

# Documents → Decisions

IDP + agentic workflows that turn documents into audited system updates (write-back).

₹1.03 CR ARR RUN-RATE • 25 LIVE PAYING CUSTOMERS • 1.4M+ PAGES PROCESSED (AS OF DEC 31, 2025)

India/UAE residency

Replayable runs

Tasks + approvals

Controlled write-back

1.4M+

Pages processed

25

Paying customers

₹1.03 Cr

ARR run-rate

## Thesis

### WEDGE

#### IDP

ocr.fracto.tech

### EXPAND

#### Agentic workflows

flows.fracto.tech

### SCALE

#### Packs + validators

Recurring usage

# Problem – Manual DocumentOps = Cost + Compliance Risk

INBOX → SPREADSHEETS → THREADS → CORE SYSTEMS.

## Baseline workflow today

### 1 INBOX / PORTAL / WHATSAPP

PDFs, scans, emails, attachments.

### 2 KEYING + SPREADSHEETS

Manual extraction, checks, rework.

### 3 APPROVALS IN THREADS

Email/WhatsApp approvals, missing trail.

### 4 CORE SYSTEMS

LOS / ERP / TMS updated by hand.

Result: exceptions are not tracked end-to-end; audit evidence lives in folders + message threads.

## Operational impact

- SLA delays (manual keying + rework).
- Audit gaps (approvals in threads).
- Cost scales linearly with volume.

Read-only OCR isn't enough – teams need controlled write-back with an audit trail.

# Why Now – Residency, Vendor Risk & Reliable VLMS

RESIDENCY MANDATES · VENDOR RISK · RELIABLE VLMS.

## 3 triggers

- **Residency + cross-border:** default expectation is in-region processing (India/UAE).
- **Vendor risk + audit rights:** buyers require auditable runs, controls, and clean exit paths.
- **Doc AI reliability:** extraction quality is now “good enough” to run end-to-end workflows.

## Buying criteria shifted

- In-region deployments (India/UAE VPC) + strict data boundaries.
- Immutable audit logs + replayable runs.
- Tasks/approvals + controlled write-back into LOS/ERP/TMS.

Closed-loop + residency is now table stakes for BFSI & logistics.

# 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)

## Wedge → expand

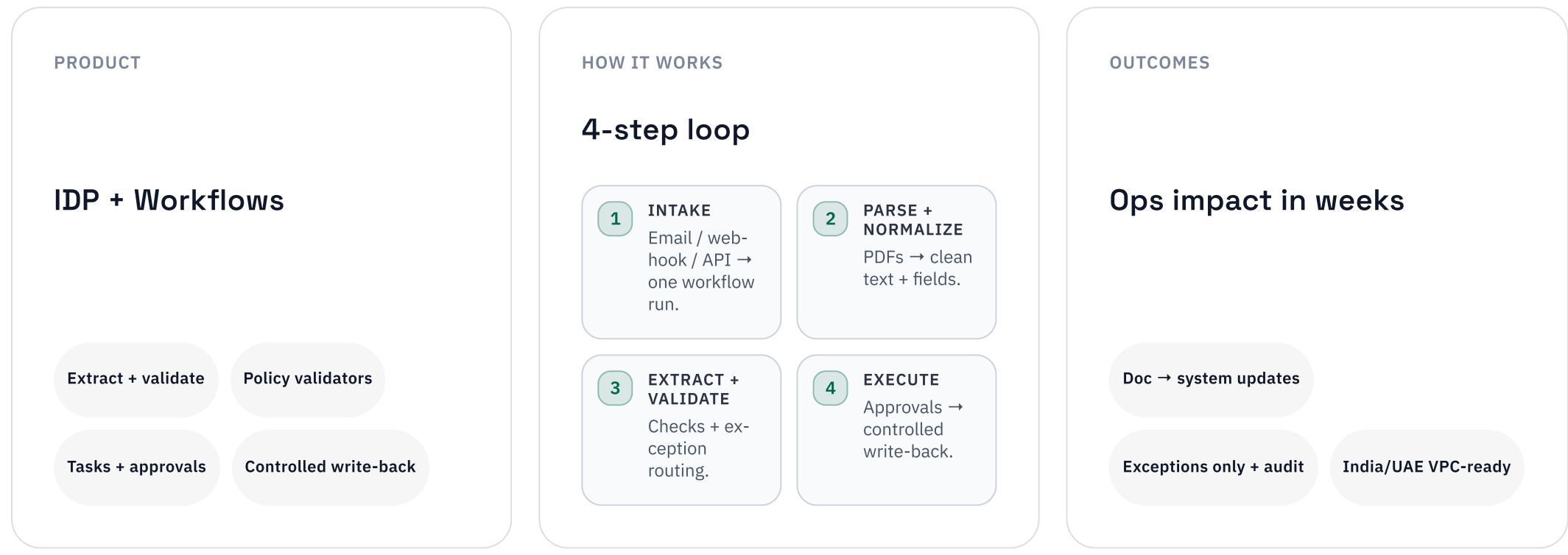
NBFC underwriting   Logistics billing   Compliance + audit

Expand via more workflows + throughput/customer.

# IDP + Agentic Workflows (Closed-loop)

IDP (OCR.FRACTO.TECH) + WORKFLOWS RUNTIME (FLOWS.FRACTO.TECH).

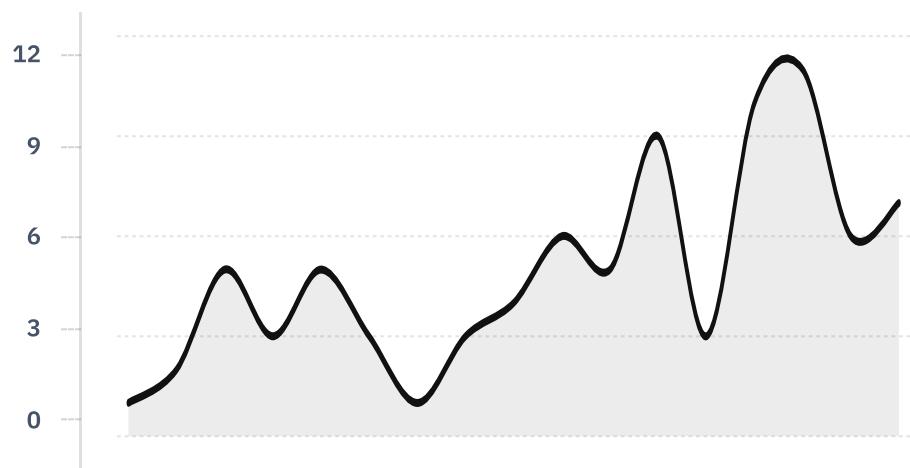
Intake → parse → validate → task/approve → controlled write-back (with audit + residency).



# Traction – Customer Adoption

25 LIVE PAYING CUSTOMERS · ₹1.03 CR ARR RUN-RATE · 1.4M+ PAGES PROCESSED (AS OF DEC 31, 2025)

## Monthly onboarding



## LIVE PAYING CUSTOMERS

25

## PAGES PROCESSED

1.4M+

## INDIA REFERENCES



## GCC REFERENCES



\* Comfi



# Traction – Usage & Revenue Growth

Q4 '25: 431K PAGES · NOV '25: ₹8.57L REVENUE · ARR: ₹1.03 CR

ARR

₹1.03 Cr

PAGES (Q4 '25)

431k

REVENUE (NOV '25)

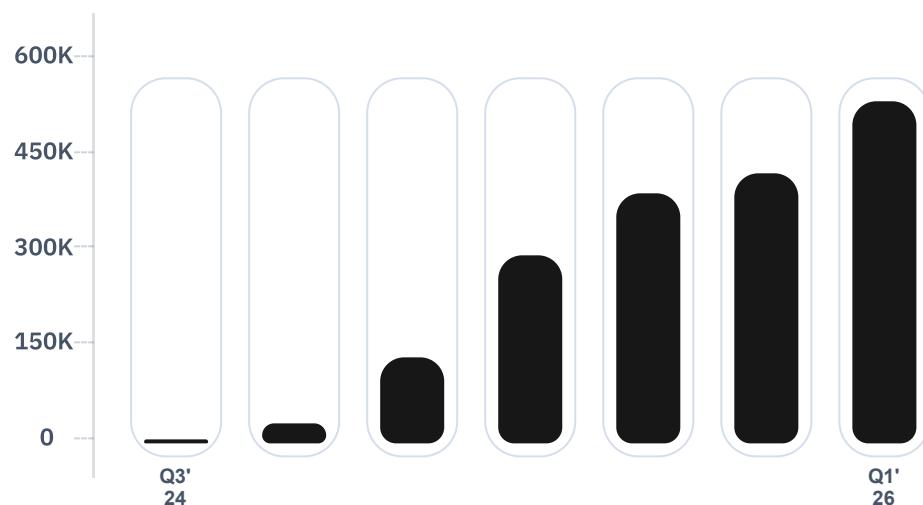
₹8.57L

LOGO CHURN

0%

To date

Quarterly pages processed



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

RESIDENCY-FIRST · AUDIT-NATIVE RUNS · DOMAIN VALIDATORS.

**India/UAE VPC-ready** Residency-first deployments

MEDIAN STP

—

Last 30 days (production)

**Controlled write-back**

Tasks/approvals → LOS/ERP/TMS

**Domain validators** BFSI/logistics policy checks

P25 / P75

— / —

Production runs distribution

SAMPLE

— workflows · — customers

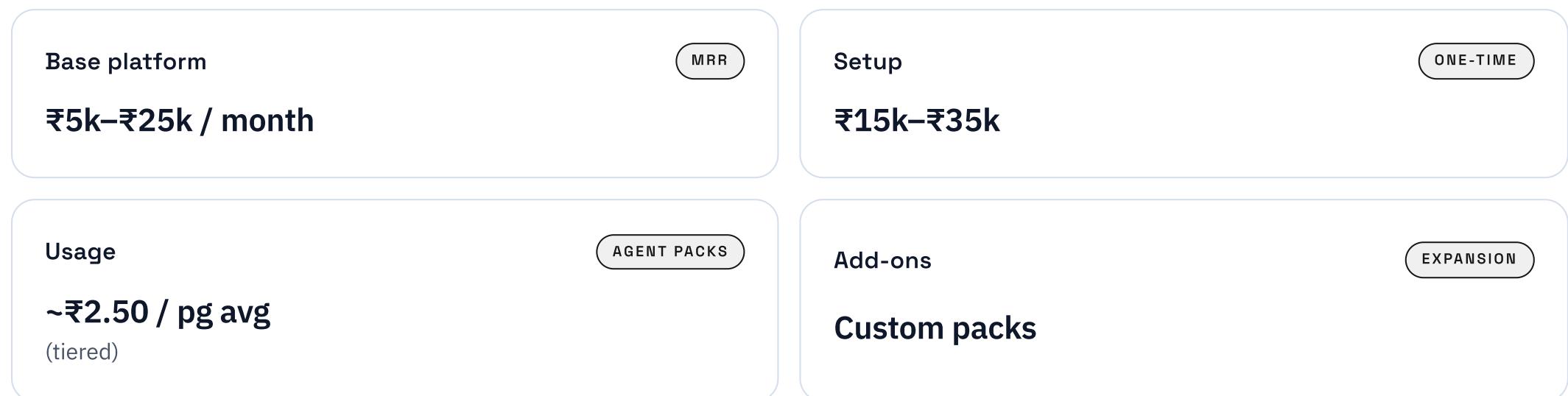
Workflows · customers

STP = share of docs completed read → validate → write-back with no manual steps.

# Pricing & Unit Economics – Platform + Agent Packs

BASE PLATFORM + SETUP + AGENT PACKS.

Example: 100k pages/month → ~₹2.5L usage + ₹25k base.



## PACK ARCHITECTURE

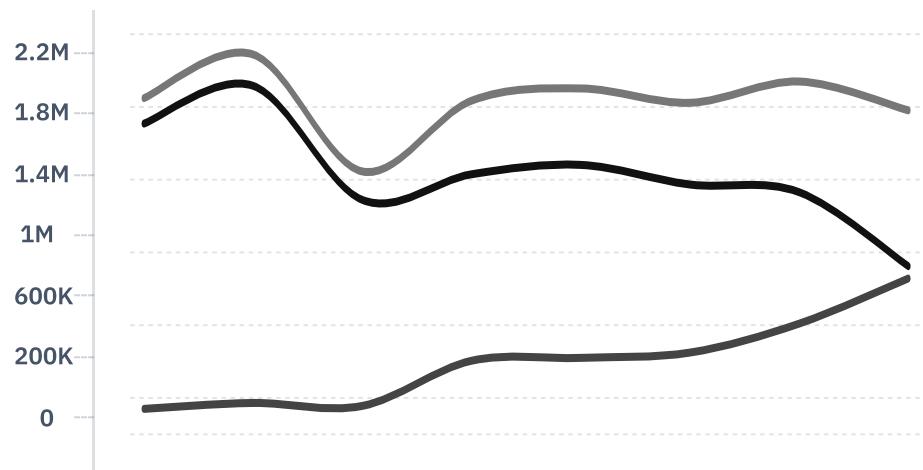
Predictable base + usage; expansion via packs.

Orchestrator + APIs   Connectors + validators   Tiered page bundles

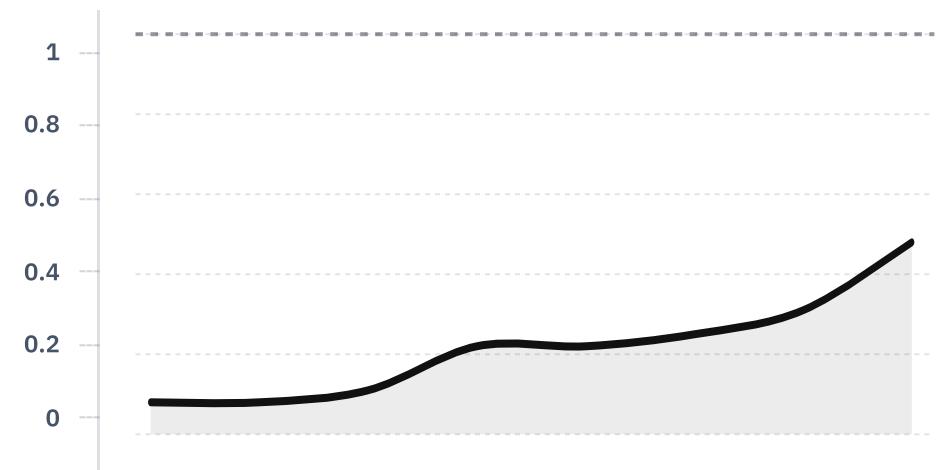
# Operational Efficiency – Path to Break-even

0.53× BURN MULTIPLE (NOV '25) · 82.7% GROSS MARGIN (APR–SEP '25).

Monthly P&L (₹)



Revenue-to-expense ratio



# Team Building Agentic Workflows for DocumentOps

Product, ML/infra, GTM — shipped closed-loop IDP in regulated ops across 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.

Target close: Q1 2026.

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 STP + EXPANSIONS

Increase STP and expansion per customer; reduce deployment time for new workflows.

### 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.
- **Data room** available after the first call.

## Contact

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