



## 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

Complete AI Development Ecosystem: Scalix World, Managed Services & Scalix Router



### Scalix World

AI-Powered App Building Platform

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



### Managed Services

Zero-configuration infrastructure

- ✓ Managed Hosting - \$199/month
- ✓ ScalixDB - Managed PostgreSQL
- ✓ Enterprise Security & SLA
- ✓ 99.9% uptime guarantee



### Scalix Router

Enterprise AI Routing Platform

- ✓ \$100K-\$500K per license
- ✓ Intelligent AI routing
- ✓ Enterprise-grade security
- ✓ Self-hosted deployment

Compliance Certifications

SOC 2 • HIPAA • GDPR

### Key Advantages

#### Privacy & Security

- 🛡 Local-first processing
- 🔒 Enterprise compliance ready
- 👤 Data sovereignty

#### Performance & Scale

- ⚡ Sub-second response times
- ♾ Unlimited local usage
- 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
- Parallel Processing
- Model Caching
- Edge Computing

**Smart Cloud Integration**

- Intelligent Routing
- Predictive Caching
- Bandwidth Optimization
- Zero-Latency Switching

**Performance Metrics**

Task Type	API-Based (s)	Scalix (s)
Simple Queries	~4	N/A
Complex Tasks	~22	~1
Large Datasets	~5	~10
Offline Work	N/A	~1



## 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



### 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





## 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



### Local-first + Developer Control



### Local-first + Consumer



Local-first

### Cloud-first + Developer Control



Cloud-first

### Local Consumer

Consumer

### Cloud-first + Consumer/Automation



Salesforce Einstein



Base44



Vondy



Lovable.dev



## World-Class Team

### Leadership & Expertise

 **Kiran Ravi Kumar**  
CEO & FOUNDER

FOUNDER

- Founder & CEO of Scalix (London)
- Expert in developer community building
- Strong GTM experience

 **Vineeth Vijayprakash**  
COO

OPERATIONS

- Ex-SBI, Bank of Baroda
- Deep fintech & compliance expertise
- Operational excellence in tech projects

 **Rohith Biju**  
CMO

MARKETING

- Web3 Marketing & GTM Strategy
- Community Building & Partnership Development
- Business Analysis & Market Expansion

 **Arjun Angepat**  
CTO

TECHNOLOGY

- Cloud Architecture & Data Engineering
- Scalable ETL Pipelines & Big Data Solutions
- Technical Leadership & Platform Innovation

 **Akhil Prasannakumar**  
CO-FOUNDER

CO-FOUNDER

- Co-Founder, Software Developer
- Production AI/ML deployment expert
- Cutting-edge technology implementation

 **Extended Team**

- AP Andrew Palzes
- AJ Abey Joseph
- KR Kishore Ravi
- R Rudra
- HR Hiran Ramankutty







# Seeking \$2M 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

# \$2,000,000

Seed Round Investment Opportunity

£1,580,000

UK Tax Relief Available

### SEIS

50% Tax Relief

Max: £250,000

### EIS

30% Tax Relief