



Dingle AI

# Dingle AI

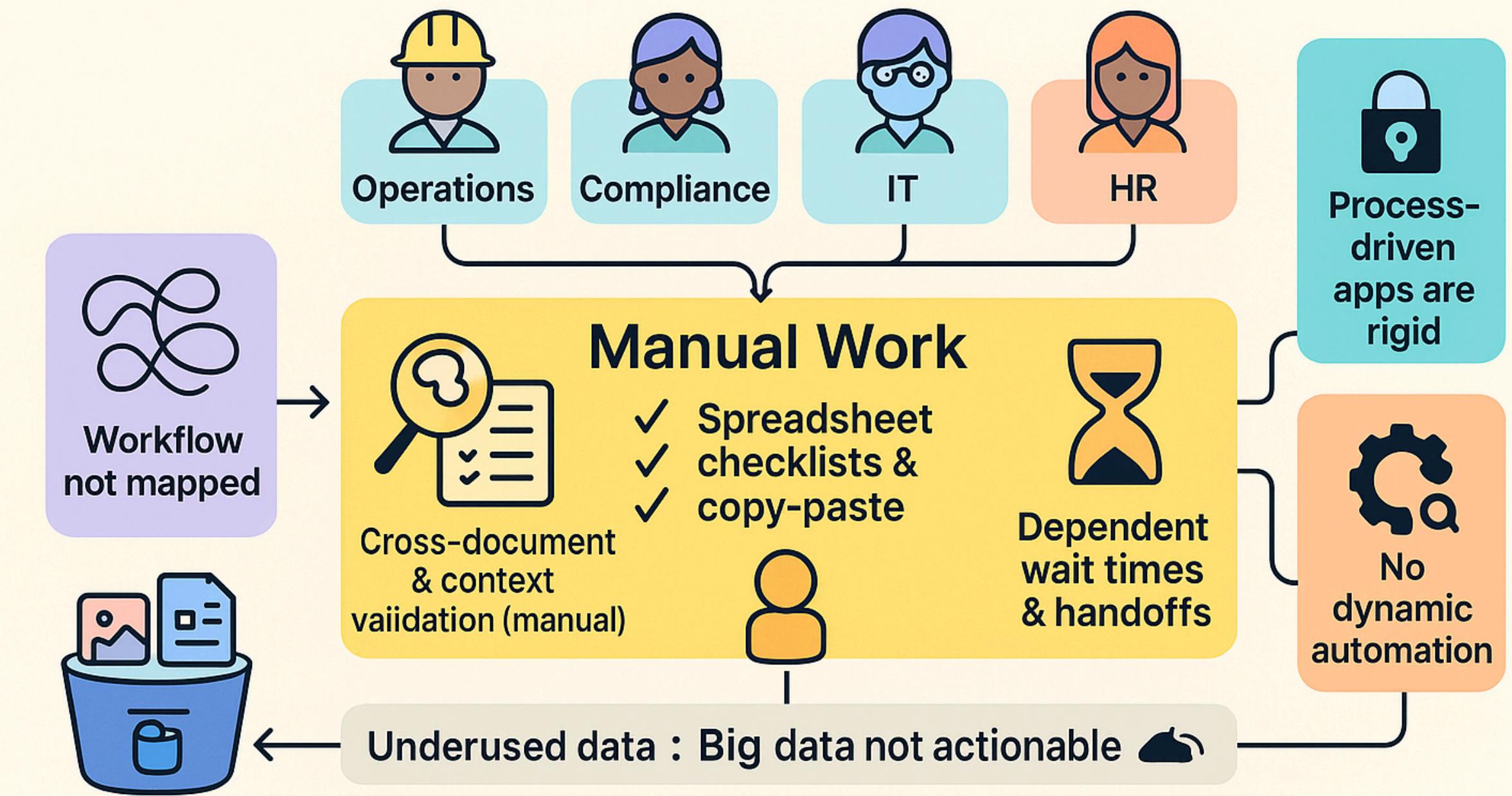
Autonomous multi-agent system that remove manual workflows for SMBs and enterprises



# The Problem & Why Now

Repetitive processes drain time and resources. With controllable multi-agent pipelines, AI executes end-to-end workflows reliably and at lower cost.

- Procure-to-Pay
- Sales/RevOps
- Claims & Case Processing
- E-commerce
- Customer Support Ops
- Risk/Fraud & Disputes
- Onboarding
- HR Ops
- Vendor/Supplier Onboarding
- Compliance & Audit
- Order-to-Cash
- Marketing Ops





## THE SOLUTION – People × Context × Flow

Operations

Compliance

IT

### Guided setup

Pipeline Manager

Map Process

Connect sources

Approve & Publish

Docs

Images

Collaborate

SaaS

On-prem

Orchestrate

Connect

Verify

→

Extract

Route

↓

Verify

Generate

↗

Deploy: Safe environment • SaaS/On-Prem/Local  
Support: Dedicated Advisor (Danışman)

## Dingle Solution

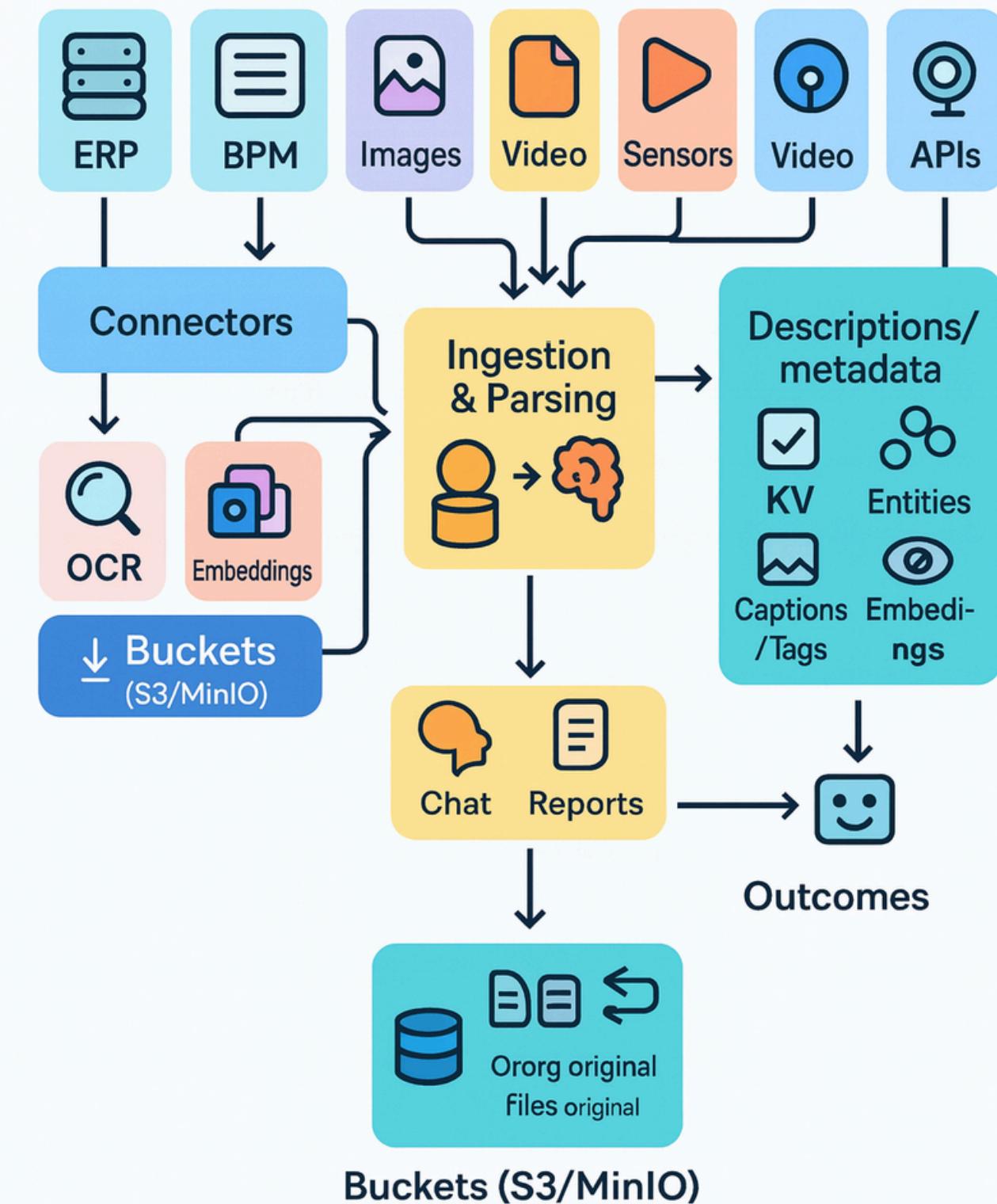
Dingle AI plans and coordinates work, then executes steps through tool-specific agents. Guardrails and approvals keep it safe; every action is traced. The result is fewer manual touches, faster cycle time, and audit-grade reliability for Ops, Finance, Compliance, and IT teams.



Dingle AI

Our platform turns raw business data into decisions. Using connectors, we ingest documents, ERP, BPM, images, videos, sensor feeds, and APIs into a unified pipeline. Files are preserved in S3/MinIO buckets while OCR and embeddings make them searchable. An ingestion and parsing layer normalizes content and enriches it into machineusable descriptions—key-value fields, entities, captions/tags, and vector embeddings. This knowledge layer powers chat and automated reports, delivering fast, auditable outcomes while originals remain intact for full traceability.

## HOW IT WORKS — DATA → DECISIONS





# WHAT WE SELL – DEPLOY • BUILD • OPTIMIZE

## DEPLOY



SaaS  
AWS/Azure /GCP



On-Prem  
Dedicated  
Server



Local  
Air-gapped  
Appliance

Dedicated:  
environment  
single-tenant

## PLATFORM CORE



Connectors  
& Parsing



Ingestion  
& Parsing



Vector  
Grapp



Verification  
Orchestrator  
Studio



Everything is configurable • BYO or  
fine-tuned models



Dedicated, safe environment: your data, your keys, your buckets. Automate your workflow  
with dynamic AI models—fully under your control.

## ADD-ONS & SERVICES

### Fine-Tuning



- Exception
- Meaning
- Relations
- Agents

### Custom LLMs



Custom  
Agents



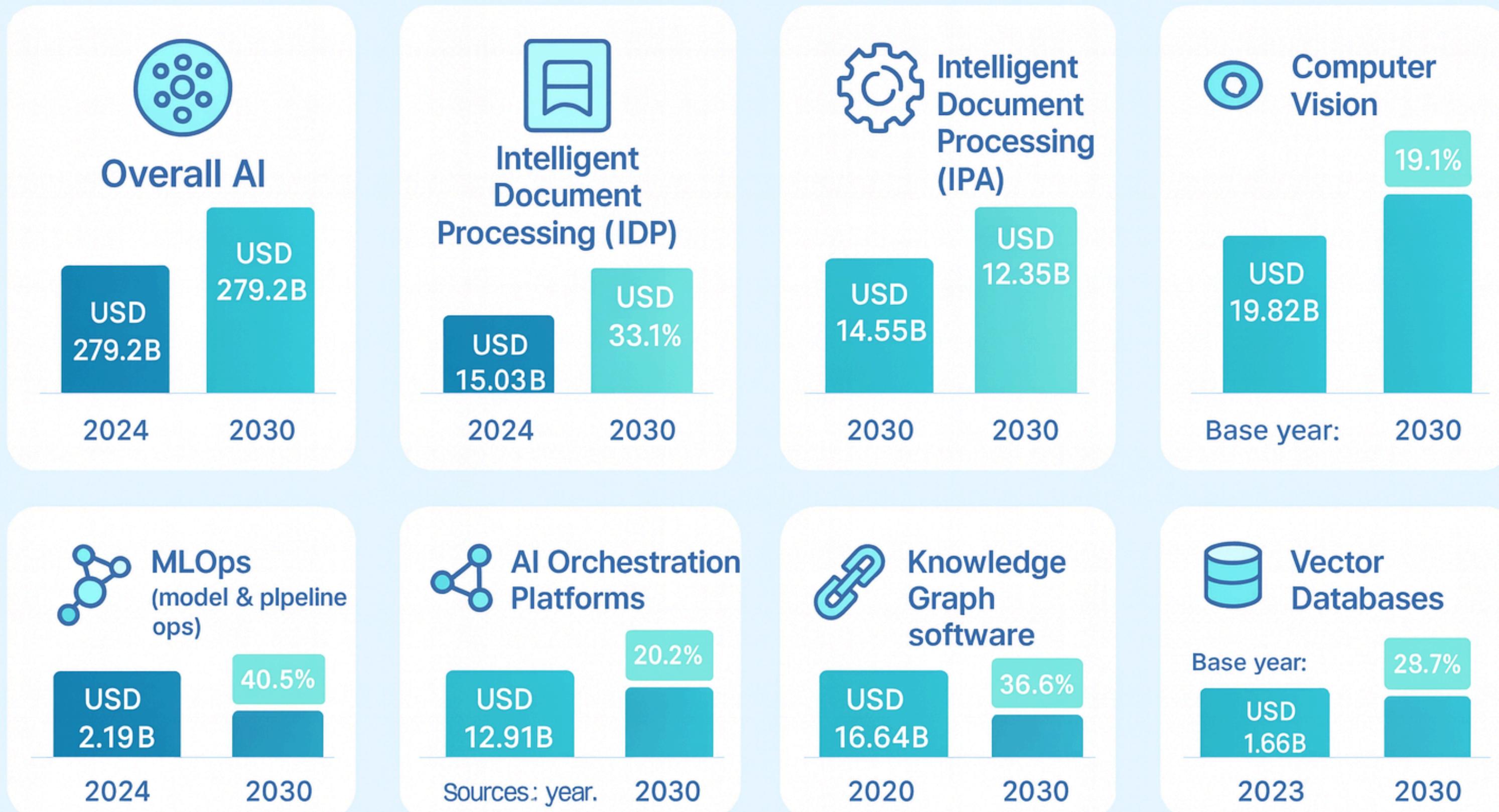
Rule  
Packs

### Integration Services



- Tenant Isolation
  - SSO - Encryption
  - Encryption
- Danisman)  
24/7 support

# Market Opportunity – Segmented (Do not sum)



Segments overlap—do not sum. Sources: Grand View Research, SearchAndMarkets.com

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# Where Dingl AI Wins

## Next 12 Months

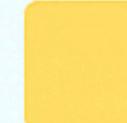
- Finance Ops — AP/AR, reconciliations, payouts
- Onboarding & KYC — document checks, approvals
- Order-to-Cash — quote → Invoice → collections
- IT / Service Ops — ticket triage, joiner-mover-leaver, evidence

Outcome: -40-60% manual touches ·  
· 30-70% cycle time- full audit trail

## Next 12-24 Months

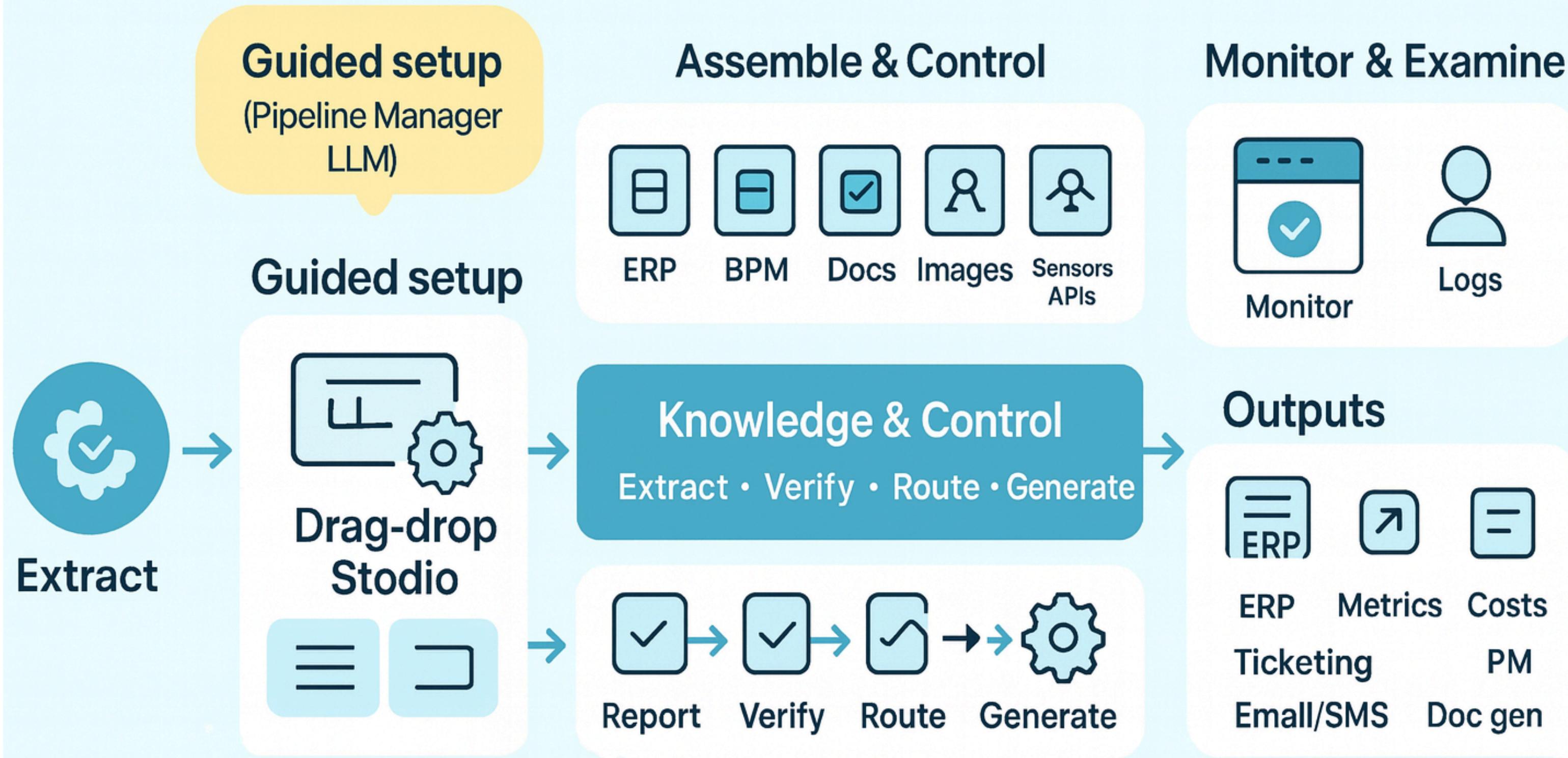
- Vendor/Supplier Onboarding  
Procure-to-Pay
- Claims & Case Processing  
Compliance & Audit
- Customer Support Ops  
Sales / RevOps
- Marketing Ops  
E-commerce / Marketplace Ops
- Risk / Fraud & Disputes  
HR Ops

# Risks & Mitigations – Preparednesss Heatmap

	Data security and residency	On-prem or virtual private cloud Encryption at rest/in transit; dat	 High
	Model accuracy and drift	Human-in-the-loop review Benchmark suites; contlinuous	 Medium
	Long enterprise sales cycles	Design-partner pilots, executive sponsor; wedge workflows	 Low
	Infrastructure cost spikes	Usage-based pricing; pass-throug compute, autoscaling	
	Integration complexity with enterprise resource planning / business process management	Pre-built connectors, phased rollout Sandbox testing; dedicated solution engineer	

Severity reflects internal assessment; mitigations in place or scheduled.

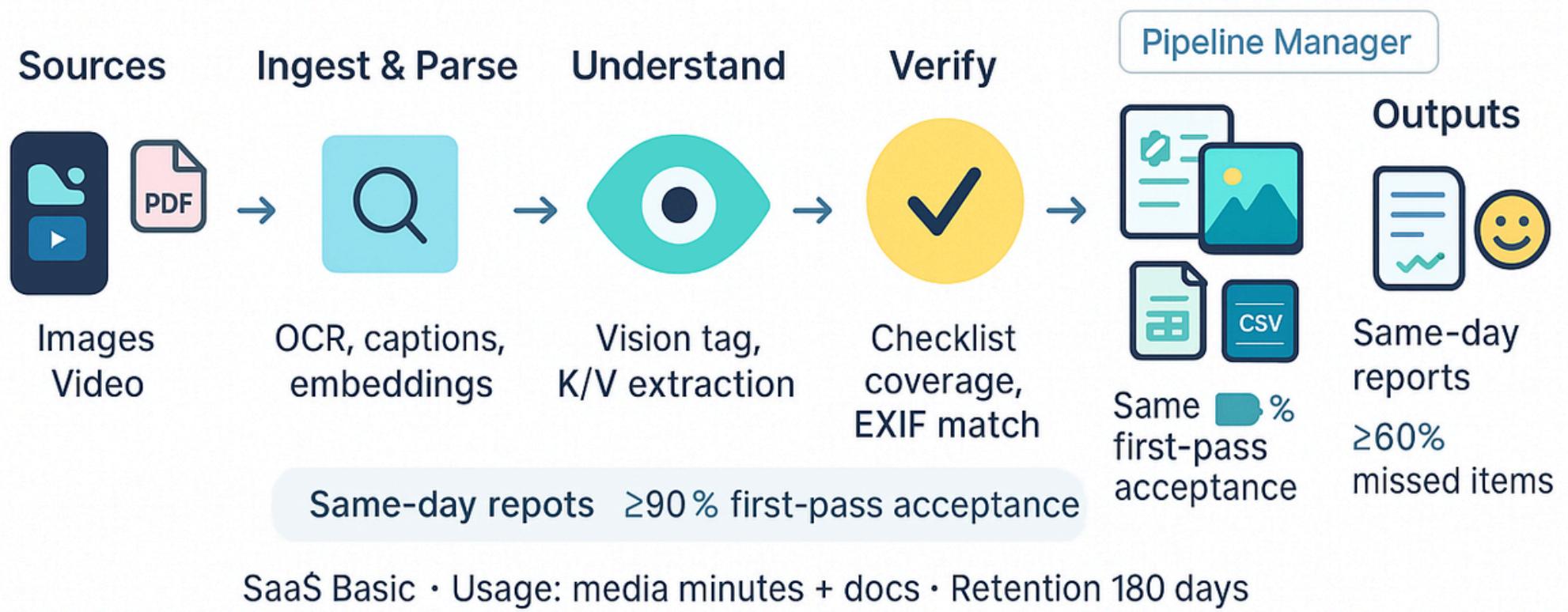
# User Interactions – Build · Run · Manage





## User Story A1 – Independent Field Inspector

Images + PDFs → verified report

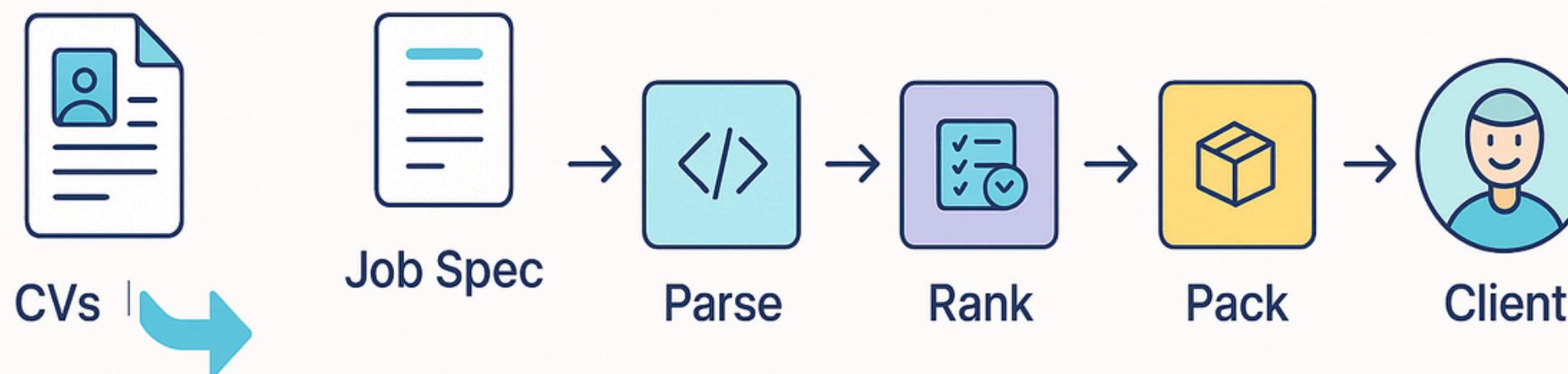


### User Flow

- Upload phone photos/video + customer checklist PDF
- Pipeline Manager suggests Inspection Report pipeline
- Vision tags defects; Doc agent drafts; Verify flags missing photos per item
- Review → comment → e-sign → share to client portal



## User Story B1 — HR Consultancy – CVs to Shortlist + Compliance Pack



6h → 1h

Pack ≥ 95%

Audit '95%

SaaS · Pro

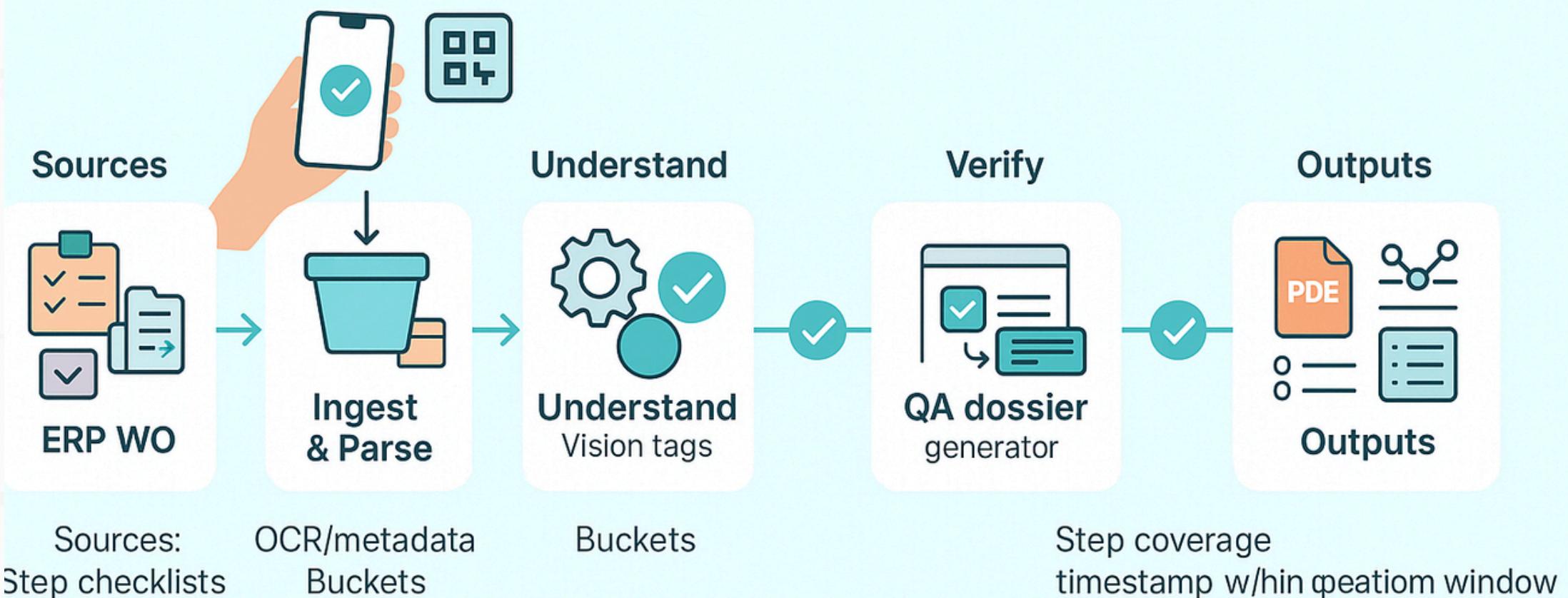
PII masked · DLP IDs

### User Flow

- Drag & drop CVs (PDF/Doc) + job spec.
- Agent extracts skills, history, redflags; ranks candidates.
- Compliance pack generator collects ID/proofdocs, validates against checklist.
- Client receives a short list + audit report.



## User Story B2 — Precision Machine Shop (Work Orders → Traceable QA)



**Governance:** On-prem bucket mirror optional; 3-year retention

**KPIs** Late dossiers -80% | Chargebacks -50% | First pass yield +5-10%

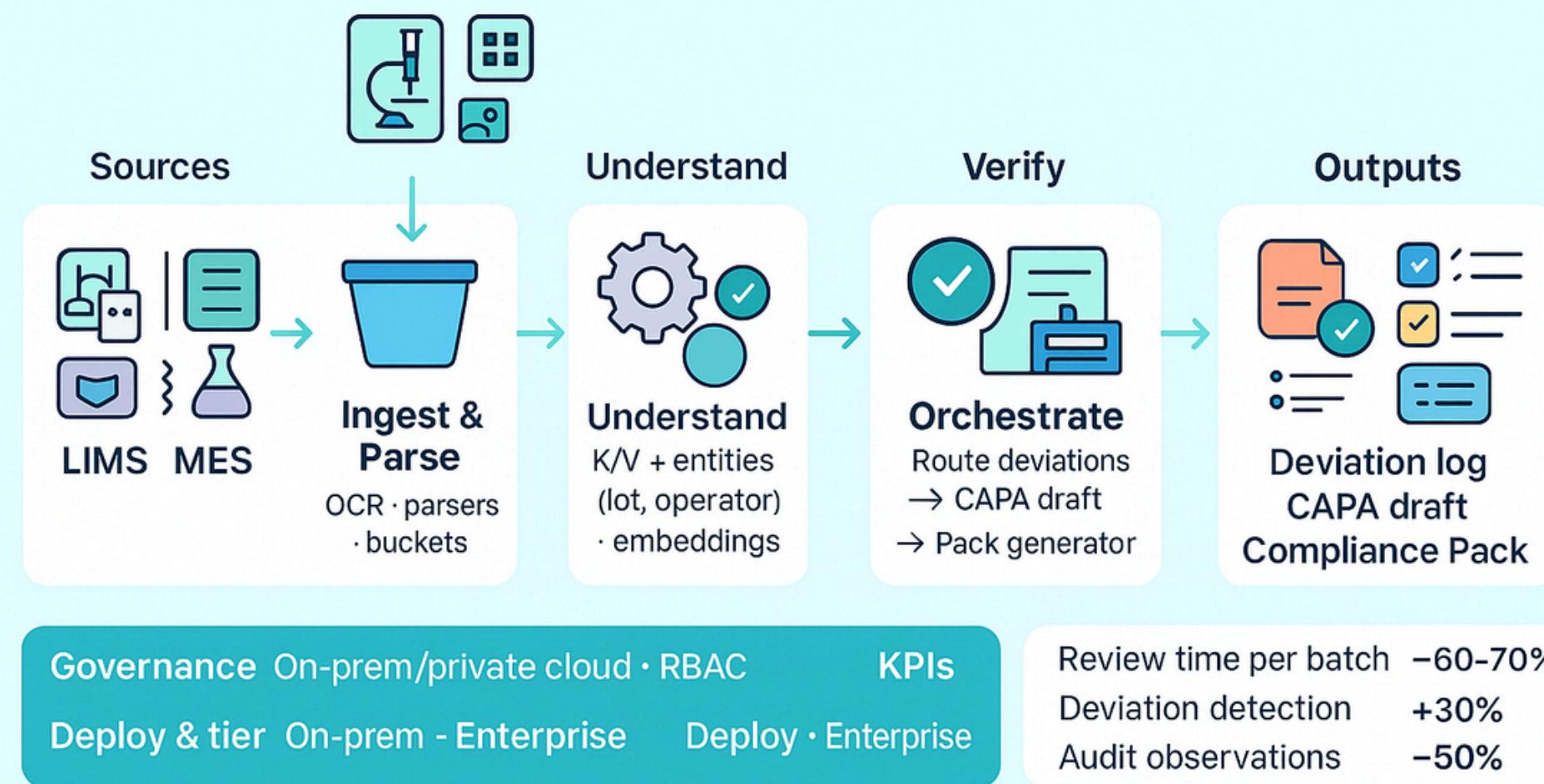
**Deploy & tier fit:** On-prem (shop floor), Pro

### To-be workflow

- Operator scans QR on work order; takes photos per step; pipeline binds media → step → requirement; generates QA dossier.



## User Story C1 – Pharmaceutical QA (BMRs → compliance Pack)

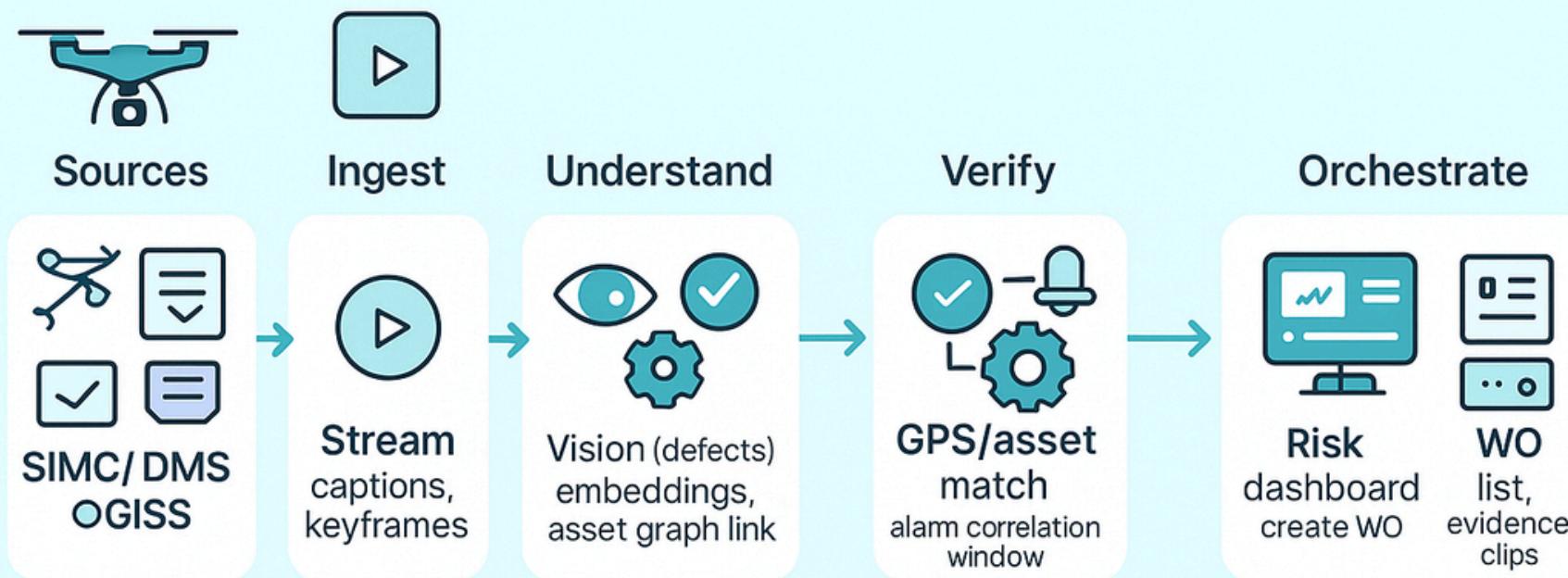


### User Flow

- Connect LIMS, MES, equipment logs, scanned BMR pages, microscope images.
- Pipeline extracts parameters, links to spec limits, flags deviations.
- Auto-builds eCTD-ready compliance pack with lineage.



## User Story D1 – Energy Utility (Asset Inspections → Risk Scoring)



**Governance:** On-prem isolated, audit

**Deploy:** On-prem, Enterprise

**KPIs**

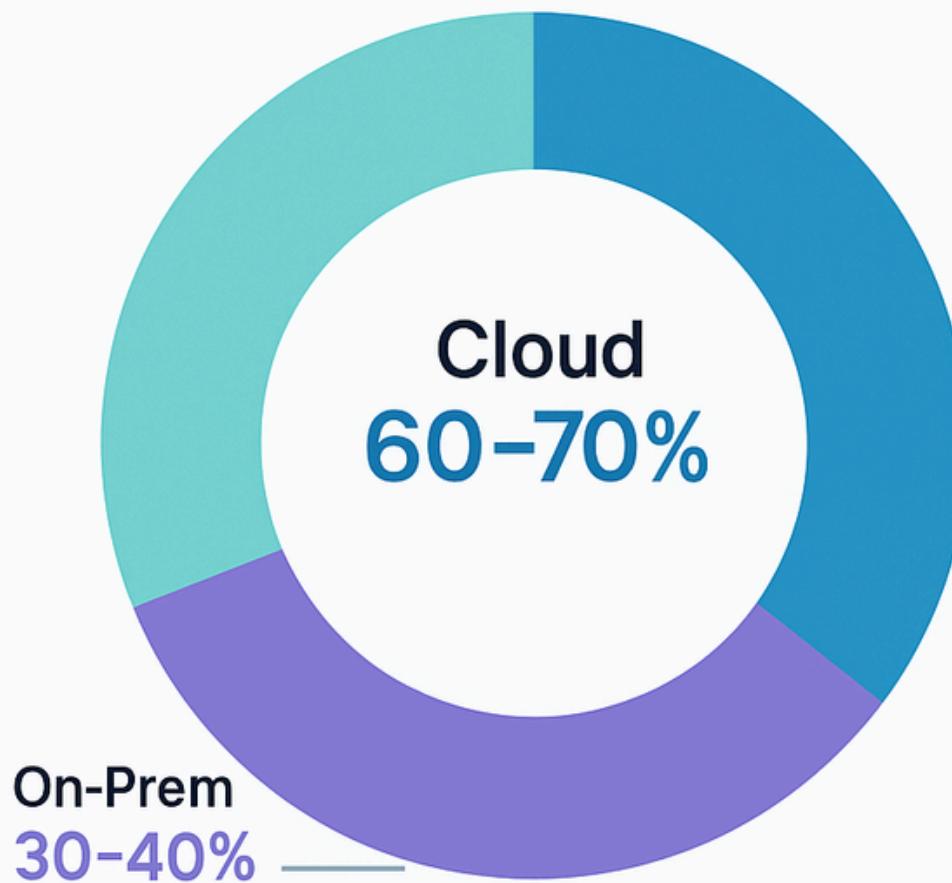
Triage time: days → hours  
Outages: -10-20%  
Truck rolls: -15%

### User Flow

- Upload phone photos/video + customer checklist PDF
- Pipeline Manager suggests Inspection Report pipeline
- Vision tags defects; Doc agent drafts; Verify flags missing photos per item
- Review → comment → e-sign → share to client portal



## Deployment Mix – Year 1



### Cloud (Shared or Dedicated)

- Fast start
- ✓ Tenant isolation
- ✓ VPC/Dedicated optional



### On-Prem/Private Cloud

- ✓ Customer hardware/region
- ✓ Data residency control

Choice per customer; can switch later

### Freedom Of Choice

Customers are able to decide their hosting type according to their scenario and benefit.



# Pricing Tiers

## Basic

\$1.5k–\$3k/month

### Agents Included

1–2  
Starter quota

### Includes

- Connectors
- Ingestion, OCR/Parsin
- Vector+Graph
- Verification, Audiogs

### Add-ons:

Packs & Models

## Pro

\$4k–8k/month

### Model Allowance

Higher  
pooled quota

### Includes

- Agents up to 5
- Orchestrator Studio
- ...

### Support:

Success hours

## Enterprise

\$10k+/month

### Unlimited/custom

Unlimited/  
contracteed

### Includes

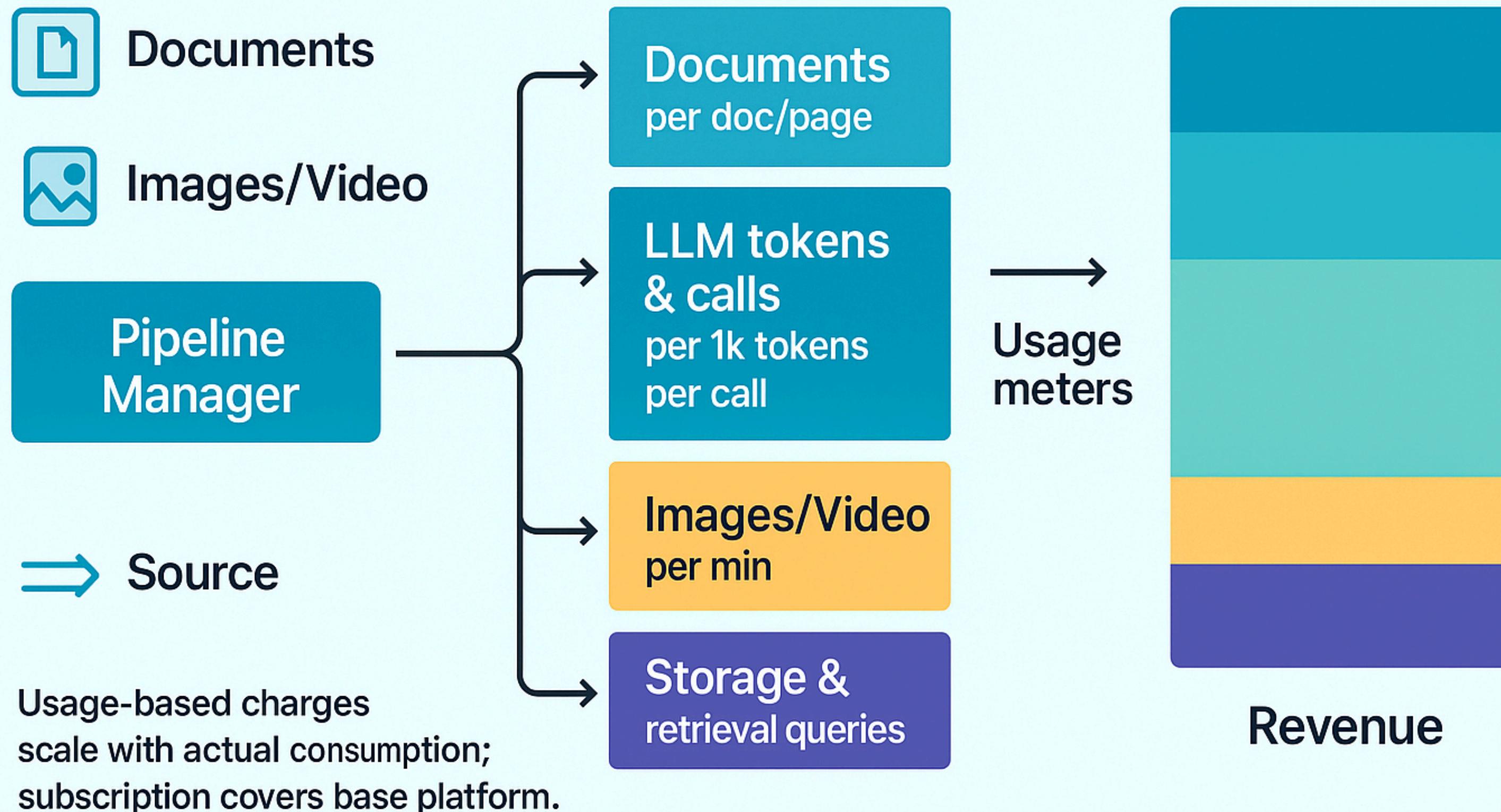
- On-prem option
- Dedicated advisor
- SLOs, custom  
models/fine-tuning

### Add-ons:

Packs & Models

Usage-based coverage billed per documents / tokens / media minutes / storage / queries

# Usage Metering – Flow + Revenue



# Unit Economics — Targets by Customer Type

## Small and Medium Business

\$8k-\$20k

Annual  
contract value

\$ Customer  
acquisition  
cost payback

## Mid-Market

\$40k-\$80k

12–18  
months



Time from  
first meeting  
to signed

## Enterprise

\$120k-\$250k+

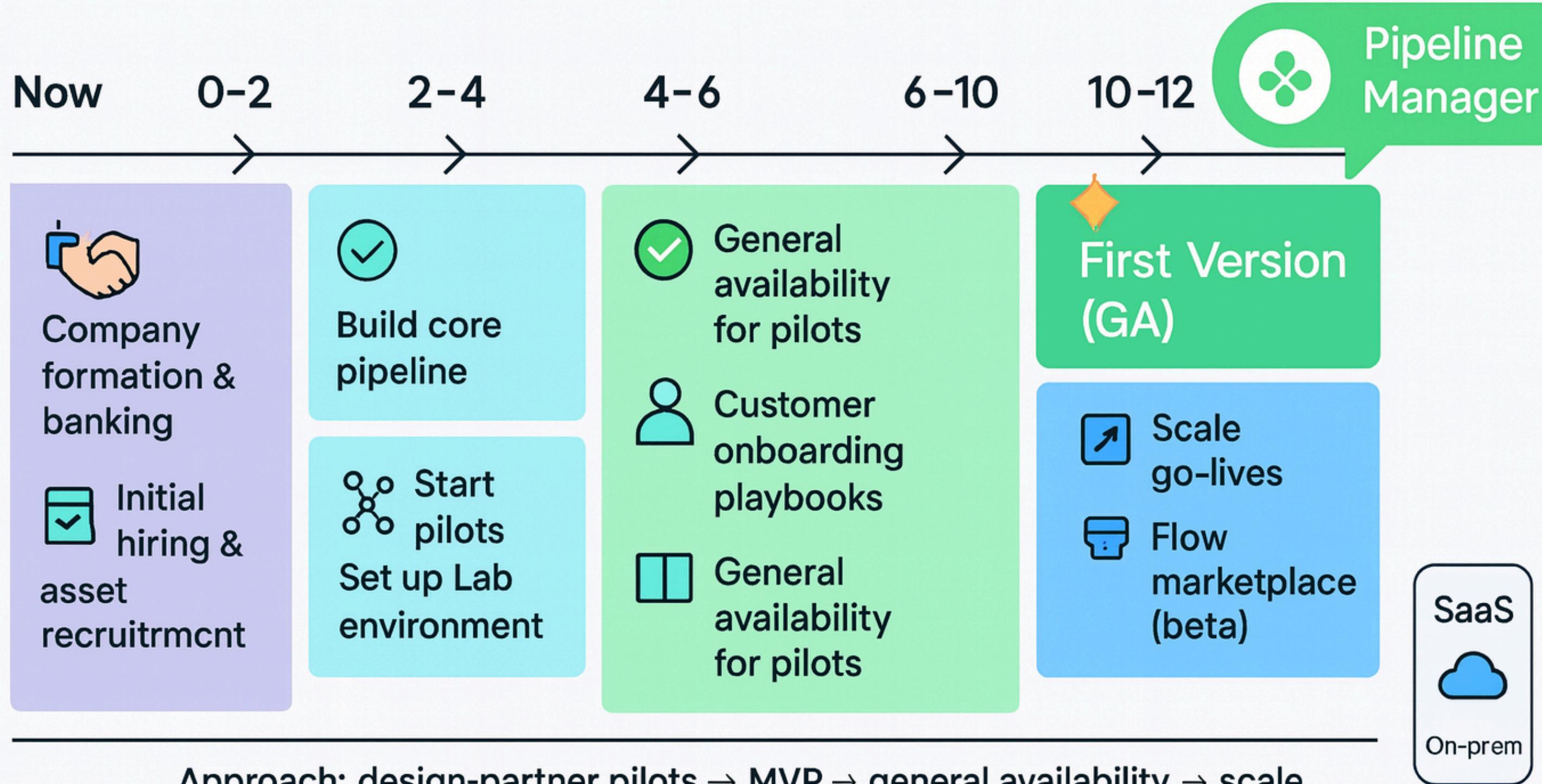
12–24  
months



Timeline to  
contract  
90–60 days

Ranges are first-year targets; vary by vertical & procurement.

# Release Roadmap – Months 0-12 (First Version at 6-10 months)



Timeline reflects current plan; subject to partner availability.

	2025												2026												2027			
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24				
	(\$) Yıllık	(\$) Aylık	Eyl-25	Eki-25	Kas-25	Ara-25	Oca-26	Şub-26	Mar-26	Nis-26	May-26	Haz-26	Tem-26	Ağu-26	Eyl-26	Eki-26	Kas-26	Ara-26	Oca-27	Şub-27	Mar-27	Nis-27	May-27	Haz-27	Tem-27	Ağu-27		
AWS Maliyeti (Opsiyonel)																												
Donanım Maliyeti	300.000	300.000																										
AI junior	22.500	2.250			2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250			
AI junior	22.500	2.250			2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250	2.250			
AI Senior	60.000	6.000			6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000			
AI Senior	60.000	6.000			6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000			
AI Senior	60.000	6.000			6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000	6.000			
Berk Sezim	48.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000			
Çağan Sezim	48.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000	4.000			
Data Center	30.000	3.000			3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000	3.000			
Şirket Kurulum Donanım Giderleri		2.500																										
Şirket Genel Giderleri	24.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000	2.000			
Pazarlama		0	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-			
<b>Toplam (\$)</b>	<b>675.000</b>		<b>312.500</b>	<b>10.000</b>	<b>35.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>	<b>41.500</b>														
			<b>312.500</b>	<b>322.500</b>	<b>358.000</b>	<b>393.500</b>	<b>429.000</b>	<b>464.500</b>	<b>500.000</b>	<b>535.500</b>	<b>571.000</b>	<b>606.500</b>	<b>642.000</b>	<b>677.500</b>	<b>719.000</b>	<b>760.500</b>	<b>802.000</b>	<b>843.500</b>	<b>885.000</b>	<b>926.500</b>	<b>968.000</b>	<b>1.009.500</b>	<b>1.051.000</b>	<b>1.092.500</b>	<b>1.134.000</b>	<b>1.175.500</b>		

41

Toplam (TL)	27.675.000		12.812.500	410.000	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.455.500	1.701.500	1.701.500	1.701.500	1.701.500	1.701.500	1.701.500	1.701.500	1.701.500	1.701.500
			12.812.500	13.222.500	14.678.000	16.133.500	17.589.000	19.044.500	20.500.000	21.955.500	23.411.000	24.866.500	26.322.000	27.777.500	29.479.000	31.180.500	32.882.000	34.583.500	36.285.000	37.986.500	39.688.000	41.389.500	43.091.000	44.792.500	46.494.000	48.195.500

Donanım

Personel

Diğer

Donanım

Personel

Diğer

AWS Maliyeti

Aylık 75.000.- In order to provide R&D environment to AI driven team will cost more then hardware it self at early stages.

Donanım Maliyeti

KDV Dahil Değil. (4 Adet Ekran Kartı \* 75.000 \$) Hardware will be used to fine tune LLMs,agents and development of the pipelines it self. Chepa

AI junior

Brüt Maaş = 1,8 \* Net

AI Senior

Brüt Maaş = 1,8 \* Net

Berk Sezim

Brüt Maaş = 1,8 \* Net

Çağan Sezim

Brüt Maaş = 1,8 \* Net

Data Center

The numbers are foreseen not accurate, price will change according to various metrics and location

Şirket Genel Giderleri

5 çalışan için donanım ihtiyacı ve internet erişimler

Uzaktan çalışma planlanıyor

6. - 9. Ay aralığında Fatura kesilebilir satı yapılabılır ürün hazır hale gelecek

Karşılık Hisse

10%

Şirket Değeri (Dolar Karşılığı)

677.500 \$

Şirket Değeri (TL Karşılığı)

27.777.500 TL



# Use of Funds – Pre-Seed \$675k

Where the money goes



## What it buys us:

Build core product; first pilots; AI infrastructure



### Hardware & Infrastructure – 50%

Dedicated GPUs/servers; on-prem kits; cloud is past-rough



### Team (AI/ML) – 40%

Hire 3-5 engineers; build core product & pilots



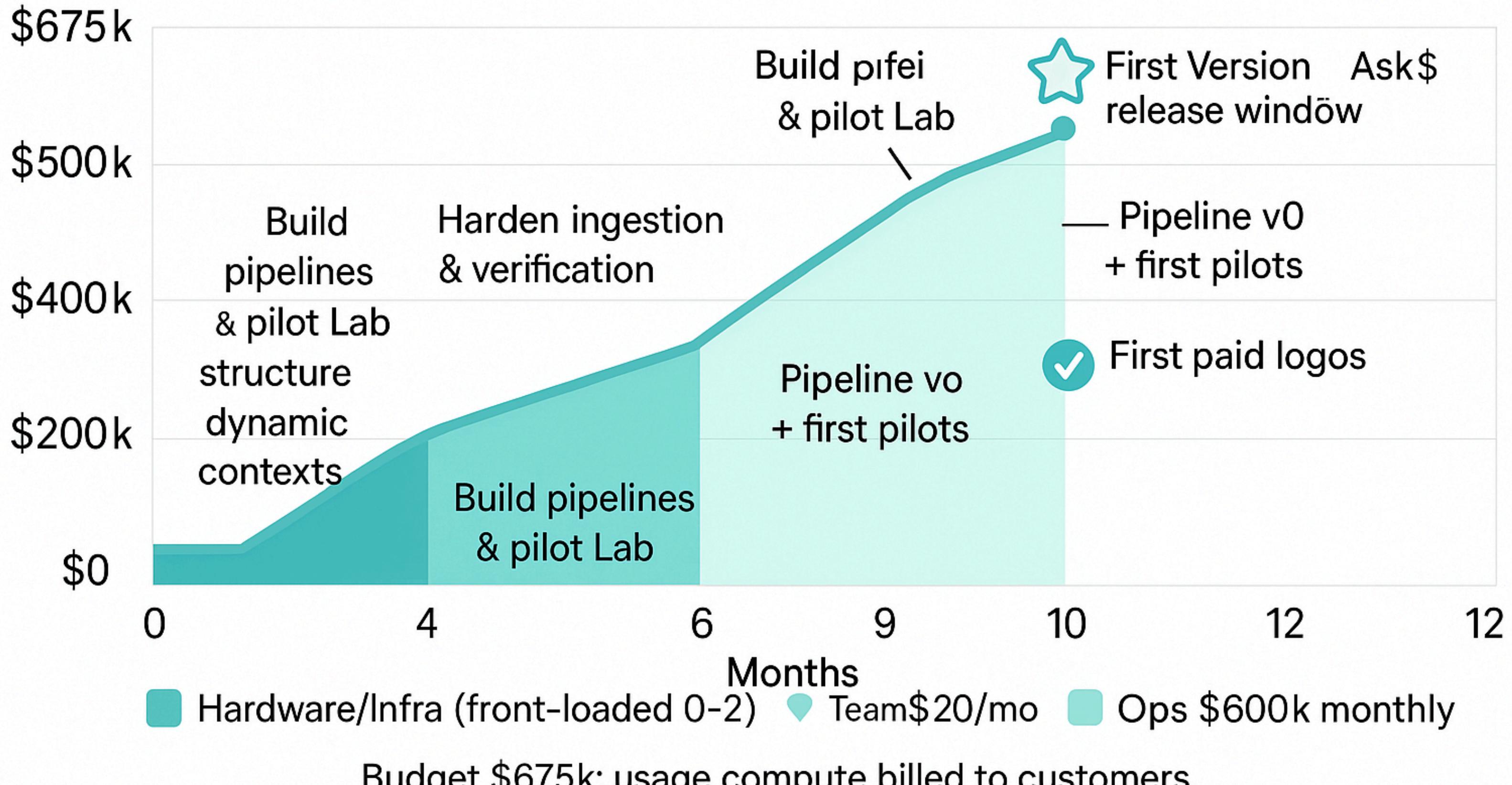
### Operations – 10%

Basics + light marketing

## Outcome:

First version in 6-10 months

# 12-Month Milestone Burn vs. Targets (Cumulative Spend)



# Key Performance indicators – Months 1–12

Pilot → Paid production



$\geq 50\%$

Time to first value



$\leq 6$  months

Extraction accuracy (top fields)



$\geq 90\%$

Customer onboarding time



$< 2$  hours

Gross margin



$\geq 70\%$

Net revenue retention (12 months)



$\geq 120\%$

Targets for first year; subject to vertical / regulatory.



Dingle AI

# Thanks For Your Time