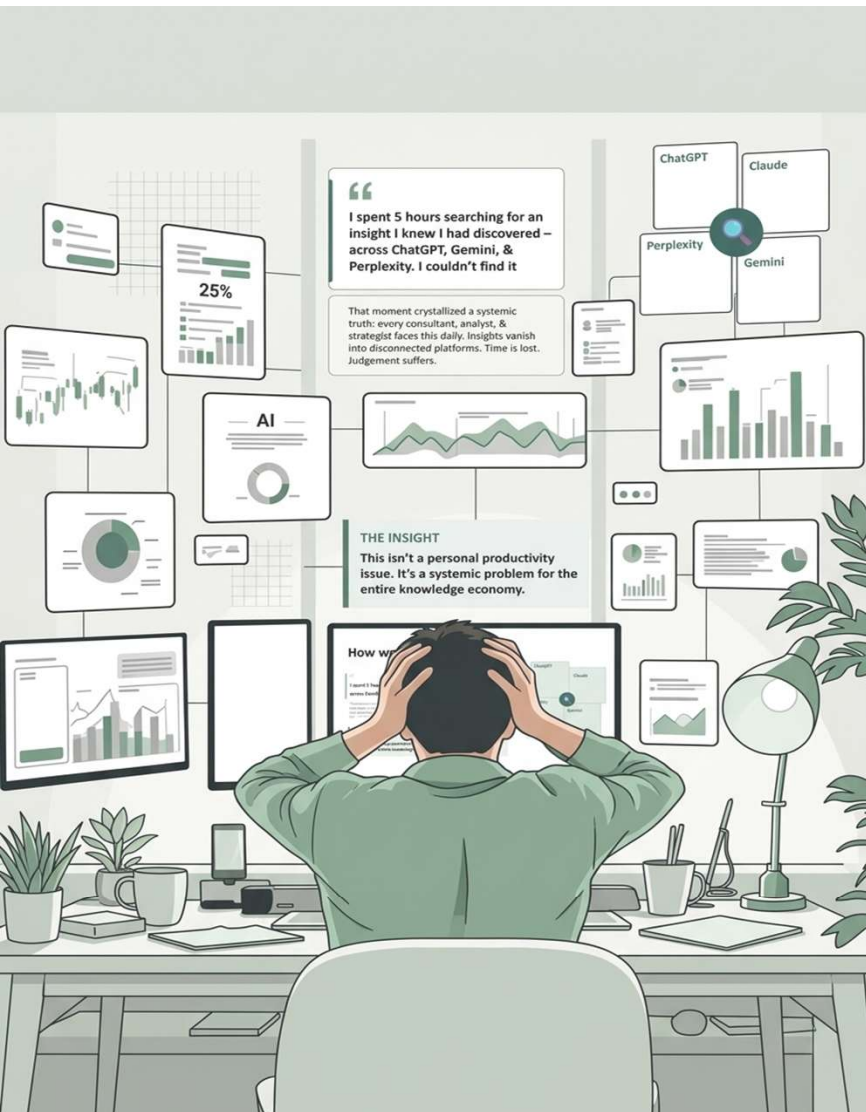
Organized research. Defensible decisions. Research that becomes institutional memory.

Visit us: tectorai.io | scopegrid.tectorai.io

Contact us: manish@tectorai.io | +91 (707) 300 1921

- ashwin@tectorai.io | +1 (647) 594 2258

Pre-Seed • **Confidential Investor Overview**



THE PROBLEM

Wake up call for consulting : 3 of Big 4 firms pull or refund AI-written reports & \$440K penalty

Before, during, and after – research leaks time and trust at every stage

1 Before you start

Teams spend days deciding what to even research, building frameworks. The knowledge of what matters sits scattered across Partners/Managers/VPs and SVPs and is a challenge to capture – **Tacit knowledge lost**

2 While you research

Insights scattered across general purpose LLMs(Claude, Gemini, Perplexity etc.), specific platforms(AlphaSense, NotebookLM etc.), old decks, & reports. Hours wasted re-researching, work gets duplicated - **Productivity lost**

3 Before you ship

Contradictions & invented citations slip into deliverable. In Oct' 25, a Big-4 firm **refunded \$440K** over fabricated references from an AI tool chain – **Reputational Risk**

AI made teams ~25% faster, yet ~19pts more likely wrong on harder tasks | BCG x Harvard (n=758)

Knowledge workers are drowning in fragmented research & lack of auditability, & cost is staggering – ~\$2M per 100-member firm /year

WHY NOW

A painkiller, not a vitamin - and the timing has flipped

The pain existed for years, especially as LLM's became popular. In last 2 years it has acquired a forcing function

01

Attaches to Real Budget

Delivery-risk / QA / AI-governance **spend already exists** – Tector plugs into it

Per IDC report, **cost per incidence is ~\$2.4M**; assurance is now a budgeted line

02

Has a Forcing Function

Regulatory + client + public scrutiny make defensible & auditable research mandatory

The costliest legal AI sanction hit **\$55,597** vs ~\$1,500 a year ago, volume grew ~8/day YoY

03

Brought to prevent a loss

Firms pay to avoid the next "\$440K moment" on a named deliverable

Insurance framing, not productivity framing - loss-avoidance an easier budget conversation

AI Tool Sprawl Is the Accelerant

- ✓ **78% of knowledge workers** use 3+ AI tools
- ✓ No shared, neutral memory across them
- ✓ The cross-tool gap is Tector's entry point

Traceability Is Non-Negotiable

- ✓ Regulators, clients, & courts demand source-cited, auditable research
- ✓ Compliance demands have outpaced tooling

True Blue Ocean Opportunity

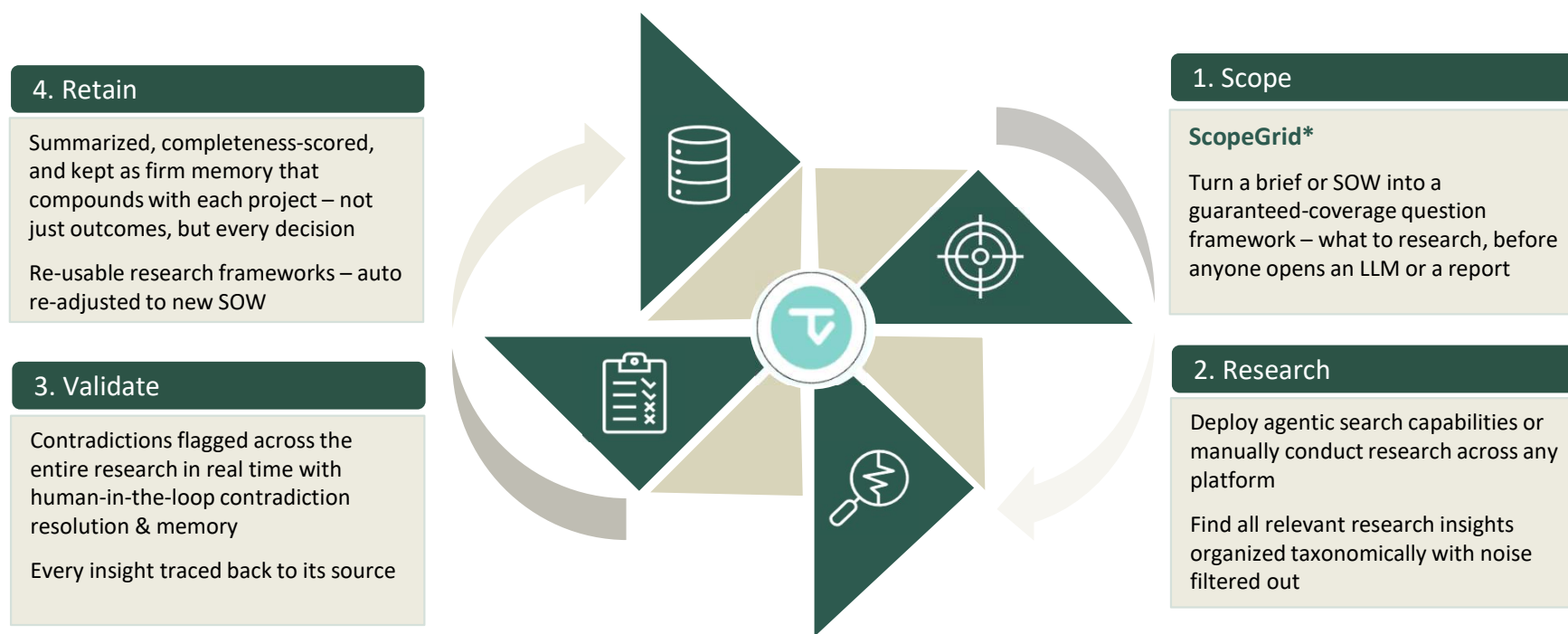
- ✓ LLMs focused on model accuracy & research execution vs judgement
- ✓ Not structurally incentivized for cross platform data ingestion.

Tector is your insurance against the potential boardroom failure

THE SOLUTION

One neutral layer for the entire research loop

Most tools start when you paste first question. Tector starts when you are still in scoping phase – and compounds every project after



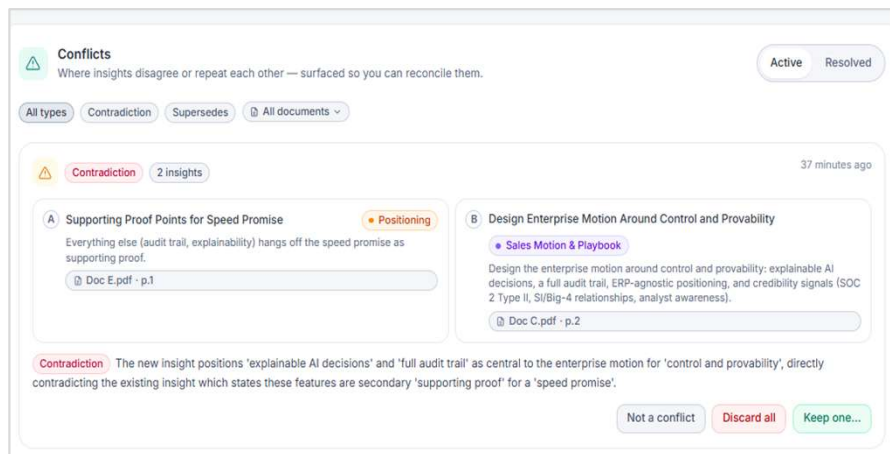
*Free & public project scoping tool available at scopegrid.tectorai.io

The more AI tools you use, the more intelligence you lose – Unless someone organizes the chaos.

THE PRODUCT – TEAM’S SAFETY NET

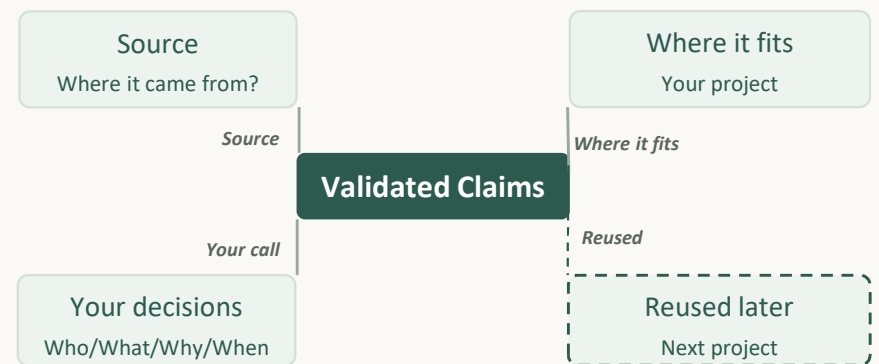
Every contradiction caught & flagged, building firm’s compounding asset

Bad research doesn't fail loudly - it fails in the boardrooms



- ✓ **Conflicts flagged** in real time with source citations
- ✓ **Human-in-the-Loop resolution** with memory of the judgement
- ✓ **100% Auditable Trail** for any regulatory review or client scrutiny

TRUTH GRAPH – Your firm’s compounding asset



✓ 6 months later

A new analyst asks, “have we looked at this?” – and gets the validated answer, its source, and firm’s thought frameworks. No more weeks of redoing the same research, learning the work as it is being done

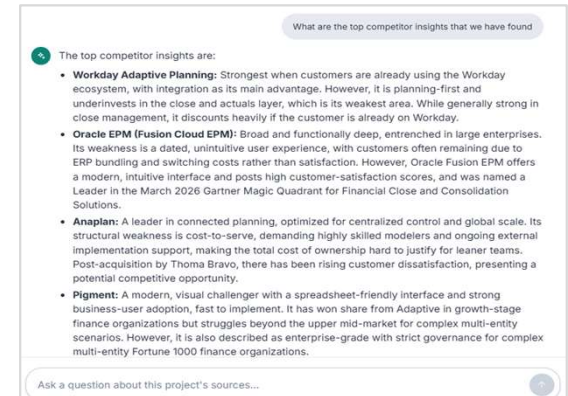
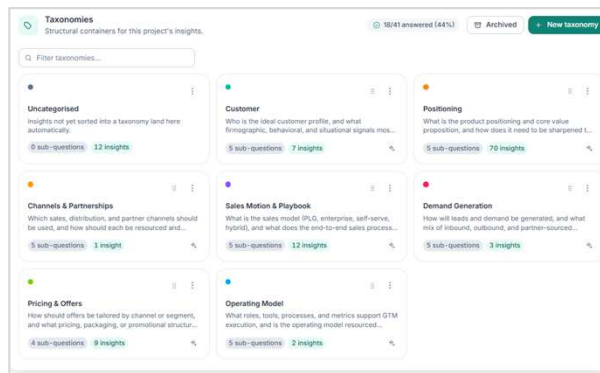
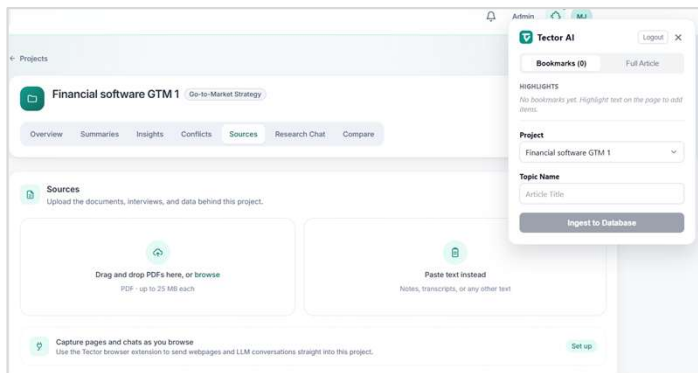
✓ In the boardroom

A client challenges a number or assumption – you pull up exactly where it came from and who signed off. Instantly defensible & retrievable

Competitors keep fragments and reset each project. We keep the graph - and it compounds with every engagement

THE PRODUCT – A RESEARCH GUIDE FOR THE TEAM

How TectorAI works – Capture. Validate. Synthesize.



Ingest – Zero Friction Capture

- **Chrome extension**, manual paste or document upload
- Any LLM, any website, any document

Validate – Sequential Intelligence

- **Auto-classified** into project frameworks
- Every **insight traced to its source**

Consume

- **AI summaries** for project & each taxonomy
- Ask project or taxonomy specific questions

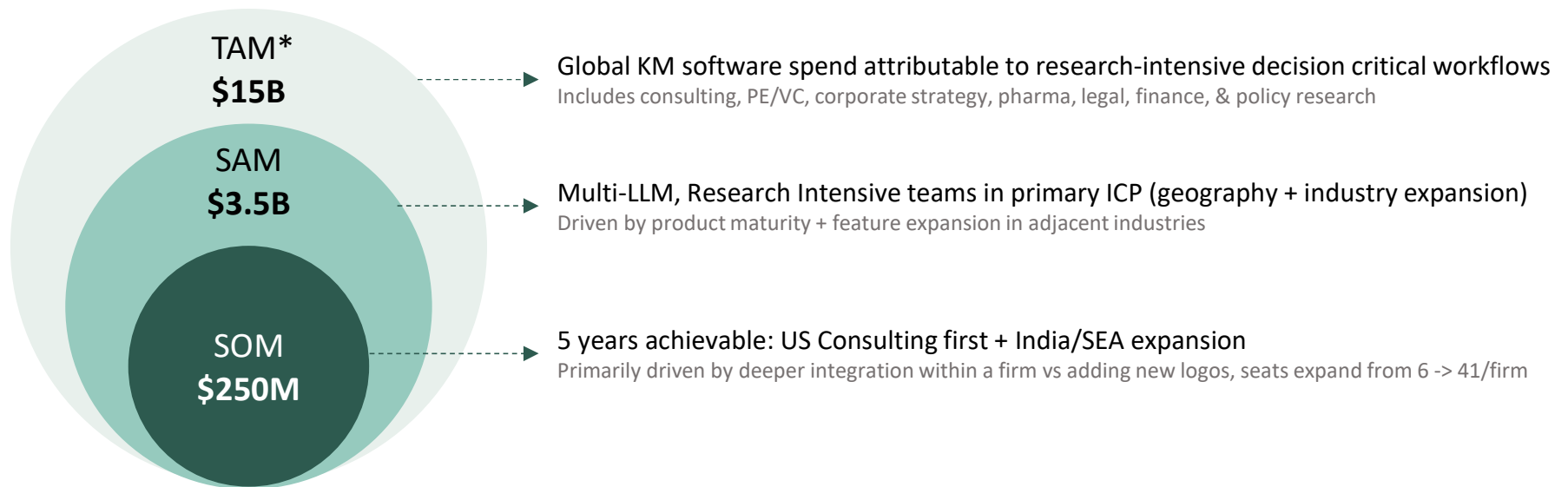
- ✓ Faster research with a safety net, without changing how your team works
- ✓ No migration, no re-formatting - In your workflow in minutes, keep researching the way you already do

Full traceability of all research – 100% context retention & Zero knowledge decay.

MARKET SIZING & TIMING

A \$15B Market Today — Expanding as Every High-Stakes Decision Becomes Auditable

Research intelligence infrastructure across consulting, legal, financial services, pharma, and policy — clear beachhead in consulting

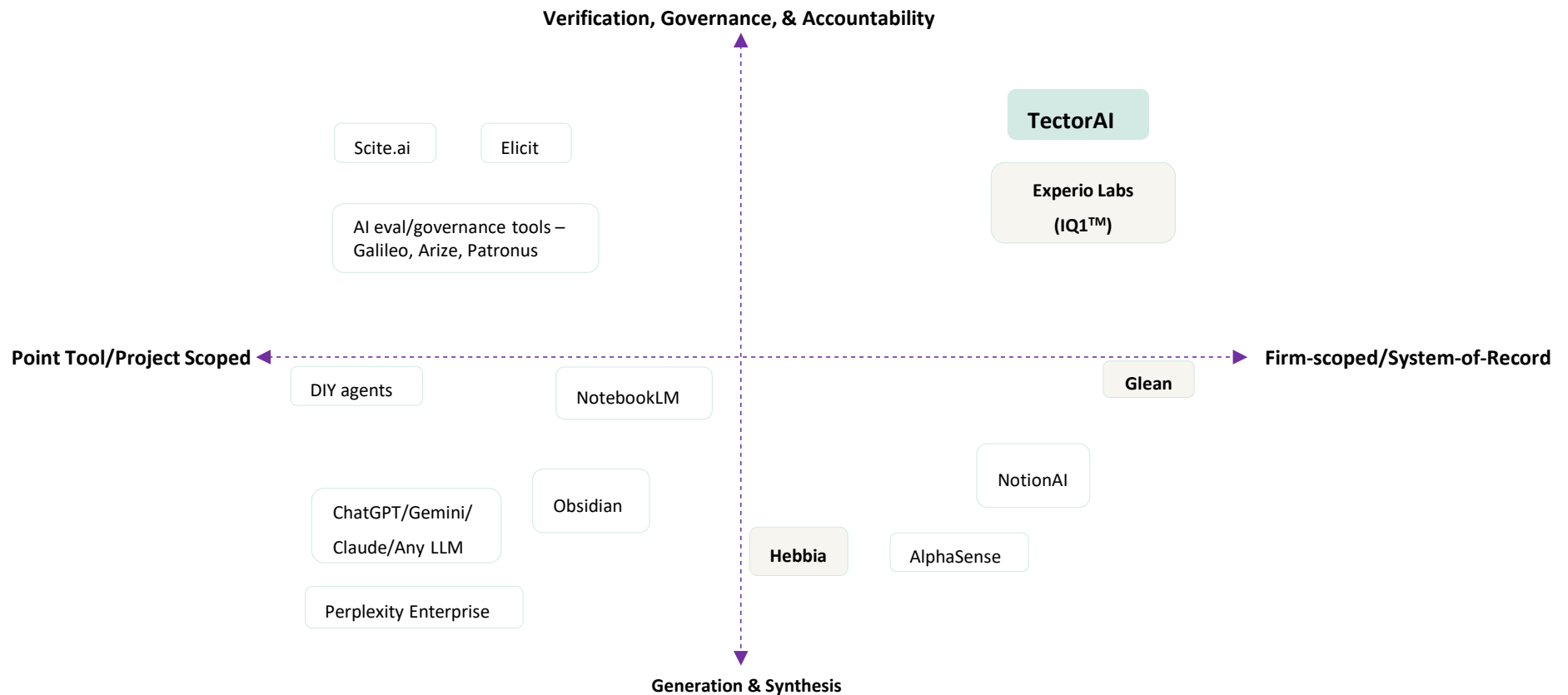


* Top-down derived, \$33.5B in 2025, growing@11%. Excludes HR knowledge bases, IT service management, enterprise wikis, & customer support tools. — Market Research Future(2025) & Grand View Research (2024)

We don't just acquire customers — we compound within them. Every project run in TectorAI deepens the memory that makes leaving cost more than staying

COMPETITIVE LANDSCAPE

Primary research generation has been perfected; Judgement + Memory is the moat



Others generate or store. Tector verifies and remembers - and we're racing to own the corner before it fills

TRACTION & FINANCIAL PROJECTIONS

Our current traction validates founder-led GTM

Founder-led GTM is working. We're not guessing - we're validating with real users, real intent, & zero paid acquisition

25

High Intent Design Partners

Consultants, Consulting Partners,
CEO's & GTM Leaders

3

Enterprise LOIs

Committed mid-market firms with
purchase intent

\$0

Paid Acquisition Spend

Founder-led GTM: Direct outreach,
Alumni, LinkedIn+ ScopeGrid self-serve
funnel

3

Engineers Building

MVP in active build with dev studio for
equity only – bridge arrangement
For long term: Actively recruiting CTO

- ~\$20K ACV for mid-size consulting firm
- ~75K ACV for large consulting firm
- 65% - 70% expected gross margin
- \$12 months CAC payback

Research Completeness Score:

Coming in v1.1 — the first metric that shows the team depth of their
primary research and highlight whitespaces for them to focus on

Design partners come from firms like:



Deloitte.



AlixPartners



Microsoft



Pangram.

neurosensum

Pre-MVP Validation Complete. Real users, real LOI's, Repeatable GTM – All before the product ships.

PRODUCT & GTM ROADMAP

3 Phases, 1 Compounding Moat - Every Phase Deepens What the Next Can't Replace

	Phase 1: VALIDATE (Year 1)	Phase 2: SYNTHESIZE (Year 2)	Phase 3: COMPOUND (Year 3)
Product Focus	Chrome extension Auto-classification Conflict detection Team collaboration Research completeness scoring Agentic gap-closing & validation	Recommendation ready synthesis Research completeness frameworks PE/VC & Corporate strategy modules Deep Firm Integration Work-product stress testing Research ambience mode	Organizational decision memory layer Cross-project knowledge graphs Autonomous research validation Compliance audit-trails
Product Milestones	*MVP Live with paying customers Team workspace shipped SOC2 Type 1	Research completeness framework live Recommendation brief generation Mobile application	Cross-project intelligence engine Decision memory API for enterprise Discovery -> Delivery automation
GTM Milestones	US consulting beachhead Founder led outreach to boutique & mid-market strategy firms ScopeGrid self-serve Akaike Technologies co-sell exploration	India & SEA entry Horizontal expansion to Corporate strategy & PE/VC	Europe entry via Germany Vertical integration into legal, pharma, & financial services
#Customers (# Firms & #Seats/firm)	37 Mid-size : 35 @5 seats/firm @ \$100/seat/mo Large : 2 @20 seats/firm @ \$150/seat/mo	210 Mid-size : 200 @15 seats/firm @ \$100/seat/mo Large : 10 @50 seats/firm @ \$150/seat/mo	515 Mid-size : 500 @35 seats/firm @ \$100/seat/mo Large : 50 @100 seats/firm @ \$150/seat/mo
ARR Target	~\$300K	~\$4.5M	~\$25M

* MVP Metrics : Primary KPI – Insights captured/Project/Week ; Secondary KPI – Conflict resolutions/Project/Week

** Mid size firms: 50 - 500 consultants; Large firms: 500+ consultants

THE TEAM

Who are the names behind this?

Founder-market fit: Between the two of us, we've lived this problem for 20+ years

Manish Jha

FOUNDER & CEO



11 Years of Experience

Consulting, Banking, & Analytics (India & US)

Strategy, Business Development, Marketing, Product, & Investor-relations

EDUCATION

MBA, Kelley School of Business (2022)

5-Year Collaboration

Met at Kelley. Lived as neighbors. Worked together in consulting. Tested working relationships over years of brainstorming

#1 Hire: Technical Co-founder/CTO

Engineering delivered today by an equity-aligned team; raise accelerates hire for a full-time CTO to own the product

Ashwin Chivukula

CO-FOUNDER & COO



10 Years of Experience

Consulting & Analytics (India, US & Canada)

Product, Operations & Solutions Delivery Model

EDUCATION

MBA, Kelley School of Business (2020)

THE ASK

\$1.5M Pre-Seed raise to build engineering team & harden security posture

@\$6M pre-money - 20% dilution. 15-month runway to \$300K ARR & seed readiness

