



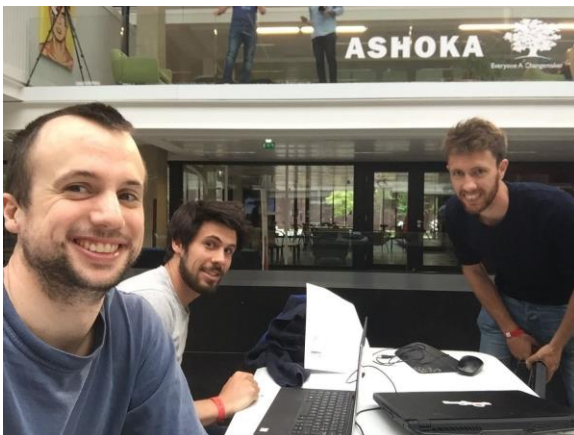
Sharpen decisions in Financial Services
with Industrial Artificial Intelligence

Overview of Dreamquark

Alexandre CAMERON

SAGEX, 30th of July 2019





Seb, Quentin and I

My avatar on slack, git etc.

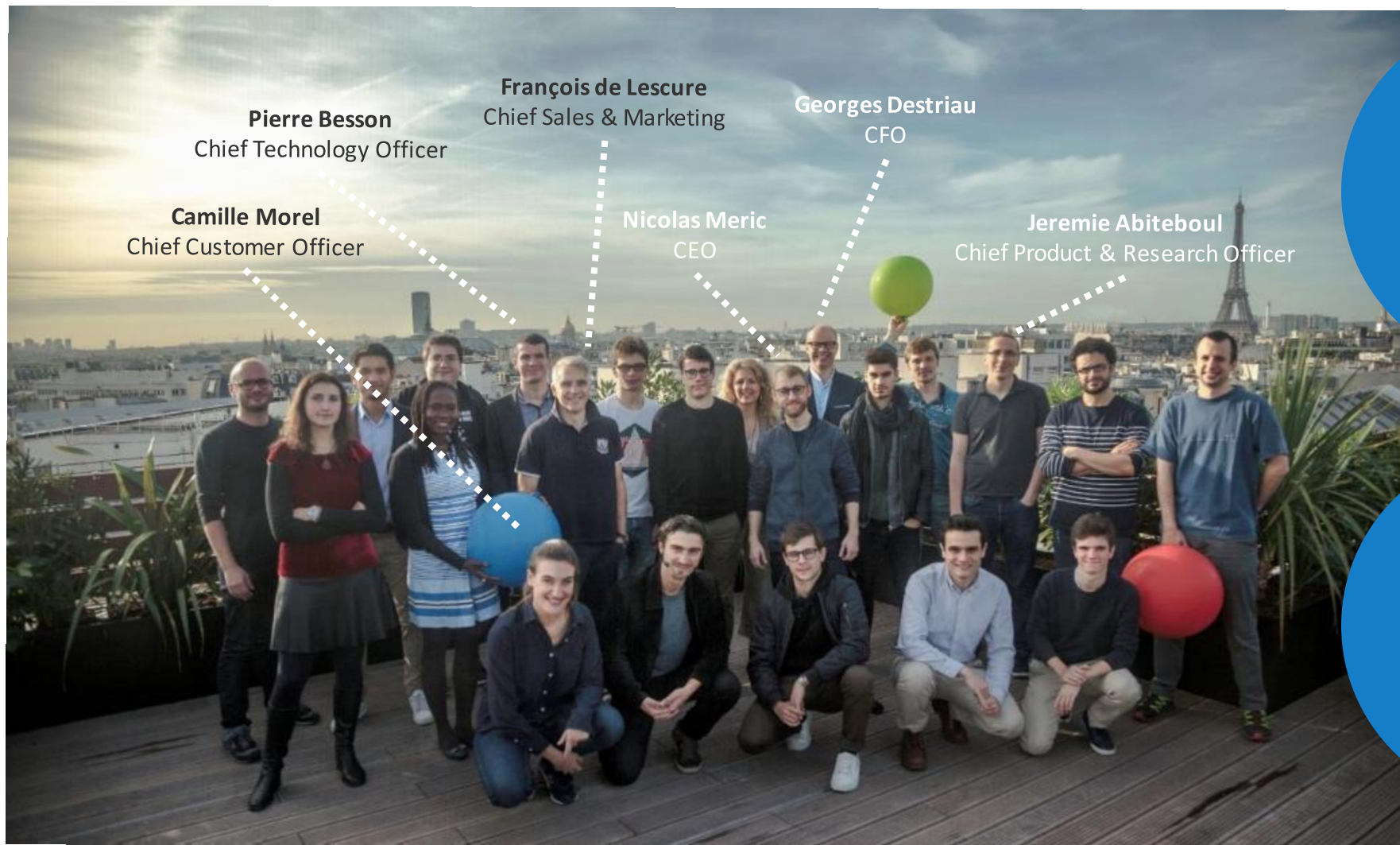


- PhD in physics Turbulence theory and DNS
- Data scientist at Dreamquark:
 - Engage in customer project (40%)
 - Develop new functionalities (40%)
 - Survey python framework, kaggle competition, article (20%)

Who we are ?



The success of a team



Now a team
of
30
inc 8 PhD

Series-B

4 pillars around customers and technology

From a wealth of **expertise and expérience**,
our team constantly challenge itself to
provide companies with the best product



Nicolas MERIC
Founder-Chief Executive
Officer
PhD in particle physics



Camille MOREL
Chief Customer
Officer
EMLYON, LSE



François de LESCURE
Chief Sales & Mkg Officer
INSEAD, Centrale Nantes



Jérémie ABITEBOUL
Chief Product & Research Officer
Mines Paris, PhD in nuclear physics



Georges Destriau
Chief Financial Officer
EMLYON



Pierre Besson
Chief Technology
Officer,
Télécom ParisTech

What do we sell ?



THEY
TRUST
US



BNP PARIBAS



AG2R LA MONDIALE

bpi**france**

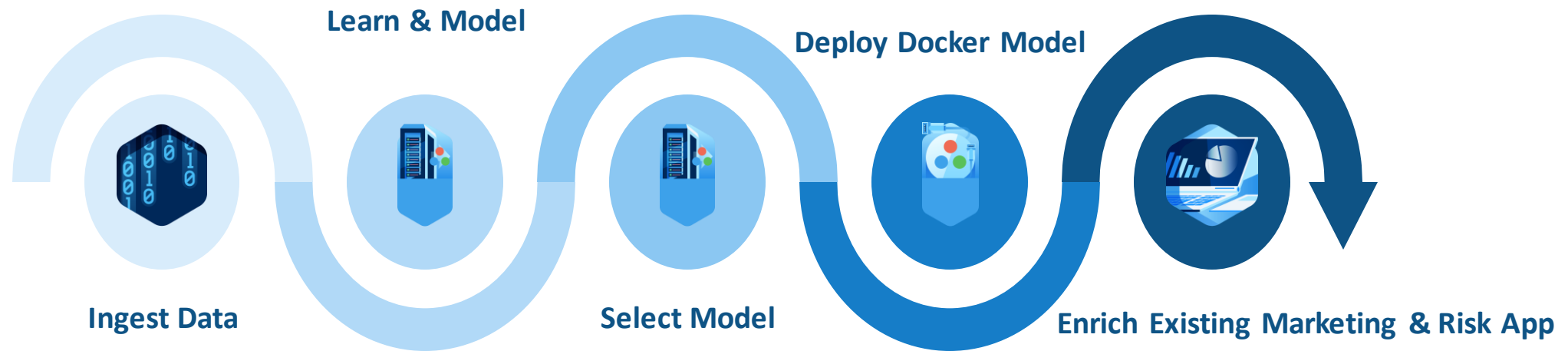


RECENT
AWARDS

Leveraging accumulated data can boost profitability

To make it a reality in large scale production, DreamQuark created an AI platform for business experts:

Simple & zero-code	Enterprise grade IT	Top data-driven decisions
On-prem or SaaS	Multi-tenant	Transparent & trustworthy



What happens in real life ?



Some marketing use cases examples and gains



Transparency
of decisions

Next Best Offer

3X

More engagement

4X

Deal conversions



Ease of use

New cash prediction

>500 M

Detected on 179 targets customer



Ease of
deployment

Advisory propensity

+70%

Detected target for the same reach effort

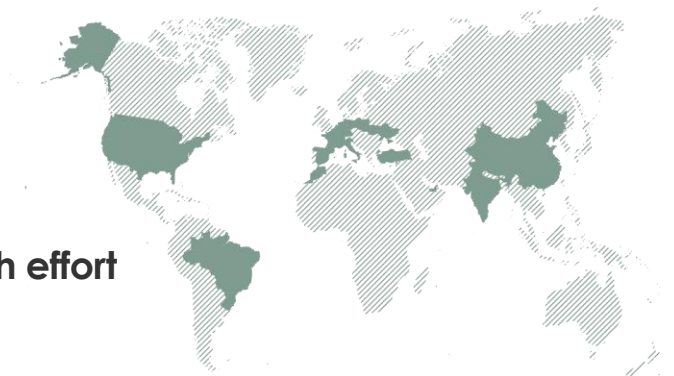
Advisory attrition

>50%

Detected churners in a pool of 100 clients



Ability to do
more business




AI journey & business model with DreamQuark

DQ data science & IT support and skills transfer



MVP productization

- Scoping
- Data export

- MVP creation & quick integration
 - Field ROI measurement
 - Platform adoption by business experts
 - IT & security validation
- 

2-9 months

Production

- User licence
- Prediction volume fee
- Customer success

Multi-years

Demo





Thank You

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