

**capacity**

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THIS DOCUMENT CONTAINS FORWARD-LOOKING STATEMENTS REGARDING THE PLANS AND OBJECTIVES OF MANAGEMENT FOR FUTURE OPERATIONS. THE FORWARD-LOOKING STATEMENTS INCLUDED HEREIN ARE BASED ON CURRENT EXPECTATIONS THAT INVOLVE NUMEROUS RISKS AND UNCERTAINTIES. THE COMPANY'S PLANS AND OBJECTIVES ARE BASED ON A SUCCESSFUL EXECUTION OF THE COMPANY'S STRATEGY AND ARE BASED ON A NUMBER OF ASSUMPTIONS, INCLUDING THAT THERE WILL BE NO UNANTICIPATED MATERIAL ADVERSE CHANGE IN THE COMPANY'S OPERATIONS OR BUSINESS. ASSUMPTIONS RELATING TO THE FOREGOING INVOLVE JUDGMENTS WITH RESPECT TO, AMONG OTHER THINGS, FUTURE ECONOMIC, COMPETITIVE AND MARKET CONDITIONS, AND FUTURE BUSINESS DECISIONS, ALL OF WHICH ARE DIFFICULT OR IMPOSSIBLE TO PREDICT ACCURATELY AND MANY OF WHICH ARE BEYOND THE CONTROL OF THE COMPANY. ALTHOUGH THE COMPANY BELIEVES THAT ITS ASSUMPTIONS UNDERLYING THE FORWARD-LOOKING STATEMENTS ARE REASONABLE, ANY OF THE ASSUMPTIONS COULD PROVE INACCURATE AND, THEREFORE, THERE CAN BE NO ASSURANCE THAT THE FORWARD-LOOKING STATEMENTS INCLUDED IN THIS DOCUMENT WILL PROVE TO BE ACCURATE. IN LIGHT OF THE SIGNIFICANT UNCERTAINTIES IN THE FORWARD-LOOKING STATEMENTS, THE INCLUSION OF SUCH INFORMATION SHOULD NOT BE REGARDED AS A REPRESENTATION BY THE COMPANY OR ANY OTHER PERSON THAT THE OBJECTIVES AND PLANS OF THE COMPANY WILL BE ACHIEVED.



# Today, enterprise content is hard to access.

WEBSITE



*"I can't find what I need on this website!"*

INTRANET



*"Intranet search never works for me"*

SALES PROCESS



*"Our sales playbook is buried across docs!"*

HELP DESK

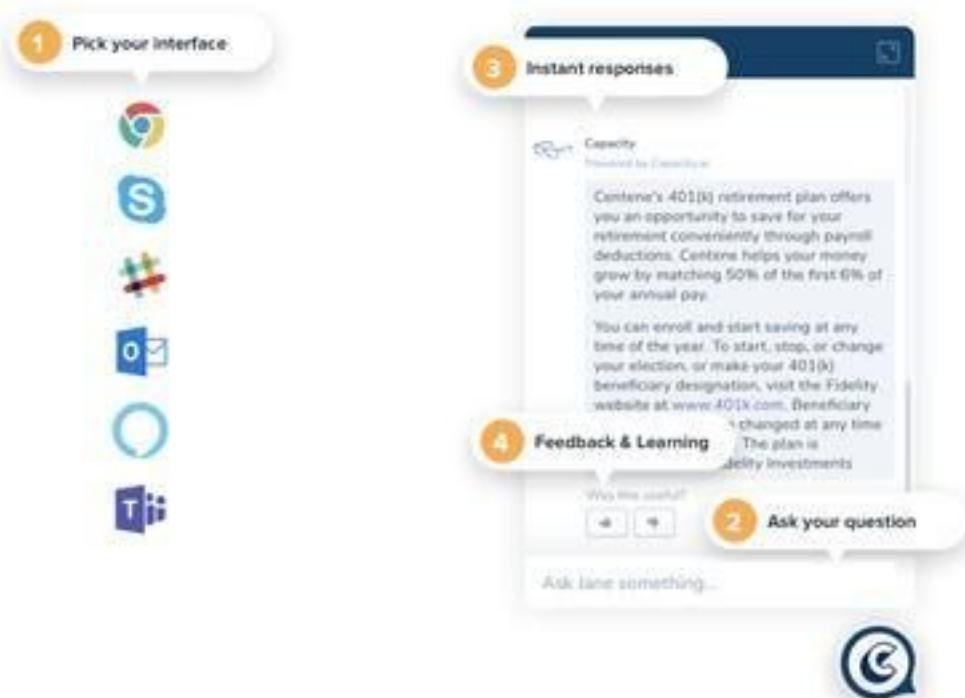


*"I answer the same q's over and over!"*

**WASTED TIME**

# So we built the future of work.

Capacity is an enterprise AI platform that gives you access to everything you need so you can do your best work.



The fastest way to access company information.

# Comprehensive



Integrates with 40+ Apps



Mines business intel from company docs

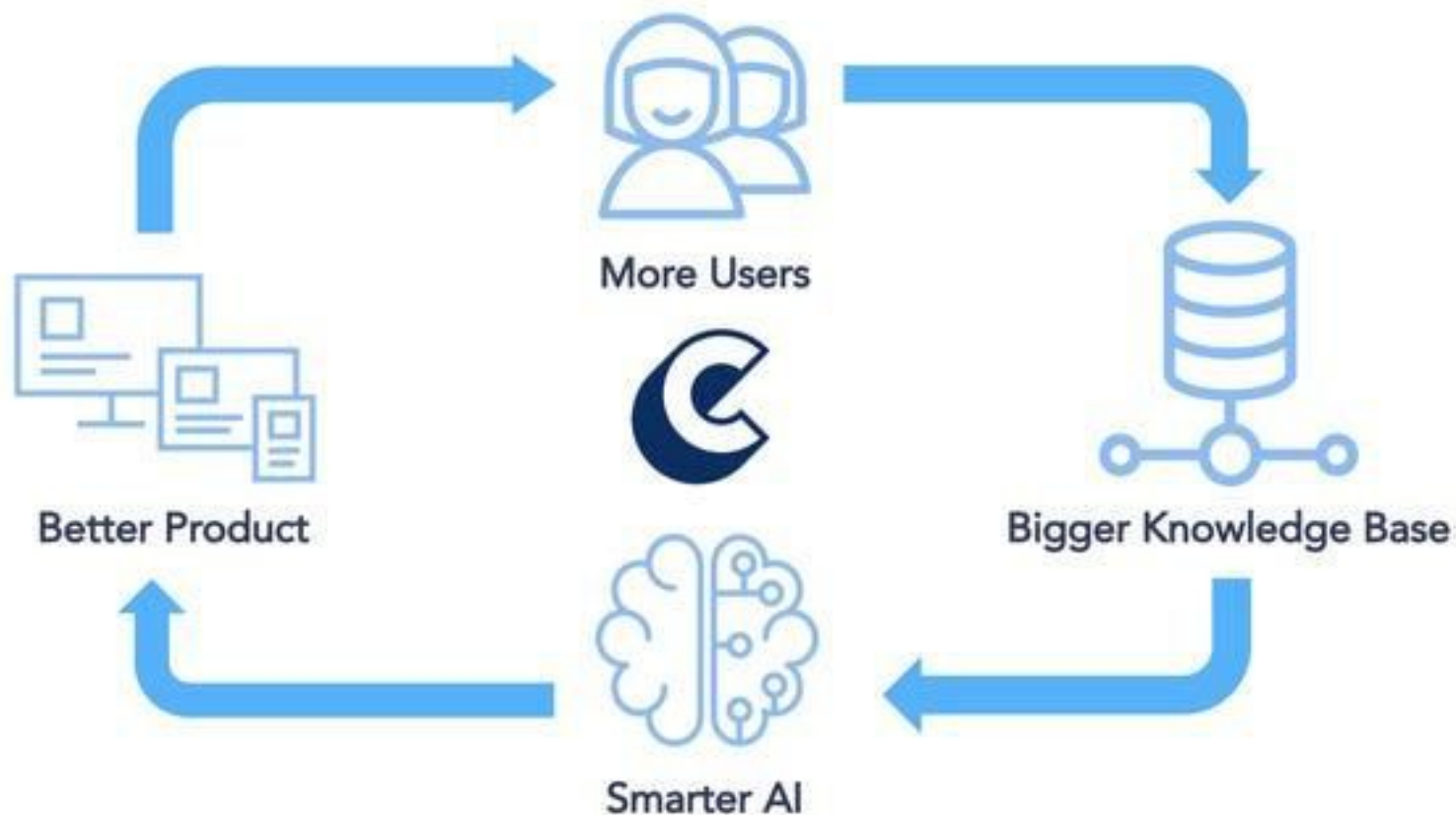


Learns the tacit knowledge of the org

capacity



# Capacity becomes more useful over time





# The Workplace needs AI

**BUSINESS  
INSIDER**

**80% of businesses want chatbots by 2020**

Business Insider Intelligence Dec. 14, 2016, 10:15 AM

**Forbes**

**84% of enterprises believe investing in AI will lead to greater competitive advantages.**

**2DNet**

**Over half of consumers will choose a chatbot over a human to save time**

<https://www.businessinsider.com/80-of-businesses-want-chatbots-by-2020-2016-12>

<https://www.forbes.com/sites/jeanacolumbus/2018/01/12/10-charts-that-will-change-your-perspective-on-artificial-intelligences-growth/#5050cde94758>

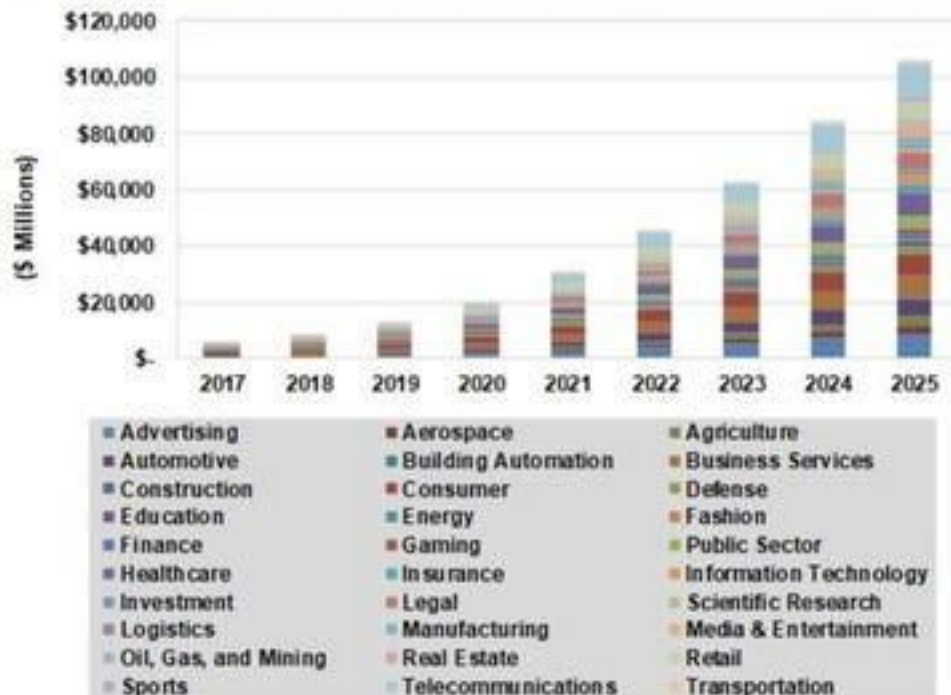
<https://www.zdnet.com/article/over-half-of-consumers-will-choose-a-chatbot-over-a-human-to-save-time/>



# The Total Addressable Market (TAM) is Exploding



Artificial Intelligence Software Revenue by Industry, World Markets: 2017-2025





# Business Model



Multiyear contracts

Predictable, recurring  
SaaS revenue

Scalable deployment

Upselling & cross-selling  
more use cases and teams



# Near Term Focus

Build the Category Killer in Enterprise AI



Develop a world class sales & marketing machine



# Demo



# Winning Awards & Industry Recognition



## Wealth Tech Demo Results

INVEST 2019 featured 18 live demos to share their digital wealth products and ideas. The judges and the audience both voted, and the results are in!

### Judge's Choice

We tallied the scores from demo judges. Here are the results.

RUNNER UP (Tie)



THE JUDGE'S CHOICE WINNER



### Audience Choice

We tallied the votes from the 1,000+ INVEST attendees. Here are the results.

RUNNER UP



THE WINNER



# We Hit Our Goals

Build Initial Prototype	✓
Achieve Bookings Target 2017	✓
Develop Advisory Board	✓
Successfully Integrated with Big 6 App Categories (Email, Calendar, HRIS, CRM, Ticketing, Cloud Drive)	✓
Hire Key Executives	✓
Develop Sales and Marketing Team	✓
Land our first clients outside of St. Louis	✓
Achieve Bookings Target 2018	✓



# Company Profile



Capacity is a secure, AI-native knowledge sharing platform that empowers teams with instant access to the knowledge they need to do their best work. Capacity connects to enterprise apps, mines company documents and spreadsheets, and captures the tacit knowledge of an organization.

**Categories** - AI, Enterprise Software, SaaS, PaaS

**Headquarters** - St. Louis, Missouri

**Founded Date** - January 2, 2017

**Founders** - David Karandish & Chris Sims

**Funding** - \$1.6m Seed + \$8.4m Series A + \$10m+ Series B (ongoing)

**Legal Structure** - Delaware LLC





# Raising our Series B



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