

	DEEPGRAM	DEEPGRAM	DEEPGRAM	DEEPGRAM	DEEPGRAM
Speech-To-Text	Yes	Average	Yes	Yes	Yes
Realtime Streaming	Yes	Yes	Average	Average	Yes
Expert Custom Model	Yes	Yes	Yes	Yes	Yes
Deep Search	Yes	Yes	Yes	Yes	Yes
Language Support	Good	Average	Average	Average	Yes
Custom Vocabulary	Yes	Yes	Yes	Yes	Yes
Multi-Channel	Yes	Yes	Average	Average	Yes
Timestamps	Average	Average	Average	Average	Yes
Alignment	Yes	Yes	Yes	Yes	Yes
Punctuation	Average	Average	Average	Average	Yes
Phonemes	Yes	Yes	Yes	Yes	Yes
Dedicated Cloud VPC	Yes	Yes	Yes	Yes	Yes
On-Premises	Yes	Yes	Yes	Yes	Yes
API	Average	Average	Average	Average	Yes

B2B MARKET

All of these matter to Enterprise.

DEEPGRAM supports them.





Next Gen Speech Recognition  
for Enterprise

Scott Stephenson  
scott@deepgram.com  
415-202-4473

Speech recognition is in a rut. We're the physicist outsiders fixing it.

Starting with the largest dataset in the world:

Enterprise Speech Recognition.

# We sell to these leaders in Enterprise & Medical

## Product Leaders

Voice Platform

Strong Engineering Team

Forward Thinking

## Data Science Teams

Large Call Centers

Established Data Science Team

Voice Data Goldmine

# Problem

Speech recognition is **not solved** for phone calls or meetings, i.e. doesn't work for enterprise.

## CONSUMER MARKET

**93%**  
ACCURACY

Commands

## ENTERPRISE MARKET

**71%**  
ACCURACY

Phone Calls

**65%**  
ACCURACY

Meetings

# Enterprise companies can't adopt voice understanding at scale yet.

Solutions from Legacy Competitors don't work. Big Tech solutions are just placeholders.

The current experience:

**60-75%**

ACCURACY

**???**

UNRELIABLE

**...**

MISSING FEATURES

# Solution

Deepgram provides fast, reliable speech recognition that **learns from customer audio** to get the best accuracy.

SOLUTION

## Data Driven DL API

Fast, reliable, scalable, low cost

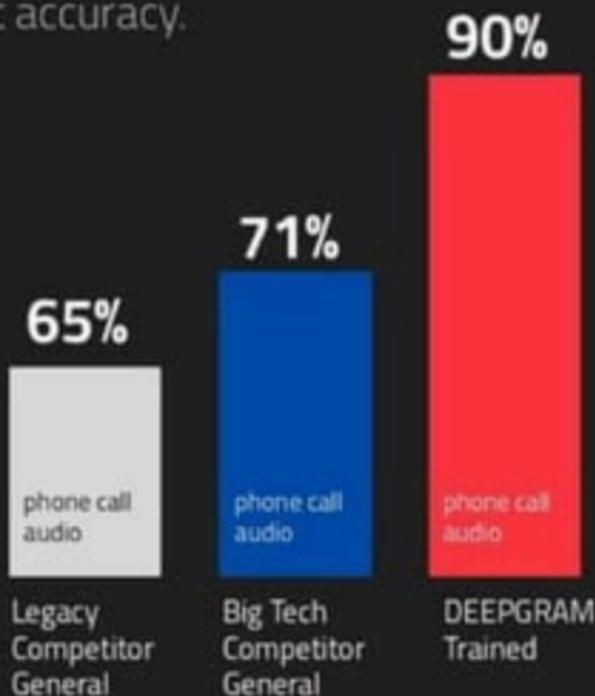
## Data Flywheel

We train to get the best accuracy

raw data → label → train → deploy

## Patented Architecture

Lean, low cost, truly innovative



actual customer result

## How do we do it?

SOLUTION

The tech is groundbreaking, unmatched, and patented.

**DATA** we get raw data from customers and label in house

+

**MODEL** we use end to end deep learning to increase speed of model building and reduce the problem to be purely data-driven

+

**COMPUTE** we host models and infer entirely on GPUs to provide massive throughput (which reduces system complexity and cost)

# It's universal.

**Our architecture allows models to learn anything a human can do.**

- Learn new languages at 10X speed, detect them too
- Figure out who is speaking
- Determine demographic information about the speaker (a/s/I?)
- Gauge their mood or sentiment
- Learn new vernacular, jargon, topics

**All with the same data-driven model architecture**

# B2B Market

B2B MARKET

Enterprises want speech transcription.  
They need accuracy and affordability at scale.

Big, It's Only Nice to Have  
**CONSUMER**

95% ACCURACY NEEDED

NO WILLINGNESS TO PAY

## This is where we focus

Big & Need It Now

**ENTERPRISE**

Sales & Support:

85% ACCURACY NEEDED

\$\$ WILLINGNESS TO PAY

Big & Have Always Needed It

**MEDICAL**

99% ACCURACY NEEDED

\$\$ WILLINGNESS TO PAY

# What will win enterprise?

## One-Size-Fits-All

Tries to serve all, but serves none

Stuck with **65-75% accuracy**

Customer can't improve accuracy

- Catch-all model stretched beyond capability
- Poor on calls and meetings
- Lacks enterprise features
- Slow: 2x speedup
- 1 hour transcript done in 1,800 seconds
- Unreliable: 30% of uploads fail

Legacy & Big Tech Competitors

VS.

## Trained Expert

Focused on the customer

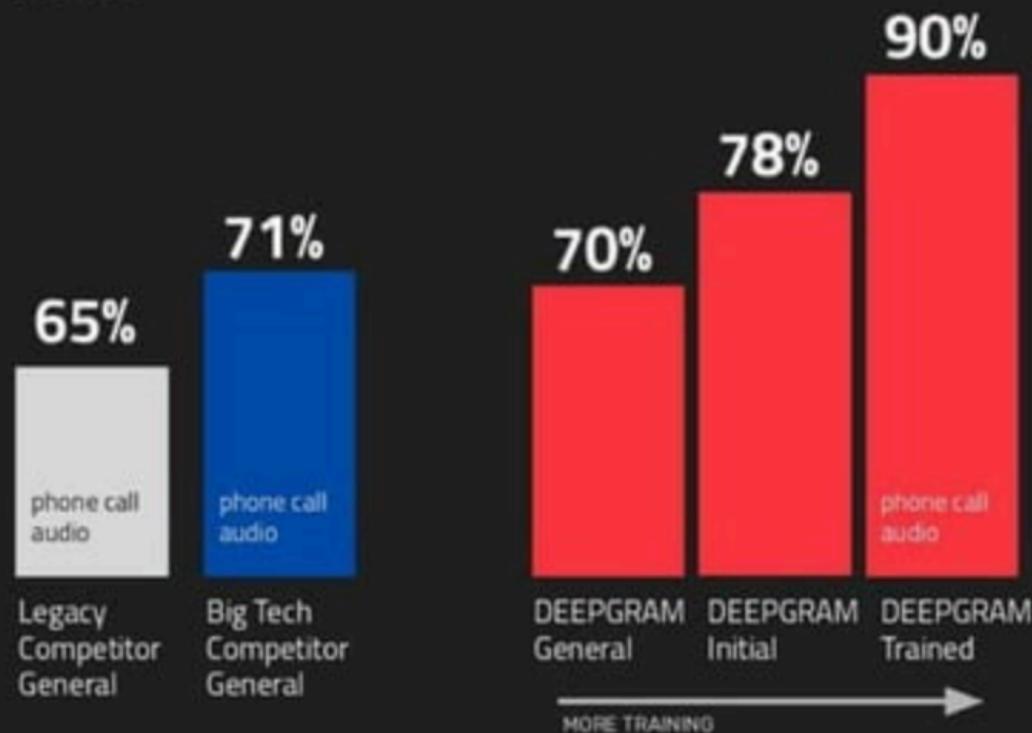
Achieves **80-95% accuracy**

Customer CAN improve accuracy

- Models trained for each customer
- Great on calls and meetings
- Loaded with enterprise features
- Fastest in the world: 120x speedup
- 1 hour transcript done in 30 seconds
- Rock solid availability: 99.9% SLA

Our trained model accuracy is second to none

DIFFERENTIATION



65%

REDUCTION IN ERRORS

Just turn the dial to get more accuracy.

This is unprecedented and patented.

FEATURES	ENABLES YOU TO	GOOGLE	AMAZON	NUANCE	IBM	DEEPGRAM
Speech-To-Text		Great	Average	Poor	Poor	Great
Realtime Streaming		Poor	None	Average	Average	Great
Expert Custom Model		None	None	None	None	Great
Deep Search		Poor	Poor	Poor	Poor	Great
Language Support		Great	Average	Average	Average	Beta
Custom Vocabulary		Poor	Poor	Poor	Poor	Great
Multi-Channel		None	None	Average	Average	Great
Timestamps		Average	Average	Average	Average	Great
Alignment		None	None	None	None	Great
Punctuation		Average	Average	Average	Average	Great
Phonemes		None	None	None	None	Great
Dedicated Cloud VPC		None	None	Poor	Poor	Great
On-Premises		None	None	Poor	None	Great
API		Average	Average	Average	Average	Great

B2B MARKET

All of these  
matter to  
Enterprise.

DEEPGRAM  
supports  
them.

- Realtime Streaming
- Expert Custom Model
- Deep Search
- Language Support
- Custom Vocabulary
- Multi-Channel
- Timestamps
- Alignment
- Punctuation
- Phonemes
- Dedicated Cloud VPC
- On-Premises
- API
- Price
- Understanding



**THEY CARE ABOUT  
ACCURACY FIRST,**  
then all of these.

# Our customers love it

TESTIMONIAL

## Randall Reilly

"We tried Google's Cloud Speech API and Nuance Dragon, and investigated several other products from companies including Amazon and Prosodica.

**Deepgram had the best accuracy and program by far."**

**90%**

ACCURACY

**4M**

MINUTES TRANSCRIBED

**Brett Evanson**

CTO at Smart Rhino Labs Division at Randall-Reilly

# True AI Flywheel

We've built the right way to do transcription

HOW WE DO IT

## Label Data

to build a unique,  
valuable dataset

## Train Model

to get world leading  
accuracy



Data & Model  
Progress

## Attract More Data

with accurate, fast, affordable  
products

LABELING & TRAINING BOTH DONE BY DEEGRAM  
IS EXTREMELY IMPORTANT.

END-TO-END DEEP LEARNING ON GPUS MAKES IT  
FEASIBLE AND FAST.

WE HAVE PATENTS FOR THIS.

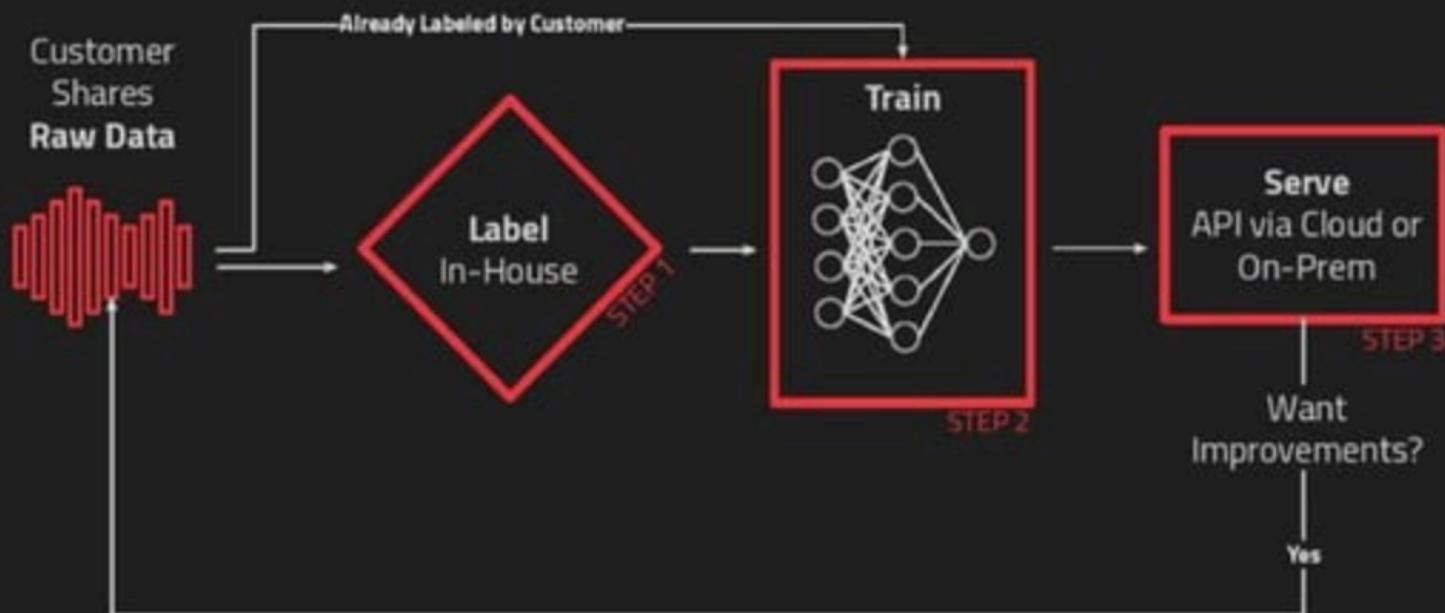
**70%**

**Accuracy**  
DEEPPGRAM  
General

**TRAINING WORKFLOW**

**90%**

**Accuracy**  
DEEPPGRAM  
Trained



# The right team for next-gen Speech AI

## Leadership



Scott Stephenson

CEO

- Particle Physics PhD
- Underground Dark Matter Research
- Applied AI Systems Expert



Adam Sypniewski

CTO

- Dark Energy PhD
- Built next-gen AI tech for DARPA
- Designed AI systems for autonomous vehicles

## Team

- 30+ years AI experience
- 3 Physics PhDs
- Built with 5 engineers capital efficient



We've derisked tech, product, & sales.  
Now we're going to market.

### What's next:

Speech Recognition

Higher Accuracy

Languages

Lower Cost

Speech Understanding

Speaker Recognition

Sentiment Analysis

Topic Classification

Gender Detection

Age Identification

Lead Qualification

Compliance Scoring

### Raise A

\$3.6M Seed Raised: YCombinator, Compound, NVIDIA, Slack

### Grow Team, Infra, & Data

Marketing, Sales, Engineering, Servers, Data Labeling

### \$10M ARR

In 18 months

desktop → laptop → mobile → voice

MARKET 11

# Voice is the next interface

fast, natural, easy

MARKET SIZE

**\$12.5B**

TODAY

\*Grand View

We'll take the voice market by winning enterprise first.

**\$1T**

Voice TAM

- 7B people,
- 3 mins processed by AI/day/person,
- at 1 cent/hr (200x less than GOOG today)

Even with 200x cost reduction, it's a \$1.2T market