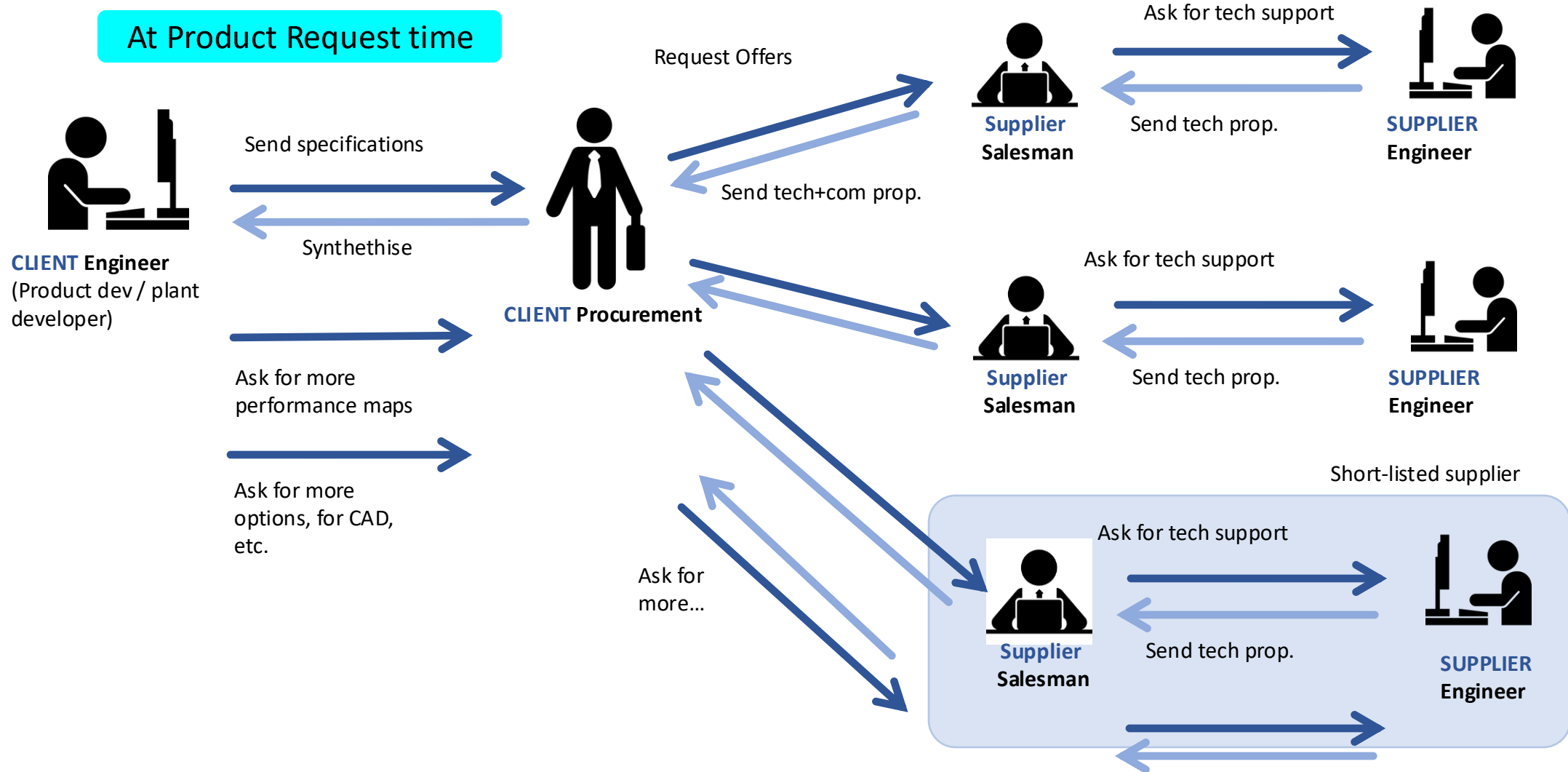# AlphaVentor

Efficient Store for Industrial Products

Currently, Buying Industrial Products is **tedious.**
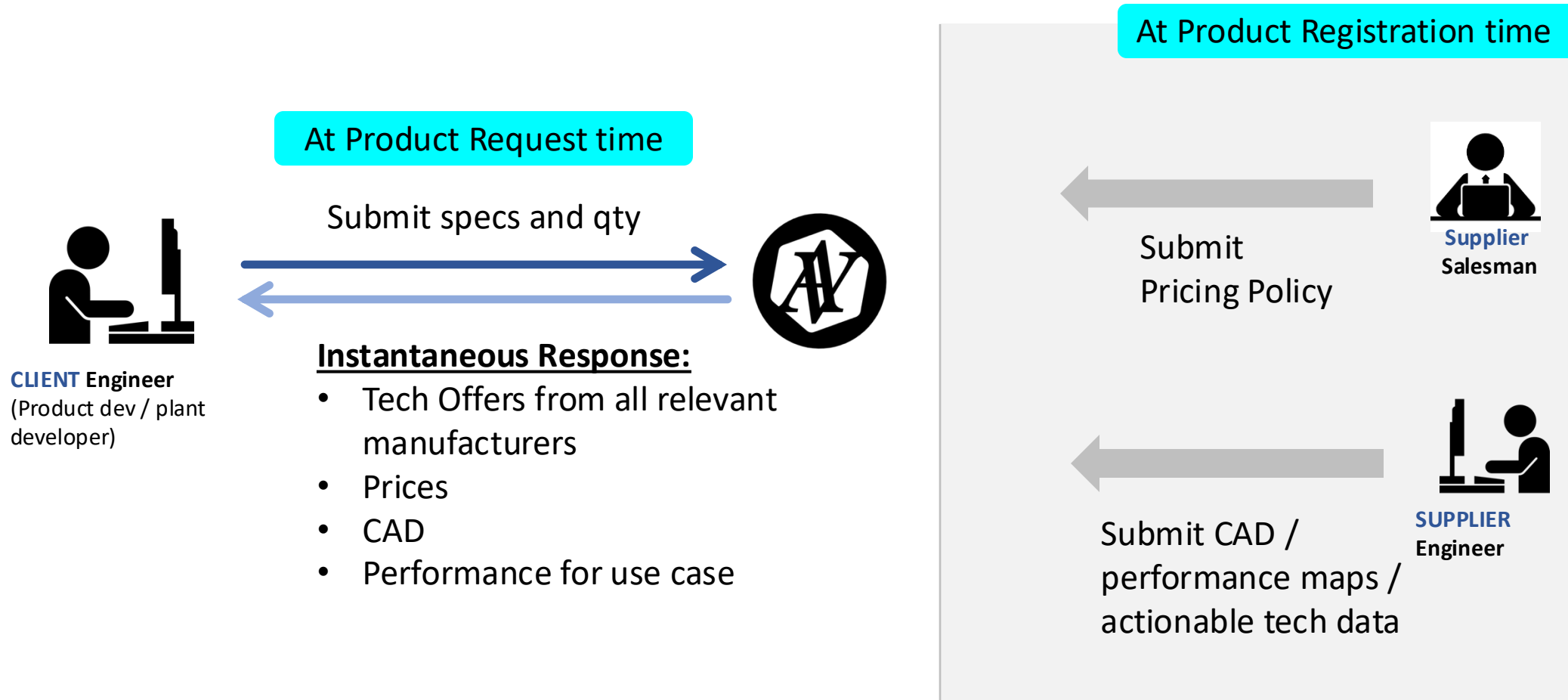

So many people involved, so many backlogs…
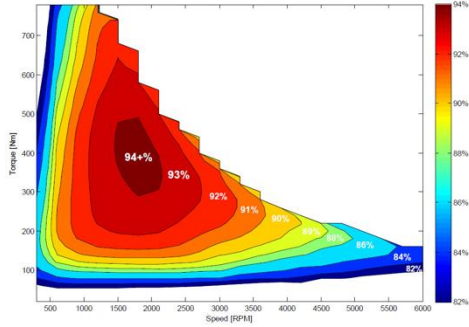**… hindering development speed, pushing costs up**
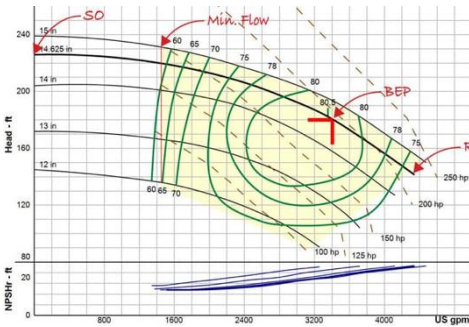
AlphaVentor Marketplace brings **Efficient Procurement**

At Product Request time

Submit specs and qty

CLIENT Engineer
(Product dev / plant developer)

Instantaneous Response:
- Tech Offers from all relevant manufacturers
- Prices
- CAD
- Performance for use case

At Product Registration time

Submit Pricing Policy

Supplier Salesman

Submit CAD / performance maps / actionable tech data

SUPPLIER Engineer

Efficient infrastructure enables efficient stores

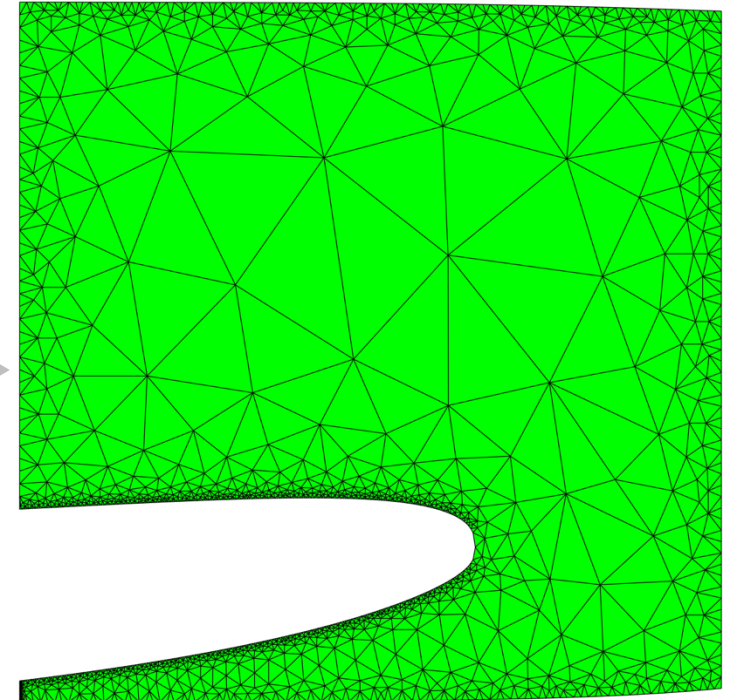Most characteristics map are weirdly defined

Requires "universal" all terrain interpolator that fits almost any data.
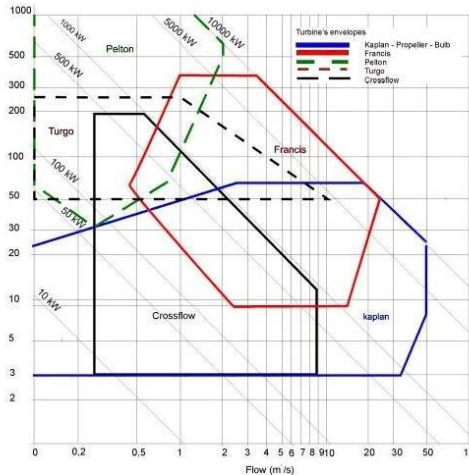
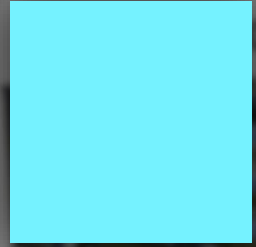AlphaVentor leverages suchan interpolator, developed 10y ago for thermodynamics fluid properties

Unlocked!

The Platform

AlphaVentor : **BROWSE, ACCESS, SHARE**

ALL your technical procurements on progress are one click away:

- **Wherever** you are (Office, remote working, conference, client meeting, exhibition centres)

- **Whoever** you are (R&D enginner, Sales person, manager, marketer, plant worker)

- **Whatever** you want to do (simply showing the objects, calculating a performance, double-check a plan before an assembly operation, re-design a critical parts, etc.)
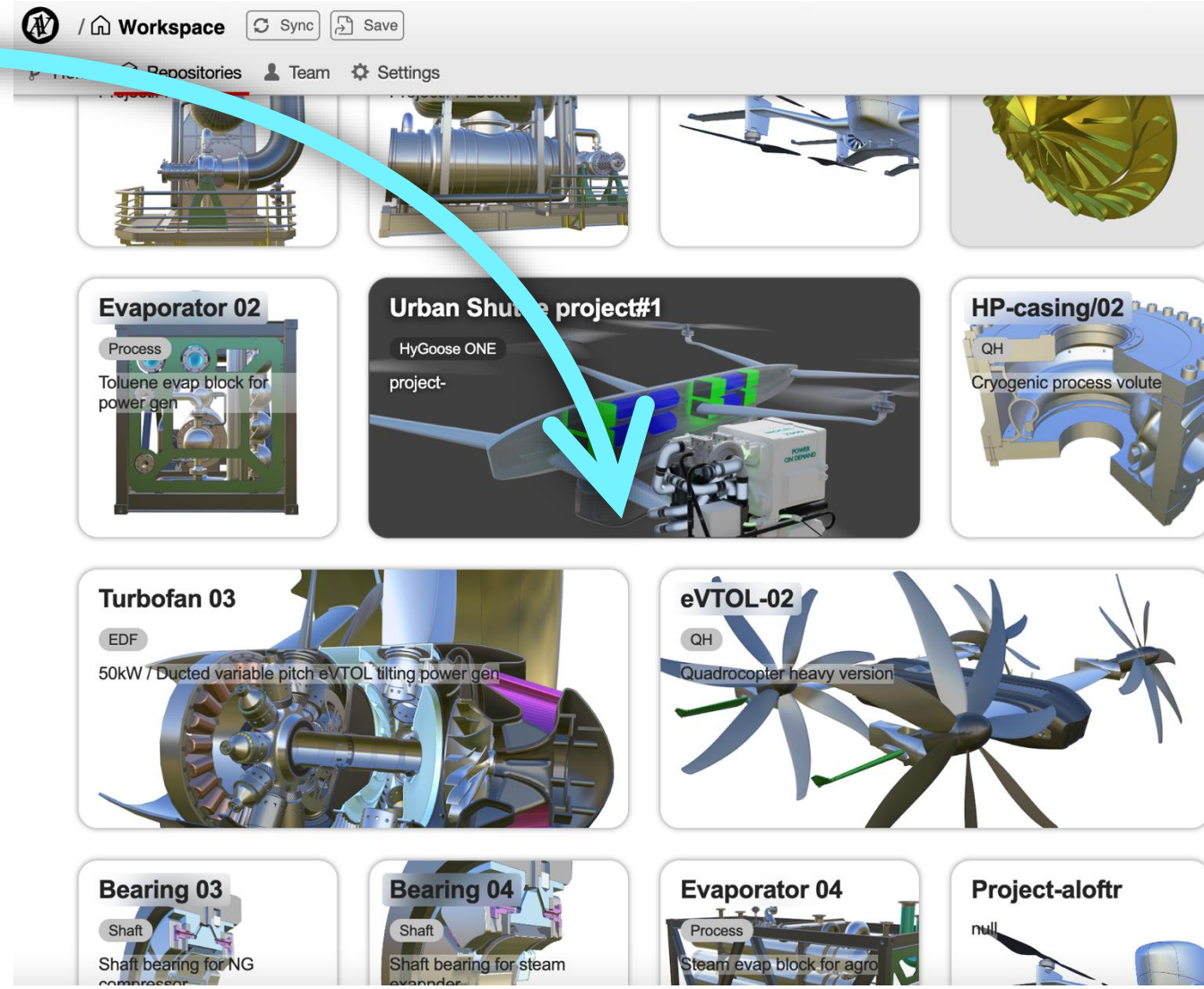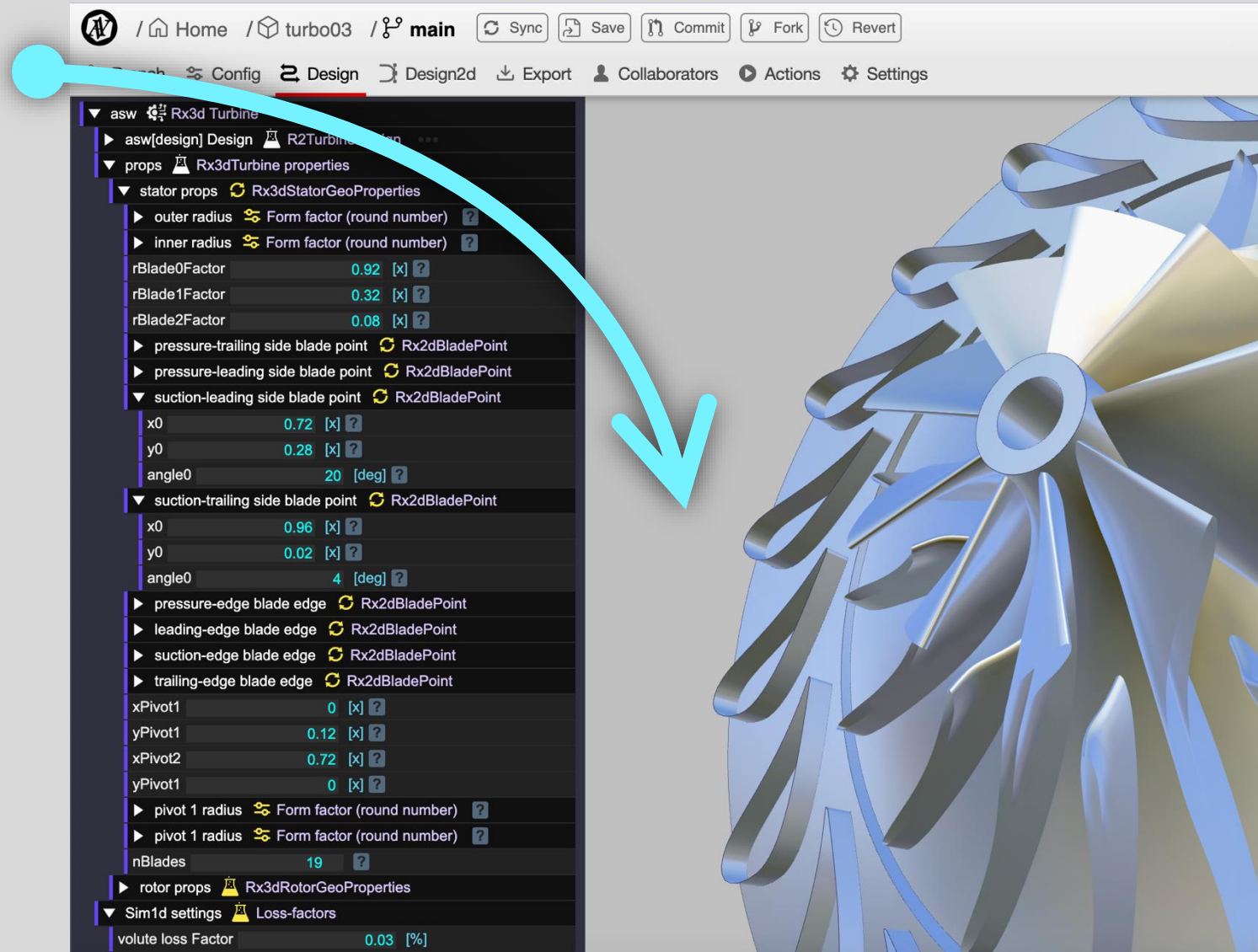
AlphaVentor : **DESIGN, DOWNLOAD**

Enable Who you choose (internal, partners, clients) to:

- Directly **Generate the products** while enforcing the rules and methodology you defined

- **Iterate** at will

- **Take-over** the results you allowed (results spreadsheets, CAD files, special formats for external simulation, etc.)

AlphaVentor : **CONFIGURE, RATE**

Enable Who you choose (internal, partners, clients) to:

- Quickly generate rich interface simple interface that can be used by clients to **FINE TUNE** its configuration

- **Rate** the product for its use case

- **Dive** into results ranging from wrap-up to maximum details, according to company disclosure & marketing policy.

AlphaVentor : **and so much more to come…**

We have a super rich to-do list of high value features that will be added to the platform step by step:

End 2024

Assemblies for Power, Oil&Gas industries

Leveraging platform following already existing capilities:

- Ultra fast thermo properties
- Super large assemblies
- Merged geometry & physics objects

Mid 2025

Lab for Heavy drones

Leveraging platform following already existing capilities:

- Blade element Propeller simulation tools
- Fast editions of geometric assembly
- Fast performance map interpolators

2026

AI-powered auto-design

Leveraging platform components and element simulation capabilities
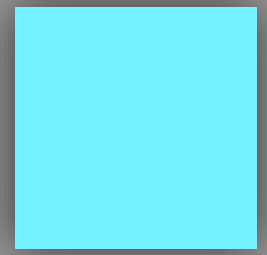
The Business Model

AlphaVentor : **BASE PLAN**

~$50k

ONE TIME FEE (+ ADDED FEATURE)

To have your product business line on the Platform (cover dev cost / engineering expertise). Adjustable per complexity level

TIME

~$2k /month /unit

BASED ON NUMBER OF UNITS SUBSCRIBED
1 UNIT =

- Unlimited bandwidth
- Max 64 concurrent users /unit
- High responsiveness

Monthly Recurring Revenues

Charges for Client induced Upgrades / new features
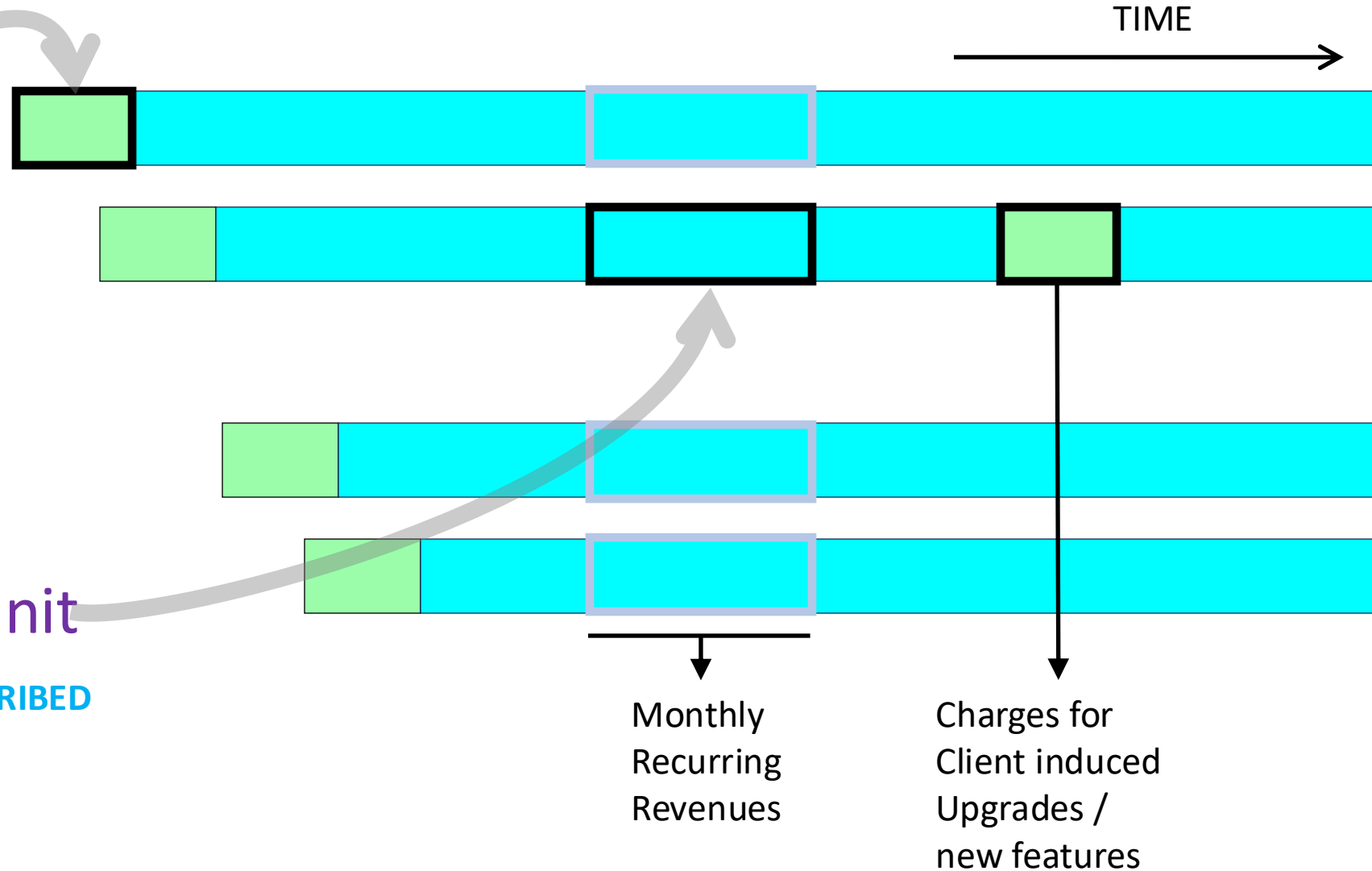
AlphaVentor : **ENTERPRISE PLAN**

~$2M+

BESPOKE DEV TAILORED TO TEAM

- Specific development enables a large company to have all the features required in a seamless dedicated internal Saas.
- Servers can be installed on premises.

~$128 /month /user

Per seat maintenance pricing

- Unlimited bandwidth
- High responsiveness

TIME

Alphaventor : **Market**

Manufacturing output
World > $16,083 B /y

China > $4,909 B
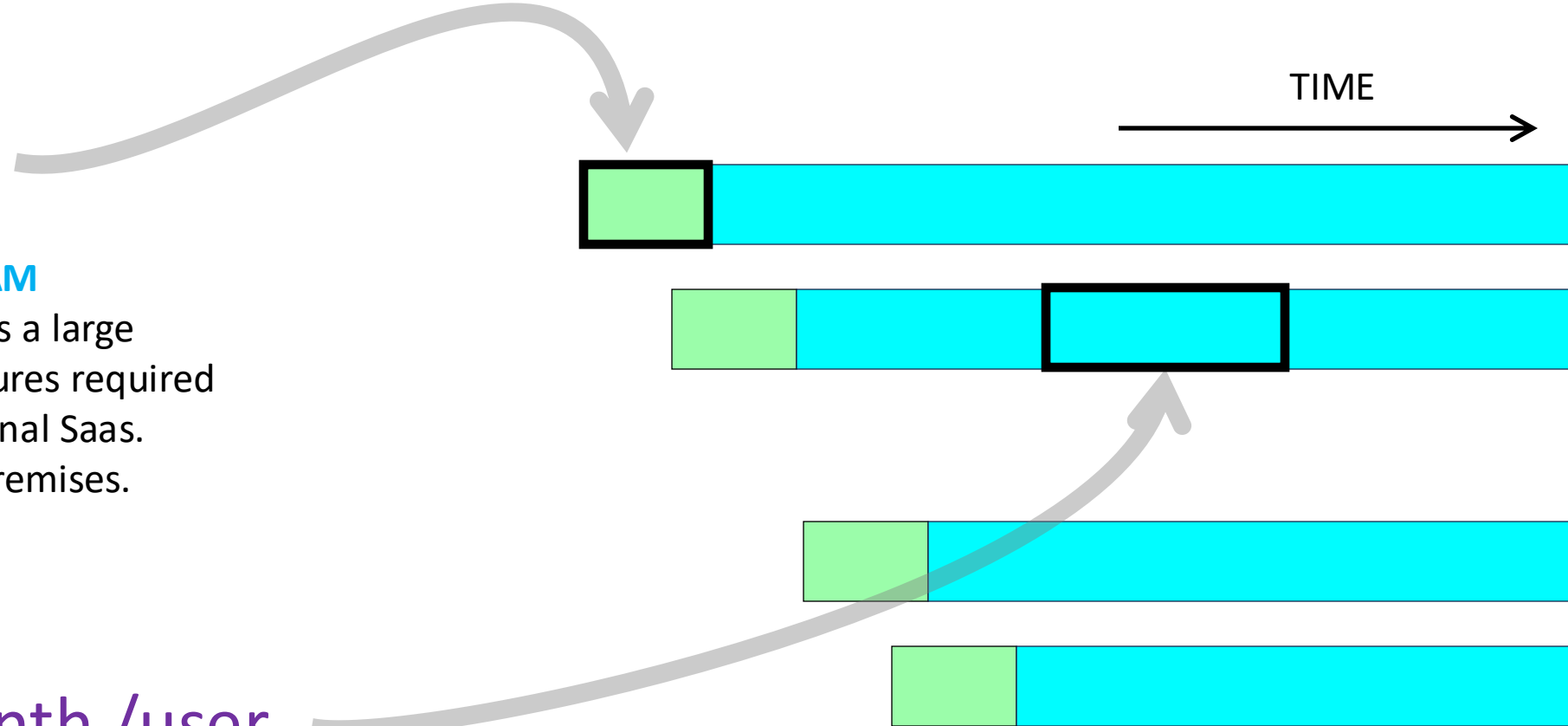France > $908 B

- Sales Expense as % of Revenues > 8%
- Fraction of market where solution is applicable > 1/4

Total Available Market:
$320B/y

Serviceable Available Market
$180B/y

- Europe & Asian markets serviceble
- Saas model enables fast region servicing
- North America Market uncertain

Serviceable Obtainable Market
$24B/y

- Front runner premium
- Critical mass => "Winner takes all" platform aspect
- Disruptive tech stack ensures better performance and reduced dev costs

Shanghai Office
Co-founder
CEO AlphaVentor China

- 1 previous experience as CEO & CTO of tech (turbomachine) company
- PhD in aeronautics at Université Libre de Bruxelles and Beihang University,
- Experts in Helicopter Propulsion and Industrial Turbine
- Author of 5 SCI in Turbine Aerodynamics and Design

Paris

Shanghai

Paris Office
Thermodynamics
Turbomachine designs

- 1 previous experience as CEO & CTO of tech (turbomachine) company
- Engineering degree from Ecole Polytechnique, Ecole des Ponts et Chaussées.
- Master of Public Affairs.
- French Science Academy price (E. Riveau)