



SCALIX WORLD

Desktop-First AI Development Platform

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ENERGY FW LTD



The AI Development Crisis



Fragmented Ecosystem

- ❗ Multiple tools & APIs
- ❗ Platform switching overhead
- ❗ Inconsistent workflows



Privacy Concerns

- ❗ Data exposure risks
- ❗ IP vulnerability in cloud
- ❗ Compliance challenges



Performance Bottlenecks

- ❗ API rate limits restrictions
- ❗ Network latency issues
- ❗ Internet dependency for all tasks



Scalix: Desktop-First AI Platform

Two Powerful Products: Scalix World & Scalix Router

Scalix World

AI-Powered App Building Platform

- Visual workflow builder
- One-click AI integration
- Real-time testing & deployment
- Desktop-first development

Scalix Router

Enterprise AI Routing Platform

- \$100k+ per license
- Intelligent AI routing
- Enterprise-grade security

Compliance Certifications: SOC 2, HIPAA, GDPR

Key Advantages

Privacy & Security	Performance & Scale
Local-first processing	Sub-second response times
Enterprise compliance ready	Unlimited local usage
Data sovereignty	Scalable architecture



Hybrid Architecture

Dual-Track Architecture

Retail (Cloud SaaS)

Desktop App + Web Dashboard
Cloud API • Firebase • Stripe

Scalix Router

Enterprise AI Orchestration
FastAPI • GPU Management • Governance

Enterprise (Self-Hosted)

Router + GPU Orchestrator
Customer Infrastructure • Data Sovereignty

Privacy-First

Data sovereignty & compliance

Unified Control

Single Cloud API spine

Hybrid Ready

Cloud + on-premise flexibility



Scalix Router

Enterprise AI Orchestration Platform - Centralized control for multi-provider AI routing, governance, and GPU management

Centralized AI Control

Intelligent routing layer that decides which local GPU (Ollama) or cloud provider (Vertex AI, Bedrock, Azure) handles each request based on policies, cost, and capacity.

- ✓ Multi-provider routing (OpenAI, Anthropic, Google, Azure, AWS)
- ✓ Local GPU detection & management
- ✓ Load balancing & capacity allocation
- ✓ Cost ceiling enforcement per department

Regulatory-Grade Governance

Built-in guardrails, semantic routing, and policy enforcement keep prompts/responses within approved boundaries with detailed audit logging.

- ✓ Content filtering & PII detection
- ✓ Semantic routing & task classification
- ✓ Comprehensive audit logging
- ✓ Usage analytics & compliance reporting

Data Sovereignty & Security

Everything runs inside the institution's firewall. Prompts, responses, and logs stay on customer infrastructure with optional cloud license validation.

- ✓ Self-hosted deployment
- ✓ Air-gapped option available
- ✓ Zero prompt retention
- ✓ Customer-controlled infrastructure

Enterprise Integration Ready

Supports multi-tenant orgs, SSO paths, role-based access, and local key management—mirrors existing IAM, DLP, and logging programs.

- ✓ Multi-tenant organization support
- ✓ SAML/OIDC SSO connectors
- ✓ Role-based access control
- ✓ API key management & rotation

FastAPI Backend

Python 3.10 • Production-ready

React Admin UI

Full-featured dashboard

Tech Stack

FastAPI • Pydantic • SQLAlchemy



Revolutionary Developer Experience

Before Scalix

1 Configure API keys	15 minutes	
2 Install dependencies	20 minutes	
3 Test cloud connectivity	10 minutes	
4 Handle rate limits	Ongoing frustration	
5 Debug network issues	Hours of troubleshooting	

With Scalix

1 Download & Install	2 minutes	
2 Start Building	Immediate	
3 Local AI Processing	Instant results	
4 Cloud Sync (when needed)	Automatic	
5 Deploy Anywhere	One-click	

Key Innovations

One-Click AI Integration

Pre-configured models

Visual Workflow Builder

Drag-and-drop pipelines

Real-Time Testing

Instant feedback



Breaking the Speed Barrier

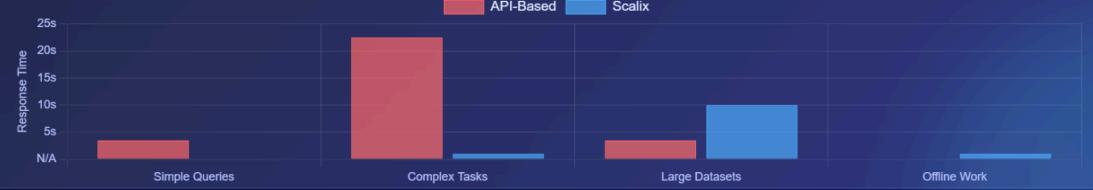
Local AI Acceleration

	GPU Optimization		Model Caching
	Parallel Processing		Edge Computing

Smart Cloud Integration

	Intelligent Routing		Bandwidth Optimization
	Predictive Caching		Zero-Latency Switching

Performance Metrics



Workload	API-Based (s)	Scalix (s)
Simple Queries	~22	N/A
Complex Tasks	~1	~0.5
Large Datasets	~4	~8
Offline Work	N/A	~0.2

Massive Addressable Market

TAM \$50B+

SAM \$15B

SOM \$2B

Target Segments

- Freelance AI Developers** 40%
- Small-to-Medium Teams** 35%
- Enterprise Teams** 25%
- Educational Institutions** Growing

Market Growth

Year	AI Development Tools Market (\$B)	Cloud AI Services (\$B)
2023	\$10B	\$5B
2024	\$11B	\$6B
2025	\$12B	\$7B
2026	\$14B	\$9B
2027	\$16B	\$11B
2028	\$18B	\$13B

Scalix Advantages

- Desktop-first approach
- Privacy & security focus
- Cross-platform compatibility
- Local processing capability
- Enterprise-grade features

Competitive Advantages

Technical Superiority

- <1s Sub-second response times
- 100% Local processing & privacy
- Unlimited No rate limits or quotas

First-Mover Advantage

- Desktop-First Pioneering local AI platform
- Early Market entry advantage
- Network Effects Growing developer community

Enterprise Ready

- Scalix Router** \$100k+ enterprise licenses
- Compliance SOC 2, HIPAA, GDPR
- Support Dedicated enterprise support

Go-to-Market Strategy

- Build developer community through open-source tools
- Target enterprise customers with Scalix Router
- Expand globally with proven model
- Form strategic partnerships with tech leaders



Dual Revenue Streams

Subscription Tiers

Free

• 3 Projects • 10K AI tokens/mo • 1GB storage

Pro

TBD

• 50 Projects • 200K AI tokens/mo • 10GB storage
• 5 team members

Enterprise SaaS

Custom

• Unlimited everything • Dedicated support
• Custom integrations

Scalix Router

\$100K-\$500K

• Enterprise AI Orchestration • Self-hosted deployment

Business Model



Bulk AI Credits Acquisition

Purchase wholesale from data centers



Intelligent Routing System

Optimal AI systems at best cost globally



Premium Pricing Model

Sell at premium with added value & convenience



Future Products

Image & video generation with optimized routing

Revenue Projections

Year 1

\$1.65M

Year 2

\$10M

Year 3

\$45M





Phased Launch Approach

Product-Market Fit

Months 1-6

Beta testing with 500+ developers

Iterate based on feedback

Build community & brand awareness

Market Penetration

Months 7-18

Full public launch

Content marketing & developer education

Strategic partnerships with AI companies

Scale

Months 19-36

Enterprise sales team expansion

International market entry

Ecosystem development

Marketing Channels



Developer Communities

GitHub, Stack Overflow, Reddit



Content Marketing

Blogs, tutorials, case studies



Partnerships

AI providers, cloud platforms



Events

Conferences, meetups, webinars



Why Scalix Will Win



Technical Moats

- 1 Desktop-First Architecture - Unique local processing
- 2 Privacy Innovation - First-mover in secure AI
- 3 Cross-Platform Excellence - Native on all OS
- 4 Real-Time Sync - Proprietary technology



Business Moats

- 1 Network Effects - Growing ecosystem
- 2 Developer Loyalty - High switching costs
- 3 Brand Trust - Privacy-first positioning
- 4 Enterprise Relationships - Long-term contracts



First-Mover Advantages

- 1 Patent Protection - Hybrid architecture
- 2 Developer Mindshare - Early evangelists
- 3 Data Assets - Usage patterns & metrics
- 4 Integration Network - AI provider partnerships

Developer Control

Competitive Landscape

Local-first + Developer Control



Local-first + Consumer



Local-first

Cloud-first + Developer Control



Cloud-first

Cloud-first + Consumer/Automation



Salesforce Einstein



Base44



Vondy



Lovable.dev

Consumer



World-Class Team



Kiran Ravi Kumar

CEO & FOUNDER

Founder & CEO of Scalix (London)

Expert in developer community building

Strong GTM experience

FOUNDER



Vineeth Vijayprakash

COO

Ex-SBI, Bank of Baroda

Deep fintech & compliance expertise

Operational excellence in tech projects

OPERATIONS



Akhil P

CTO

Software Developer from IIT Madras

Production AI/ML deployment expert

Cutting-edge technology implementation

TECHNOLOGY





Path to Profitability

Key Financial Metrics

\$1.65M
Year 1 Revenue

\$10M
Year 2 Revenue

\$45M
Year 3 Revenue

Metric	Year 1	Year 2	Year 3
Retail Revenue	\$1.2M	\$6M	\$28M
Enterprise Router	\$450K	\$4M	\$17M
Gross Margin	85%	87%	88%
Net Income	-\$650K	\$1.5M	\$28M
Retail Customers	800	4K	18K
Enterprise Customers	3	8	22

Prospective Enterprise Client:
Redsand AI (10-15 deployments in 2026)

Funding Requirements

\$1M
Seed Round

\$10M
Series A

\$25M
Series B

Use of Funds

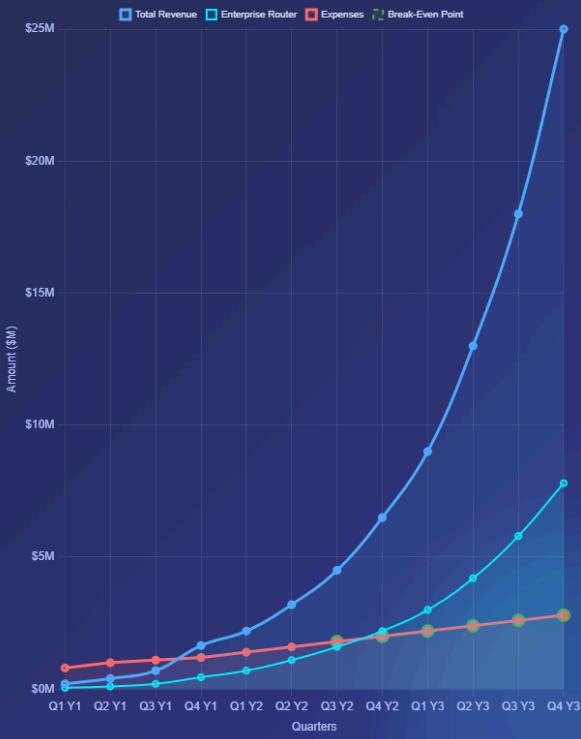
40%
Product Development

30%
Marketing & Sales

20%
Team & Operations

10%
Working Capital

Break-Even Analysis





Seeking \$1M Seed Round Investment

What We Offer Investors



Equity Stake

Competitive terms for early-stage investment



Strategic Partnership

Access to investor network and expertise



Exit Potential

Clear path to acquisition or IPO in high-growth market

Why Now?



Market Inflection Point

AI development tools market at critical growth stage



Privacy Concerns

Growing demand for local processing solutions



First-Mover Advantage

Leading the desktop AI development space



Team Ready

Experienced team with product ready for growth

Milestones for Seed Round



Product fully functional and tested



Revenue model validated



Ready for market launch and scaling

\$1,000,000

Seed Round Investment Opportunity

£790,000

UK Tax Relief Available

SEIS
50% Tax Relief
Max: £250,000

EIS
30% Tax Relief



Thank You!

Watch our pitch video and product demo to learn more about Scalix World



Pitch Video

Watch our complete investor pitch presentation on YouTube

 Watch on YouTube



Product Demo

See Scalix World in action with our interactive product demonstration

 Watch Demo

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