



Gracier: Voice Beautifier

Communicate better with realtime voice enhancing.



Problem

Everyday usage of voice

👋 Accents and cultural aspects of dialects adds tension.

😬 Online meeting anxiety impairs ability to deliver.

🙊 Having simple grammar mistakes acts as a red flags for listener.

Karsten Winegeart

Toshi

End Meeting

Solution



On-the-fly realtime voice
converter backed by AI.



Embeds as an intermediate level between
your and listeners in any voice application.



300x realtime speed with
preserving initial quality.

Market Validation

Voice in 2020 is on the rise.

Online meetings took over: Zoom and WebEx have 300 millions monthly users, Google has 100, Microsoft has 75.

Other applications:

- 😊 Fun: Tik Tok, Houseparty
- 📖 Learn: Google Classroom
- 🧑‍💼 Enterprise: Call centers

Over **2 billions** total monthly users of voice apps worldwide.



Market Size

TAM

\$4B+: total worldwide for meeting apps.

! And a lot more for all voice dependent apps.

SAM

\$620M+: estimated Zoom revenue in 2020.

SOM

Say, 10% chooses Zoom because they need our feature. Than, it's \$62M.



Technology

Opens variety of use cases.



Artificial intelligence

👷 Pipeline:

- Transcribes audio to find phonemes and letters patterns.
- Locates pronunciation mistakes.
- Modify original audio in the streaming manner.

★ Features:

- Corrects pace by modifying length of pauses.
- Corrects grammar mistakes (articles, silent letters, etc.).
- Corrects pitch and words emphasizes.
- Removes accent and noises.

Business Model

We plan to provide monthly subscription options for unlimited usage.

Convenient external streaming API and SDK for integration included.

Around \$20+ for monthly usage.

That's \$20M in revenue with 1M users.

💰 Another option is to be acquired by big online meeting app.

Aim for be estimated at around \$150M.



Market Adoption



Free monthly subscription and encouraging to share.



Describe positive cases: increased retention rate for call center or a/ced work presentation.



Easier process of usage by out-of-the-box seamless integration with everyday apps and multiple language support.



Competitive Advantage



There is no standalone product with such features created yet.



Enormous market and huge impact potential.



State-of-the-art fast and reliable technology backed by recent developments in AI.



We will storm the market by offering novel way to perceive voice communication.



Team



Stanislav Beliaev [\[CV\]](#)
23yo, HSE; co-authored 5
papers on ML in audio at
NVIDIA; ex Neuromation,
Google; lives in SF, CA.



[hidden]
23yo, HSE; 5x USA
internships; ML in audio
expert.



[hidden]
22yo, ITMO; VK Research;
ex Neuromation; strong
background in ML.

Financial and ROI

Next steps

\$450K+ for angel investing round
(you will be granted fare % of shares).

We are looking for up to 6-12 months
of financing for team of ~5-10 people
for complete product MVP.

