



STARTECH INOVATORI 2021.

PYHAZOP CLEAN DYNAMIC TECHNOLOGY

Proizvod nov za svet / IT & Naftna industrija

Kagera AI LTD

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Kagera AI LTD pomaže naftnim kompanijama I energetskom sektoru da preventivno smanje rizik i nesreće uz primenu tehnologije mašinskog učenja (Machine Learning). Pomoću inovativne funkcije i matematičkog pristupa, PYHAZOP rešenje predviđa curenje gasa i nafte opasno po ljude, postrojenja i okolinu, tako što smanjuje zavisnost od pojedinaca i mogućnost ljudske greške, uz centralizovano znanje na jednom mestu uz povećanu produktivnost inženjera.

PYHAZOP- rešenje je ekološko, i omogućava korisnicima da kroz web aplikaciju koja garantuje bezbednost podataka dobije preporuke za prevenciju rizika na kratkoročnom, srednjoročnom i dugoročnom planu, kao i dinamične izveštaje i analitiku koja se odvija u trenutku upotrebe.

TRŽIŠNI FOKUS I POTENCIJAL

Rešenja na bazi veštačke inteligencije na tržištu samo nafte I gasa procenjuju se na 2 milijarde \$ u 2019, uz očekivan rast do 3,81 milijarde\$ do 2025, gde je glavni pokretač COVID-19, 88% rukovodilaca spremno za digitalizaciju i postoje direktni kontakti sa predstavnicima velikih kompanija. Primarna tržišta su UAE, Egipat, Katar, Indonezija, gde ne postoji barijera ulaska i već je uspostavljena saradnja sa klijentima. Pored toga, značajna su tržišta gde Kagera ima uspostavljena partnerstva poput Velike Britanije, Holandije i Saudijske Arabije, dok su tercijarno tržište SAD i Kanada.

TIM

Kagera tim predvodi serijska preduzetnica sa više od 10 godina iskustva, koja je vodila 25+ internacionalnih Data Science timova, uz domenske stručnjake sa više od 15 godina iskustva na tržištima Velike Britanije, UAE, KSA i Katara, kao i u iskusne profesionalce u oblasti razvoja softvera, poslovne strategije i HR-a.

Tim poseduje jedinstvenu domensku i tech ekspertizu, snažan fokus na bezbednost procesa u oblasti nafte i gasa, i razvijenu zajednicu uz predstavnike prodaje na targetiranim tržištima i izgrađeno poverenje sa partnerima kojima nudi fleksibilan i konsultantski pristup i tailor-made rešenja.

MOGUĆNOSTI ZA PARTNERSTVO

Rešenje je spremno za tržište i u trenutno je aktuelno podizanje investicije od 1 million \$ za ostvarenje sledećih ciljeva: 3 aktivna i 6 novih klijenata, 206,602 EUR procenjenih prihoda, aktivno pregovaranje sa 14 investitora, širenje na UAE, MENA, KSA, uspostavljanje kancelarije u Abu Dabiju, nove ML funkcionalnosti, zapošljavanje dva business developera u Abu Dabiju, širenje tima programera i angažovanje stručnjaka za pozicije CTO, Marketing Team Lead, Executive Assistant, Legal.





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Kagera helps oil companies and new energy transition companies to prevent the risk and accidents with Machine Learning. With the help of an innovative function, the team predicts gas and oil leaks dangerous to people, plants and the environment, by lowering the dependence on individuals and possibility of human error, with centralized knowledge and increased productivity of engineers.

PYHAZOP- solution is environmentally friendly and enables users to use a web application guaranteeing data security, and receive short, mid and long-term risk prevention recommendations, and dynamic reports and analytics that take place at the time of use.

MARKET FOCUS AND POTENTIAL

AI based solutions only in Oil & Gas market are estimated at 2 billion \$ in 2019, with expected growth to 3.81 billion \$ by 2025, mainly driven by COVID-19, 88% managers are ready for digitalization and there are direct contacts with representatives of large companies. The primary markets are Egypt, Qatar, Indonesia and UAE, with no entry barriers and previously established cooperation with clients. Additional significant markets are those where Kagera has established partnerships such as EU, the Netherlands, , while the tertiary markets are USA and Canada.

TEAM

Kagera team is led by serial entrepreneur with more than 10 years of experience who led 25+ international Data Science teams, with

domain experts with more than 15 years of experience in the markets of USA, UK, UAE and Qatar, and experienced professionals in the field of software development, business strategy and HR.

The team has unique domain and tech expertise, strong focus on process safety in Oil & Gas industry, and developed community with sales representatives in targeted markets and built trust with partners, offering them a flexible and consulting approach and tailor-made solutions.

PARTNERSHIP OPPORTUNITIES

The team received two pre seed investments: €80.000 from the Innovation Fund of Serbia and \$25.000 from StarTech. The product PyHAZOP is ready for clients, and the team is expanding the client list in EU, UAE, KSA, MENA region and raising \$1 million for the next round. The main KPIs include 3 active and 6 new clients, €206,602 revenue forecast, expanding to UAE and MENA, EU, KSA, office in Dubai, active negotiations with 14 investors regarding next round of investment, new ML features, hiring 2 business developers in Dubai, doubling development team, hiring CTO, Marketing Team Lead, Executive Assistant, Legal.



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