**Benoit Gendron**
CEO & co-founder

**Chloé Durand**
COO & co-founder

**Emmanuel Audousset**
CRO & co-founder

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every millisecond counts

# Real-time AI Analytics
## at the service of connected innovations

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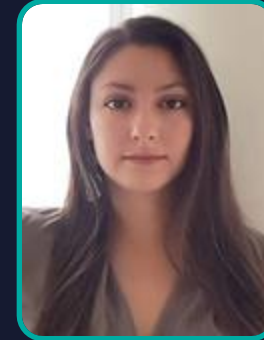# An Experienced Team of Founders

## Benoit Gendron
### CEO and co-founder

**25+ years** at Ericsson in America & Europe in Sales with 20M$USD+ quota and expertise in Product Management and Innovation M.Sc. from HÉC Business School.

Ex- ERICSSON

## Emmanuel Audousset
### CRO and co-founder

**30+ years** of experience in telecom industry, Co-founder of Astellia), went IPO then acquired by EXFO (Canada) Ph.D. Engineering, Centrale Supélec.

Ex- orange ASTELLIa EXFO

## Chloé Durand
### COO and co-founder

**15+ years** of experience in managing and developing tech-based projects and companies. Skilled in marketing, business operations and strategy, MBA, HEC Paris, B.A.Sc. in Telecom Engineering, U of Ottawa.

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# Company intro – Purpose

- Tech telecom startup founded in Montreal in 2020

- Developed a 100% software solution that enables industrial and telecom companies to **quickly identify**, **solve** and **prevent** network issues to support advanced automations and network upgrades.

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**CONNECTIVITY is the new ELECTRICITY !**

1,500b USD

400b USD

2024    2030

Global spend in IIoT equipments

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# High impact events due to connectivity issues

# Network Downtime in mining

**Network issues** contribute to **10-30%** of unplanned **downtime**

**180k USD/incident**

**Up to $300k/h (Ex.$60k/h for a Mine like La Ronde)**

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# How is it solved today?

1. **Spend big money blindly on expensive and complexe-to-manage infrastructure and hope for the best (with no visibility)**

2. **Try to develop an in-house, custom solution in your "free time" and see poor result**

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# LatenceTech's solution

A mature and unique solution

- R&D **co-development**, with **Ericsson** and **Orange**.

- Tested on over **100 corporate networks**.

- **3** years of product enhancements and testing with key industry players.

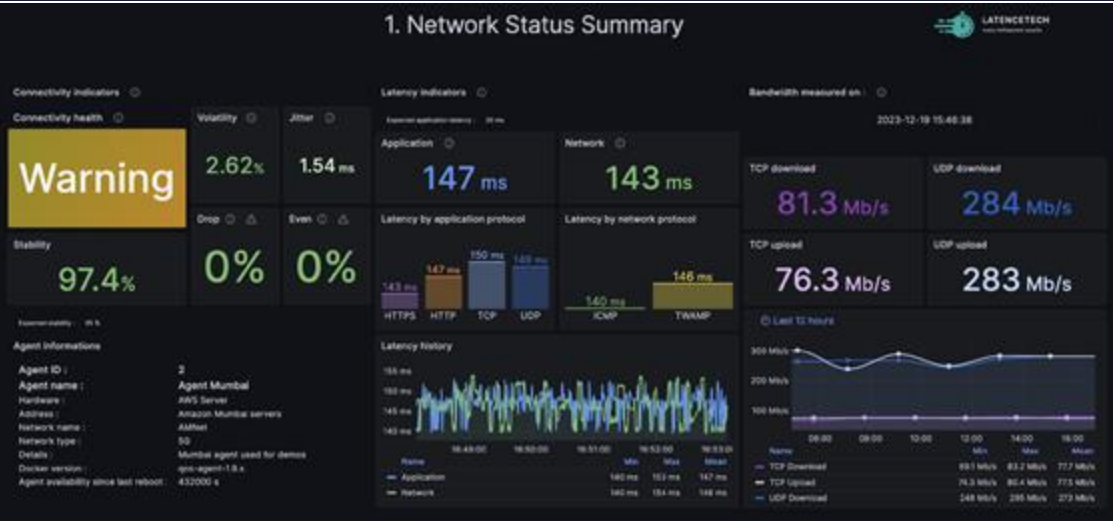- Over **1.1MUSD** of non dilutive fund invested.

- **PCT** patent pending.

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# LatenceTech Solution



Analyzer

MONITORING
for real-time insights

FORECASTING
to ensure safety & continuity

DIAGNOSTICS
to understand variations

OPTIMIZATION
of low latency

5G

Our QoS Agent

Dashboards    AI & GenAI    Alerts    APIs
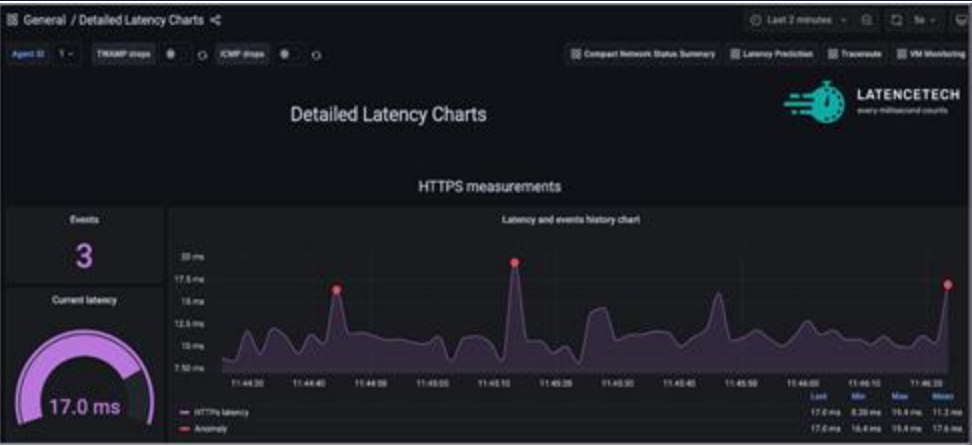
LATENCETECH

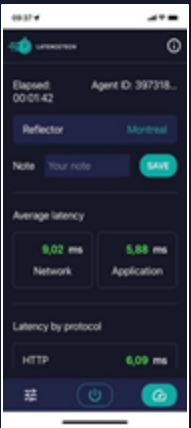# Commercial software & APIs deployed on client environments

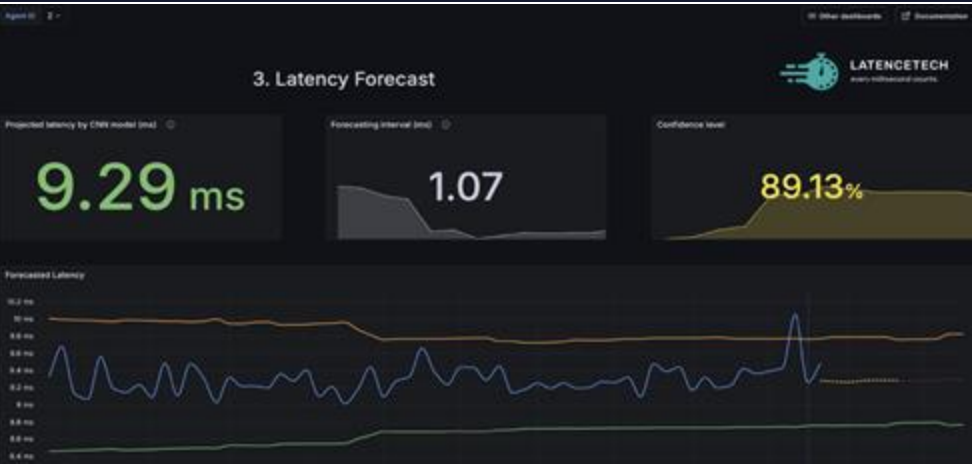Real-time dashboards with new KPIs



Real-time AI Anomaly Detection



GenAI diagnostics



QoS maps



Latency Forecasting at +2 mins (ML/CNN)

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# Unique Selling Points (from customer feedback)

## Real-time Analytics

Real-time KPIs (latency, reliability, throughput)
Detect anomalies
Predict latency
Diagnostics
Optimisation

## Easy to Deploy & Operate

**100% software**
Container-based
Mobile App
Low network impact
End-to-end visibility
Open APIs

## Network Agnostic

LTE & 5G
SD-WAN & FTTH
WIFI
Satellite
Multi IP protocols
(TWAMP, TCP, UDP, HTTP/S, ICMP)

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# Why now? Private networks finally picking up

## Global IoT market

### 24.3% CAGR
**from 2024 to 2032 to reach 4,000b USD***

## Global Private LTE/5G market

### 40.5% CAGR
**from 2024 to 2032 to reach 42.4b USD***

## Private Networks – Industries

Manufacturing     Ports     Utility

Mining     Defense

* Global Market Insights Inc

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# $3B Annual TAM for Wireless Network Monitoring

**SAM $700 m/y**
**SOM $50 m/y**

**We are prioritizing key clients…   … and are well advanced in their sales cycles**

**1 year          2 years**

**1000+ Mobile Operators** 4G/5G/LTE

**85+ System Integrators** offering private networks

**1000+ Industrials** with private networks

**24M** Highly **Innovative & Performing SMEs**

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# Main Competitors



- Hardware based
- Large heavy solutions
- Complexe to deploy and operate
- No ML based prediction models
- No GenAI Reco
- No End 2 End view
- Not real-time

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# Traction



**In discussion**

**Mobile operators**
verizon✓ · at&t · T·· · CableLabs® · TELUS · (Vodafone)

**Integrators**
Anritsu · CGI · Deloitte. · accenture

**Advanced industries**
ABB · SAAB · Hydro Québec · BOLIDEN · edf

**Trials**
ERICSSON · Alsatis · cnes
Telefónica · Bell · KiNS Communications
bouygues telecom · orange Business Services
CROSSCALL · THALES
ekinops. · GROUPE MISA PÔLE D'EXCELLENCE MINIER · mycomOSI

**Existing Clients**
CETIM · MAGNA · ArcelorMittal
tdf · mediacom · orange
Capgemini · NOKIA
Market places · Nuvla.io · (intel)

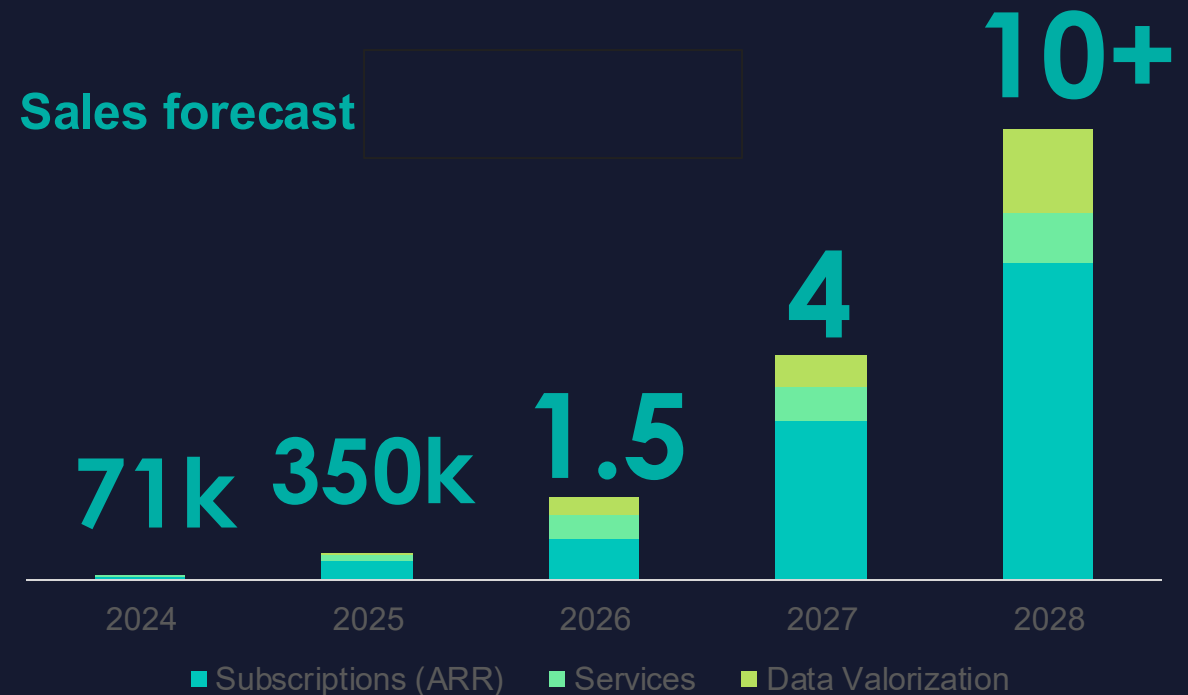LATENCETECH

# High margin & scalable software business model

## Annual Subscriptions $15k-$50k

- Trial packages and SME: $6K
- Mid Size: $15K
- Large Size: $50k

Ex. Country deployment 1 Operator: $200k

Ex. Telefonica Quote: 50k USD

+ Selected professional services
+ Future: monetization of Latency data

**Sales forecast**

10+
4
1.5
350k
71k

2024    2025    2026    2027    2028

■ Subscriptions (ARR)  ■ Services  ■ Data Valorization

110k$ of sales in 2023

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# Business Developers & Resellers

**Marc Soulacroup**

Europe and Africa

**30+ years** of experience in Telecom and IT

**John Sanford**

USA - Sweden

**30+ years** of experience in telecom industry

**Domingo Muñoz**

Latin America - Spain

**30+ years** of experience in telecom

OPTICELL
CONSULTING, TOOLS & TRAINING

France

wavetel
a simac group company

Europe

NETMETRIX

Spain

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# Our Advisors

**Bertrand Hébert**
Marketing Exec
**25+ years** in
Telecom, IT, LTE/5G,
Launched the
brand Fizz
Ex Videotron,
Xplornet

**Charles March**
Business Dev Exec
**25+ years** in IoT,
Telecom,
IT, Startup mentor
Ex CRO at Mnubo
(acquired by Aspen)

**Vincenzo Fusillo**
Technical Sales Exec
**25+ years** in Telecom,
IT, LTE/5G, private
networks
Ex Ericsson,
Ex Samsung

**Olivier Mignault**
Tech Architect ex
CTO - Co-founder
of Ookla, in charge
of developing the
SpeedTest product

**Laurent Mussot**
Orange Innovation
Senior R&D engineer
and researcher,
LTE/5G innovation
team for Orange,
Author LIFBE patent

# Seed Funding Needs & Use

**1.5M USD**

Preferred Equity
or
SAFE notes

**30%**
Product Enhancements
o Adapting to industrial segments
o Improvement of our AI analytics & APIs
o Strengthen R&D Team
o Complemented with R&D subsidies

**70%**
Commercialization
o Sales & Marketing staff
o Increase sales in new
   markets: US-Europe-Asia
o Setup resellers network
o Selected Trade Shows
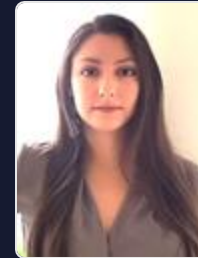
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# Thank you / Merci

**Connectivity powers ALL innovations across industries**

Our AI analytics enables safe and continuous operations where stable low latency is critical

Now's the time capture this new market!

**Benoit Gendron**
CEO & co-founder

+1-438-399-7009

benoit.gendron@latencetech.com

**Chloé Durand**
COO & co-founder

chloe@latencetech.com

**Emmanuel Audousset**
CRO & co-founder

+ 33 608 613 482

emmanuel@latencetech.com

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