

Documents → Decisions in 30 Seconds

Workflow automation for regulated finance & logistics.

₹1.03 CR ARR · 50+ CUSTOMERS · 1M+ PAGES

Workflows · Runs · Tasks · Approvals · Audit — with India + GCC residency.

1M+

Pages processed

50+

Customers live

₹1.03 Cr

ARR (Nov '25)

Bridge Thesis

- Workflow builder + marketplace services (PDF/LLM/OCR/RPA).
- Residency-first deployments with immutable audit trails.
- Closed-loop execution: tasks/approvals → write-back into LOS/ERP/TMS.

Problem – Manual DocumentOps Bleeds Cost & Time

₹2.55L / 10K DOCS IN MANUAL DRAG.

Teams still rekey documents across inboxes, portals, and spreadsheets.

Where time leaks

- Underwriting: 7–12 docs per case.
- Logistics: 10–15 min per PoD/LR.
- Rework: 4–8% leakage + SLA hits.

Cost impact

- ₹2L / month on keying.
- ₹40k / month on rework.
- ₹15k / month on SLA/audits.

At 100k docs: ~₹25L/month drag.

Why Now – Models, Regulation & Buyer Pull

VLM reliability, residency mandates, and buyer pull now align.

Signals in motion

- **2019–2022:** VLMs handle unseen layouts.
- **2023:** Residency mandates in India + GCC.
- **2024–2025:** Buyers demand closed-loop outcomes.

Buyer baseline

- Local VPC hosting + immutable audit logs.
- Exception handling via tasks + approvals (not spreadsheets).
- Write-back into core systems (with replayable runs).

Regulation + reliability + vendor risk now overlap.

Market Opportunity – India, GCC, Global

INDIA + GCC ~\$1.5B SPEND ('25E) · GLOBAL \$15–17B TAM

Market size snapshot

\$0.9B India IDP/DocOps
spend ('25e)

\$0.6B GCC document
automation ('25e)

\$15–17B Global
document automation TAM
('25e)

Growth focus

- India: 25–30% CAGR (NBFCs, banks, logistics).
- GCC: 22–26% CAGR (payroll, trade, logistics).
- Global: 18–20% CAGR (enterprise IDP refresh).

What We Do – Workflow Automation for Document-heavy Ops

BUILDER + MARKETPLACE + OPERATOR CONSOLE (RUNS/TASKS/APPROVALS/AUDIT).

Define the workflow once; every run is traceable, testable (dry-run), and residency-safe.

PRODUCT

Fracto Workflows

- Intake: email, webhooks, API (attachments included).
- Extract + validate: VLMs plus deterministic policy checks.
- Execute: destinations (HTTP/Sheets), RPA, notifications.
- Operate: run history + artifacts, tasks/approvals, audit log.

HOW IT WORKS

4-step loop

1 Intake

Email/webhook/API → one workflow run.

2 Parse & normalize

Turn payloads + attachments into clean text + fields.

3 Extract & validate

Classify, extract, and route exceptions to tasks/approvals.

4 Execute

Write-back, RPA, and notifications – logged end-to-end.

OUTCOMES

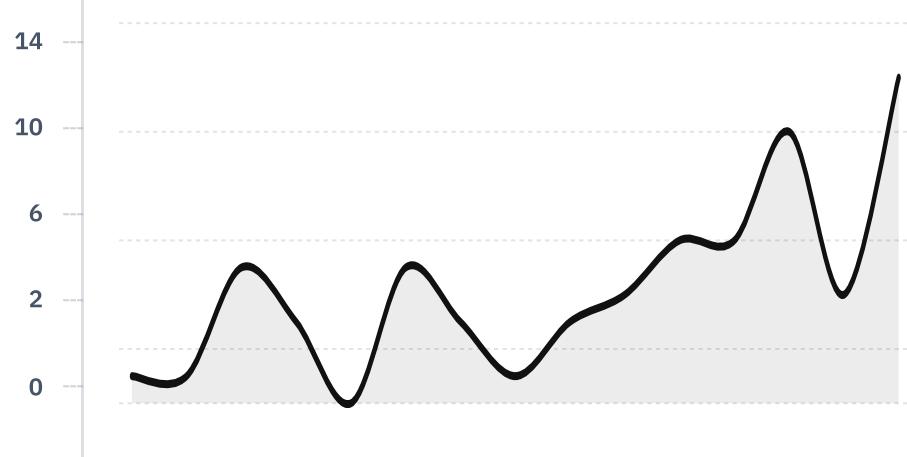
Ops impact in weeks

- ≤30s turnaround from doc → system.
- Exceptions only with audit trails.
- India/UAE VPC deployments ready.

Traction – Customer Adoption

50+ CUSTOMERS · 0 CHURN · 4 EXPANSIONS IN 45 DAYS

Monthly onboardings



CUSTOMERS

50+

ARR

₹1.03 Cr

LOGO CHURN

0

EXPANSIONS

4 in 45 days

INDIA REFERENCES



GCC REFERENCES



Traction – Usage & Revenue Growth

Q3 '25: 399K PAGES · NOV '25: ₹8.57L REVENUE · ARR: ₹1.03 CR

ARR

₹1.03 Cr

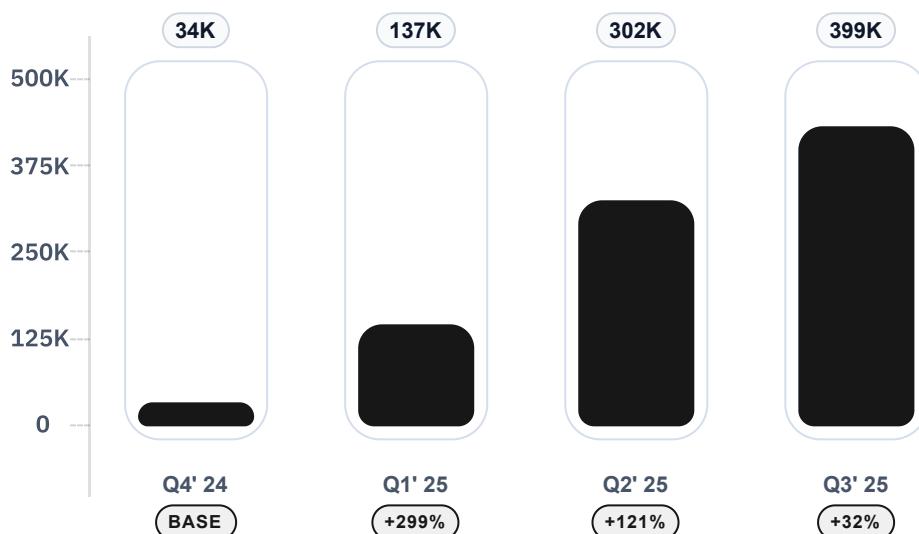
REVENUE (NOV '25)

₹8.57L

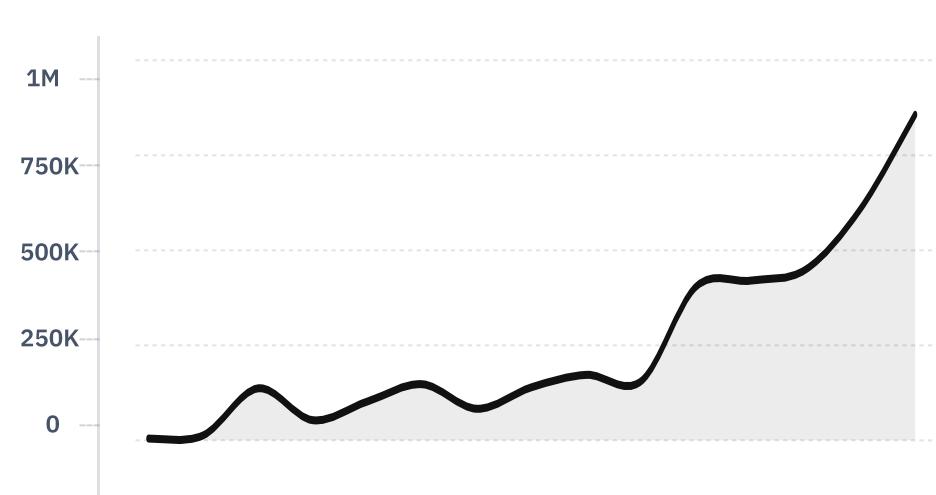
PAGES (Q3 '25)

399k

Quarterly pages processed



Monthly revenue (₹)



Moat – Residency-first, Closed Loop for BFSI & Logistics

Residency-first closed loop with domain validators.

FEATURE	FRACTO	GLOBAL / GENERIC IDP
Residency-ready India/UAE VPCs	Available	Rare / non-standard
Closed-loop (read → validate → write-back)	Yes	Partial / no write-back
Domain validators	BFSI / Logistics	Generic
STP performance	≥90% in production	60–85% on templates
Ops console (runs, tasks, approvals, audit)	Built-in	Usually DIY / fragmented
Workflow testing (dry-run) + replayable runs	Yes	Limited / manual
Marketplace services (PDF/OCR/doc gen/RAG/RPA)	Extensible	Point features, not a platform

Pricing & Unit Economics – Platform + Agent Packs

BASE PLATFORM + SETUP + USAGE PACKS.

Simple subscription + usage that scales with pages.

Base platform

MRR

₹5k–₹25k / month

ONE-TIME

Setup

₹15k–₹35k

Usage

AGENT PACKS

~₹2.50 / pg avg

(tiered)

EXPANSION

Add-ons

Custom packs

PACK ARCHITECTURE

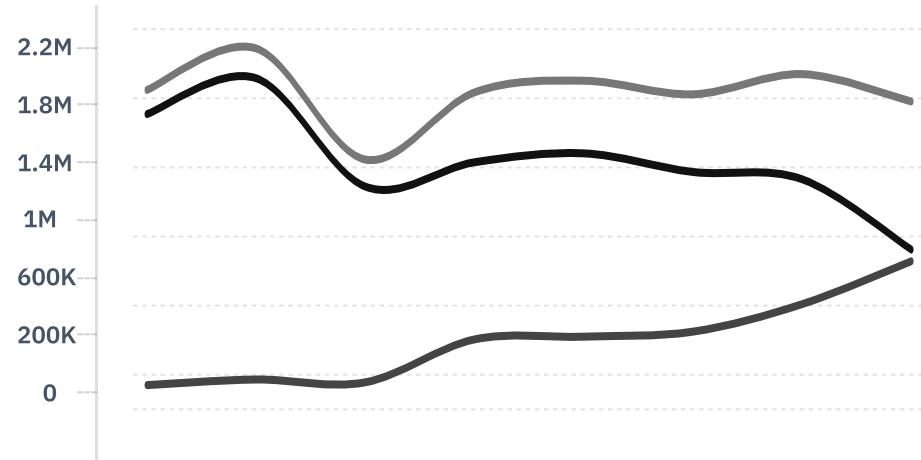
Platform subscription plus packs that grow with throughput.

- Base platform: orchestrator + APIs with audit trails.
- Setup: connectors + validator tuning.
- Usage packs: tiered per-page bundles.

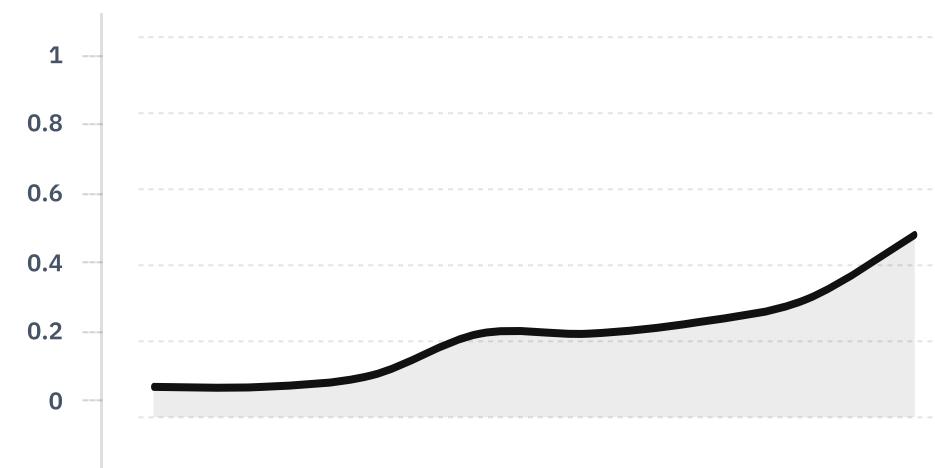
Operational Efficiency – Path to Break-even

0.53x BURN AT ~₹1 CR ARR WITH LINE-OF-SIGHT TO BREAK-EVEN.

Monthly P&L (₹)



Revenue-to-expense ratio



Team Building Agentic DocumentOps

Product, ML/infra, GTM – shipping closed-loop IDP in India & GCC.

Founding Team



Ankur Gupta

Co-founder & CEO

[LinkedIn](#)

Product & GTM · ex-Ruptok / ABL
Workspaces



Narender Singh

Co-founder & CTO

[LinkedIn](#)

ML platform & infra · ex-cloud/hosting
founder



Tanishq Khurana

Head of Sales

[LinkedIn](#)

Sales & success · ex-Razorpay /
Deloitte

₹4 Cr Momentum Bridge – Plan & Ask

₹4 CR BRIDGE TO SCALE FROM ₹1.03 CR → ~₹5 CR ARR + SOC-2 + INDIA/GCC VPC KITS.

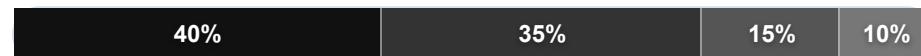
Standard seed convertible · targeting 3–5 partners.

ARR today · ₹1.03 Cr



12-month milestone · ₹5 Cr ARR

Use of funds (₹4 Cr)



CATEGORY	KEY DELIVERABLE
GTM	Pods + partnerships
Product	Validators + add-ons
Compliance	SOC-2 + audits
Infra	India/UAE VPCs

12-month plan & outcomes

Revenue engine ARR & GTM PODS

₹1.03 Cr → ~₹5 Cr ARR with expansion-led growth.

Product RECON, WORKSPACE & Q&A

Ship Recon Studio, workspace, and Q&A.

Compliance + residency SOC-2 & VPC KITS

SOC-2 Type II + repeatable India/GCC VPC kits.

The Raise & How We Partner

WE'RE LOOKING FOR 3–5 PARTNERS TO COMPLETE THIS ₹4 CR BRIDGE.

How we propose to engage

- 30-minute working session (**this week**) to align on fit.
- Tailored deep dive on priority workflows.
- Diligence & closing path with a clear cadence.

Contact

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