



Co-pilot for managing opportunities

deckmatch.ai

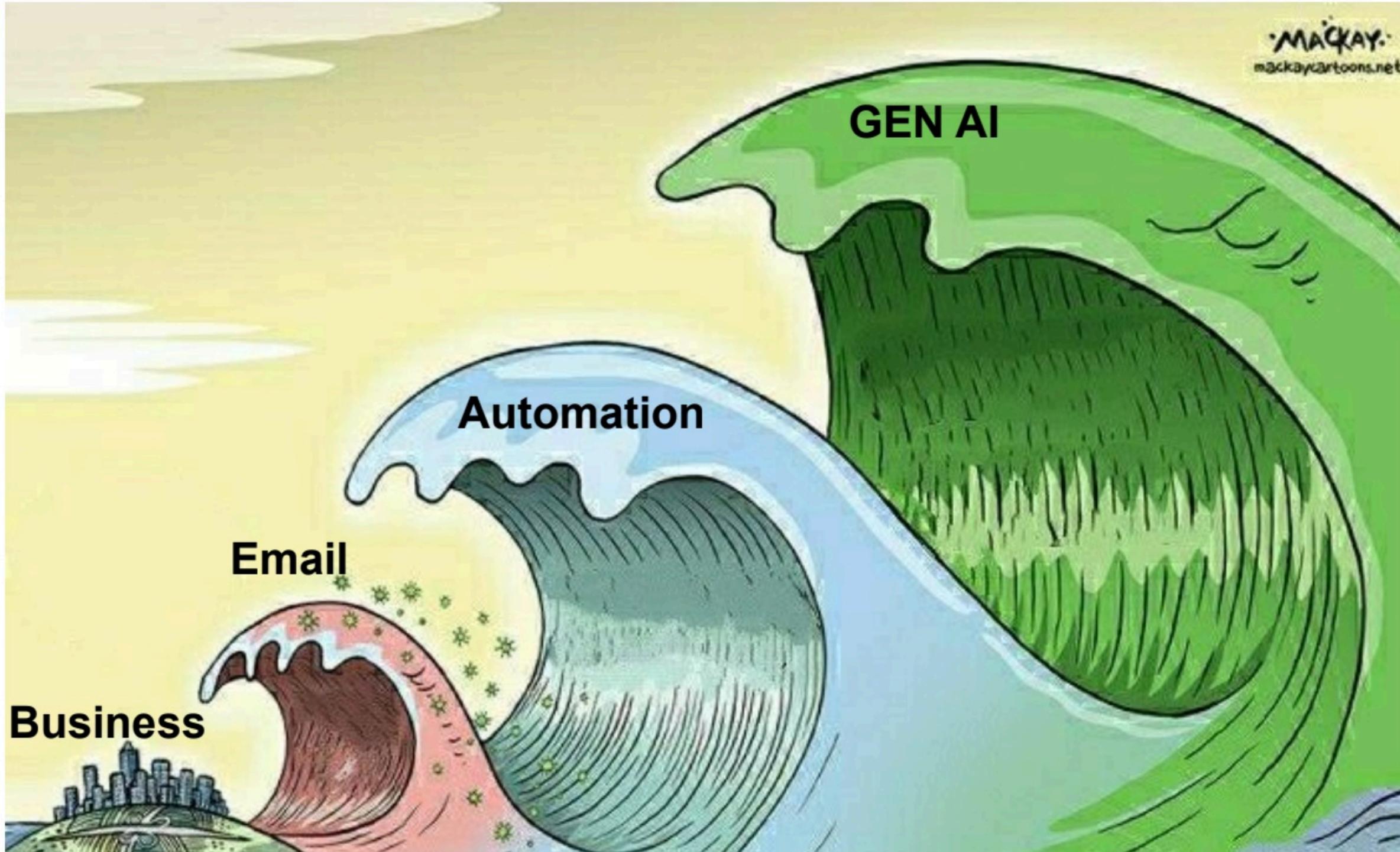
Problem

| *Top of Funnel = firehose of unstructured data*



Problem about to get worse

With Gen AI, inbound is about to explode 100x



Where does the problem persist?

Where opportunities overwhelm

Investment Opportunities

25,000 Private market GPs across VC, PE, RE, Infra funds managers with \$10tr in AuM

\$1b p.a. market

HR & Recruitment

\$760b turnover p.a. with a significant tech spend

\$100b p.a. market

Procurement

Enterprise and SME Procurement and offerings

\$4b p.a. market

Public Sector

Grant making institutions and public tenders

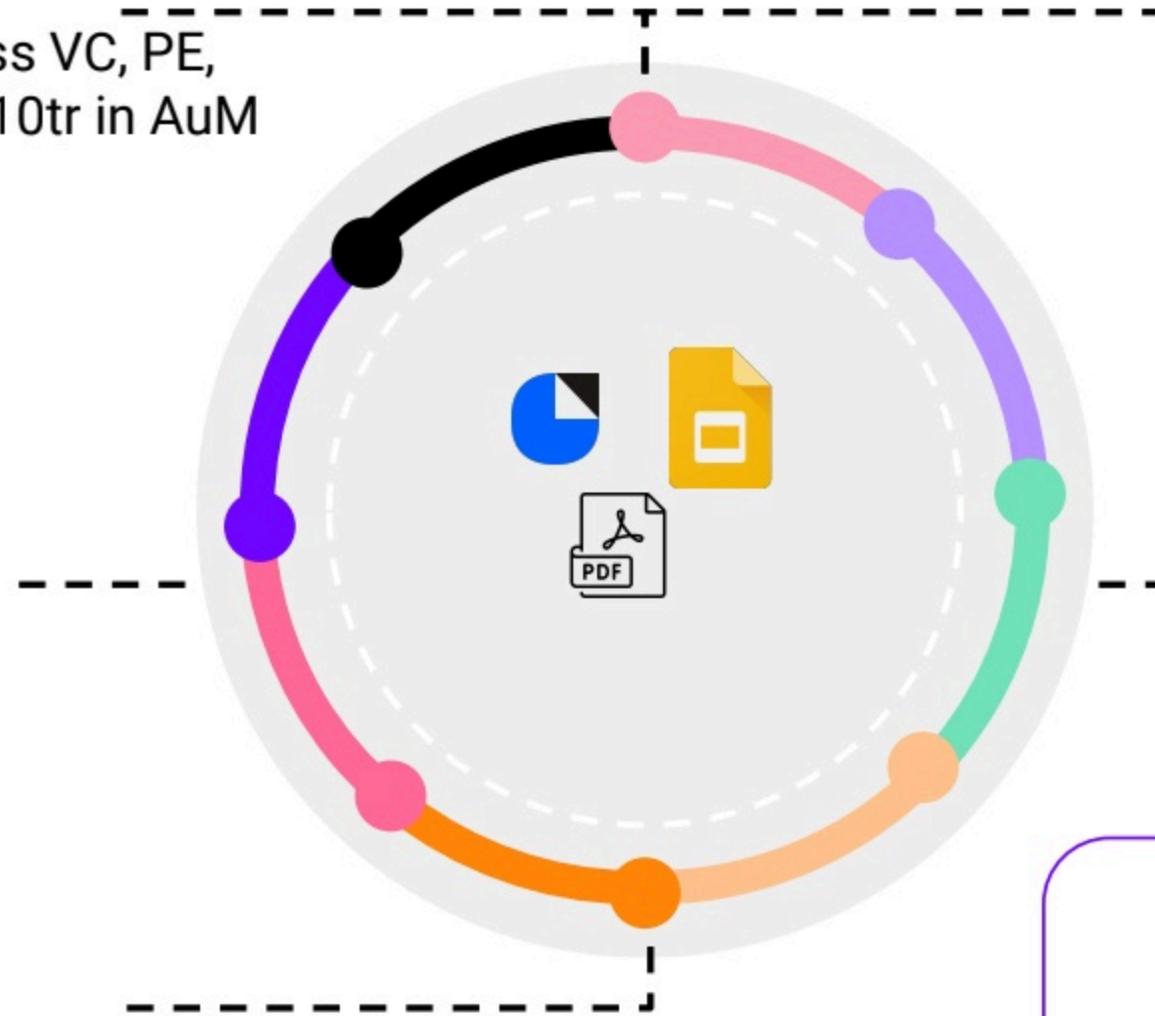
\$5b p.a. market

Industrial Application

Knowledge sharing across silos that is locked away in docs

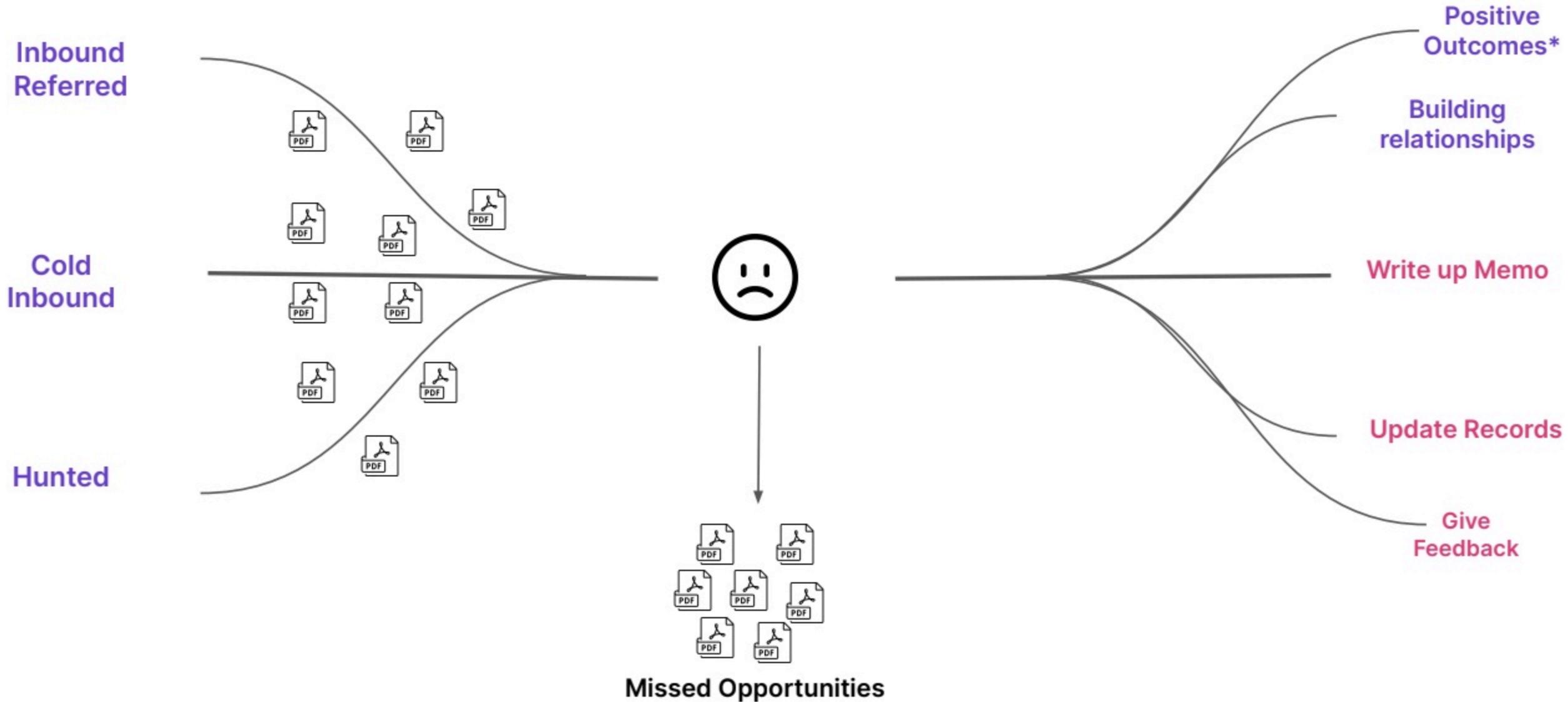
\$10b p.a. market

≈\$120b p.a. market



Problem creates

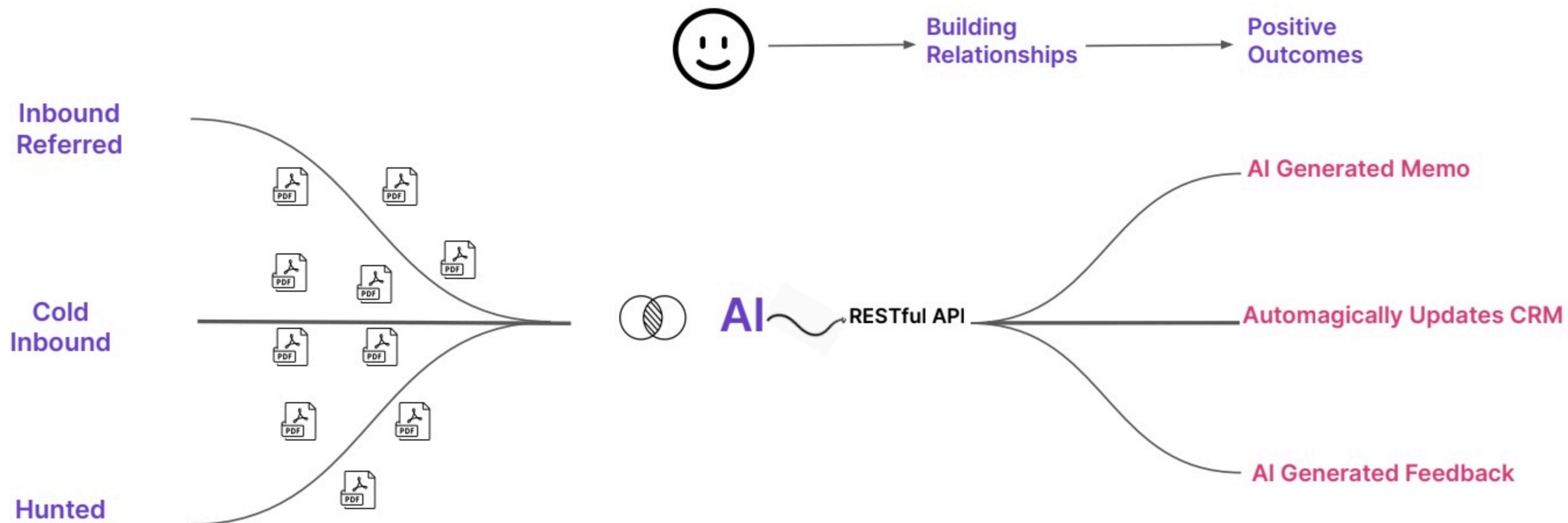
Missed Opportunities and lots of “*Busy*” Work



* For Investors = win deals - for HR = hire the right candidate - for RFPs = Contract with the right vendor etc.

Solution

API-First CoPilot



Solution Demo: Private Markets

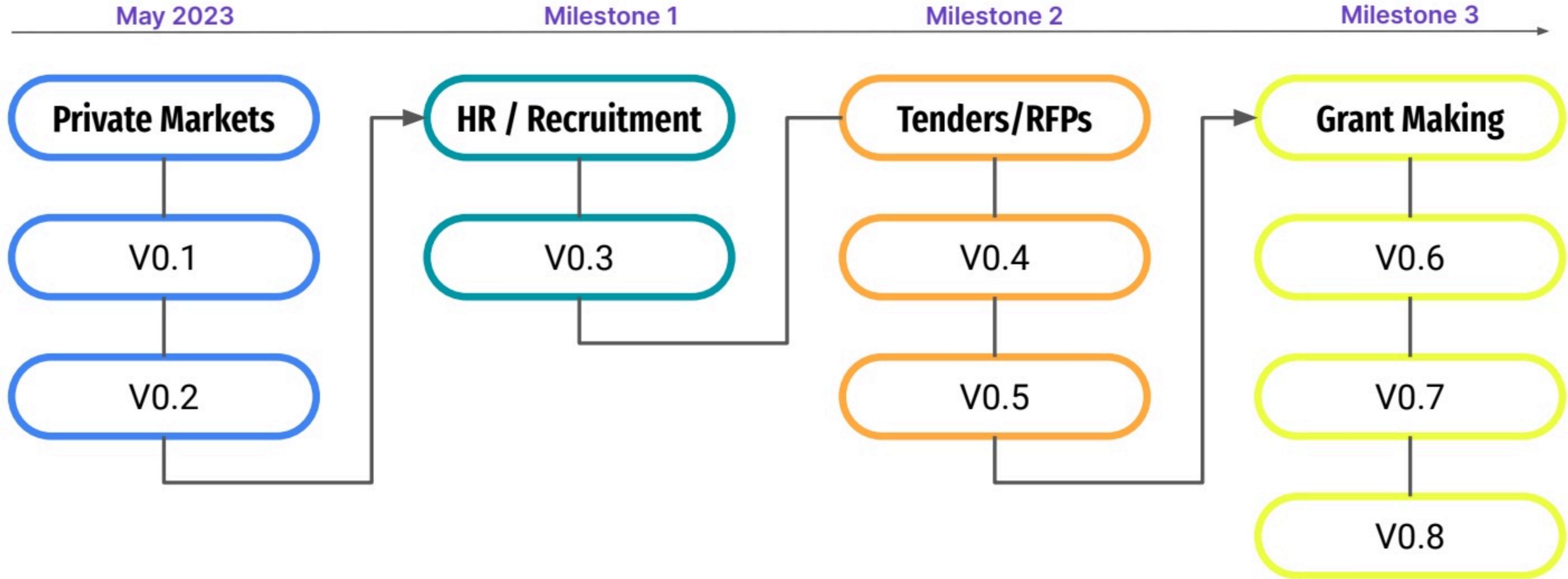


\$100B+ Market Opportunity

Core Components for Horizontal Expansion in B2B

	Inputs	Process	Outputs	Integrations
Private Markets	<input type="text" value="Enter your investment thesis..."/>	 AI	Structured Data + Generated Content	 RESTful API
HR and Staffing	<input type="text" value="What are the priorities for your business over the next 12 months..."/>	 AI	Structured Data + Generated Content	 RESTful API
Tenders & RFPs	<input type="text" value="Paste the scope of the RFP you have put out to tender..."/>	 AI	Structured Data + Generated Content	 RESTful API
Grant Making	<input type="text" value="Tell us about what projects you would like to give grants to..."/>	 AI	Structured Data + Generated Content	 RESTful API

Roadmap to a huge market



Unique DataSet & Platform Play

Unique Data Advantage

Network effects: Referral & onboarding quality opportunities

Curated Hunting ground for new ideas and opportunities

Stronger Inbound from DeckMatch



Analytics

Analytics and aggregated data on top of funnel

Analytics on missed opportunities, diversity metrics ESG and other

Actionable insight on which channels are working well

Product Led Growth

Focus

Build Pent Up Demand: 50+ VCs have signed up to Beta just via word of mouth.

Laser Focus on Value to end users during Beta for V0.1 Testing pricing mechanisms, cut offs from free vs. paid

We've been approved by  OpenAI to build a plugin for ChatGPT

Revenue generation: Ultimate validation of value

When

Now: Beta v0.1

Q3: Beta ends

Q3: Release Extension

Q4: Meaningful Revenue

2024: Referral Engine, network effects, and expansion into Recruitment and HR

Goal

Reach 100 happy beta testers by end of Q3.

Validate SaaS pricing north of \$20k p.a. self service.

Hit 30% retention metrics for our free users, and optimise experience for self service upgrade

Generate our first \$200k in ARR (assumption 20 customers with ACV of \$10kp.a)

Team

All Hands on Deck



Leo Gasteen
Co-Founder, CEO

Founded [Edgefolio](#)

Domain expertise in marketplace technology and asset management

 Edgefolio  sector  concentric

Fun Fact

To unwind, Leo hits tennis balls with ~~at~~ his kids, and is happiest on a surfboard.


Advisor to Walid whilst he was building Homefair



Walid Mustapha, PhD
Co-Founder, CTO

Founded [Homefair](#),

Domain expertise in AI, LLMs, Mathematical optimisation, and marketplaces.

 HomeFair  Marketer  inmeta

Fun Fact

To unwind, Walid hits the high seas for some deep sea fishing. True story.

Opportunity

Beta Test Underway



Pre-Seed Round

EUR 1m







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