



Inception Capital Connect Summary Deck - **GiglyAI**

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Website: <https://gigly.ai>

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Company Summary





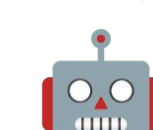



Who are you?

We are **GiglyAI**, a UAE, India and USA -based technology company building a multi-vertical AI-driven travels, commerce and logistics platform that empowers small and medium businesses (SMBs) to go online, manage operations, and scale instantly with AI — all in under 5 minutes.

Company history

Founded in 2024, Gigly began as a mobility and delivery aggregator to unify fragmented travel and logistics sectors in India and the Middle East. We quickly expanded into enabling entrepreneurs, home-based businesses, and small stores with a suite of white-labeled apps and backend tools, covering booking, delivery, storefronts, inventory, and marketing automation. Gigly's products are now used by sellers, taxi operators, travel agencies, and delivery startups.






Key details about your start-up

-  **Founded:** 2024
-  **HQ:** Dubai, UAE (operating in India & GCC)
-  **Products:** GiglyAI Partner Platforms, TravelX (Mobility Platform), SellX (D2C Seller Platform), DeliverX (Delivery as a Service)
-  **Tech Stack:** Flutter, Angular, Node.js, Aerospike, Google Maps, OpenAI
-  **Differentiator:** AI-powered onboarding, order management, and hyperlocal logistics with auto-scaling infrastructure and integrated payments/ads.
-  **Traction:** Over 100+ SMBs onboarded during closed beta; fully bootstrapped and preparing for scale and investment.
-  **Vision:** Build the Stripe+Shopify+Uber for the next billion underserved entrepreneurs across Asia & MENA.
-  **AI/ML Use Cases:** Predictive demand matching, smart logistics routing, campaign performance optimization, and voice-based store setup via WhatsApp.





The Problem

What problem are you solving?

The world's micro and small businesses — from home sellers to local taxi owners and travel agents — struggle to digitize, scale, and compete in the platform economy. Despite a booming digital transformation trend, most entrepreneurs in emerging markets remain **offline, underserved, and invisible** due to:





-  **Fragmented Tools:** There's no unified platform that covers storefronts, payments, deliveries, customer engagement, and marketing.
-  **High Cost of Going Digital:** Hiring developers, building apps, integrating payments or logistics — it's unaffordable for most.
-  **Lack of Tech Literacy:** Many business owners aren't developers. They need “plug-and-play” tools — not tutorials or APIs.
-  **No Online Presence:** Millions of businesses still operate via WhatsApp or word-of-mouth, missing out on digital demand.
-  **Platform Exclusion:** Dominant platforms cater to consumers or enterprise, **not the entrepreneur** who just wants to launch in 5 minutes and start earning.

Why is this problem important?

-  **Fragmented Solutions:** Small businesses use a patchwork of disconnected tools (Excel, WhatsApp, cash payments), leading to inefficiency and lost revenue.
-  **Underserved Sectors:** Home Sellers, travel agents, taxi owners, and delivery entrepreneurs are left behind in the platform economy.
-  **High Tech Barriers:** Building an app, integrating payments, managing deliveries, or running campaigns is too expensive or complex.
-  **Limited Digital Presence:** These SMBs often lack a website, digital storefront, or visibility on search and maps.

Is it a problem worth solving?

Absolutely.

-  **Global Opportunity:** There are over **500 million SMBs** worldwide; **80%+** lack access to digital platforms.
-  **Platform Gap:** No single solution exists that integrates storefronts, delivery, booking, and promotions into a plug-and-play system.
-  **AI Advantage:** With generative AI and automation, we can offer **instant onboarding, store generation, and operations management** at near-zero cost.
-  **Massive Economic Upside:** Enabling micro-entrepreneurs unlocks **new digital GDP** and local employment growth in every city.

Your Solution

What is your solution?

We've built **GiglyAI**, an AI-powered partner-first platform that enables entrepreneurs and small businesses to launch and run their own branded travels, delivers, digital storefronts or services — in under 5 minutes — without technical expertise.

Our ecosystem includes:

- **TravelX** – Bookings, fleet, and driver management for taxi/travel businesses
- **DeliverX**– Launch and manage a delivery company with vehicles, drivers, and aggregator integration
- **SellX** – Sell goods, accessories, and manage orders
- **Ads & Store Builder** – Promote and run local businesses via WhatsApp, Web, and Apps

How effective is your solution?

- **5-minute business launch** with ready-made workflows
 - **Zero-code setup** with fully hosted apps (Web + Android + iOS)
 - **WhatsApp onboarding** with AI assistant guiding step-by-step
 - Built-in tools for **order management, delivery tracking, live ride sharing, local SEO, and automated ads**
- Real-world deployments across **India and UAE**, with partner companies actively running their business using our stack

Is your solution scalable and affordable?

Yes — scalability and affordability are core to our model:

- **Multi-tenant, containerized architecture** built with Angular, Flutter, Node.js, and Aerospike
- **One platform → multiple industries**, fully modular
- **Runs on commodity cloud infrastructure**, optimized for low-cost regions
- **No upfront cost to launch** – monetized via platform fees, subscriptions, and services
- **LLM-assisted onboarding and automation** means less human support overhead and faster scale

What Makes You Unique







What differentiates you from your competition?

Unlike traditional platforms that offer only one service or require complex setup, **Gigly.ai** is an **AI-first Partner Platform** that empowers anyone — from local drivers and sellers to travel agents and delivery managers — to **launch, promote, and run their own digital business** without coding or technical skills.

We are not just a marketplace; we are:

- A **full-stack business enabler**, with **plug-and-play apps**
- An **AI-powered co-pilot** that builds and scales businesses in minutes
- A **multi-vertical platform** spanning transport, delivery, food, and commerce
- Integrated with **local payment, notification, and delivery infrastructure**
- Accessible via **WhatsApp, mobile apps, and web** — unified via one account

What is your competitive landscape?

Competitor	Focus Area	Requires Tech Setup	Multi-Vertical	AI-Powered Onboarding	Localized Scaling
Wix / Shopify	E-commerce	Yes	✗	✗	 Global focus
Uber for Fleet	Ride Sharing Ops	Yes	✗	✗	 Global
Local Aggregators	Niche services	No	✗	✗	 Region-specific
GiglyAI (Us)	All business types	No		 (LLM Co-Pilot)	 Built for Local

Is your solution easily replicable?

No. Here's why:

- **Tech complexity:** Multi-vertical platform with modular business logic (booking, delivery, payments, promotions, AI onboarding, etc.)
 - **Integrated local stack:** WhatsApp business APIs, Indian & UAE payment gateways, localized push/SMS/email support
 - **AI Co-pilot architecture:** Built using custom LLM workflows and prompt trees, fine-tuned for onboarding and business scale
- First-mover advantage in the “Partner-First AI Business OS” space**
- Deep integrations** with services like live tracking, document verification, ride/route logic, and marketplace APIs

Current Traction

Who are your customers/partners?

While still in early rollout, we've onboarded and partnered with:

- **Over 200+ small businesses**, including:
 - Local taxi operators in Tier 2 and Tier 3 cities
 - Home bakers and cloud kitchens in India and UAE
 - Independent travel agencies managing fleets and drivers
- **Aggregator networks** to extend ride bookings and deliveries across regions
- Strategic partnerships with **local payment gateways** and **WhatsApp Business API providers**

How healthy is your pipeline?

Our partner acquisition and onboarding is rapidly growing:

- **1500+ businesses** in the **waitlist pipeline** (transport, delivery, shopping)
- **Active conversations** with 3 regional logistics aggregators and 2 e-commerce enablers
- **Pipeline includes** inquiries from:
 - UAE, India, and Qatar
 - Niche industries like bakery suppliers, driver unions, and boutique travel planners

Do you have any customer feedback?

Yes — overwhelmingly positive:

- **“We went live in one day — no tech team needed.”** – Travel Partner, South India
 - **“This is like Shopify for drivers — finally, something for us.”** – Fleet Owner, Tamil Nadu
 - **“Loved the WhatsApp-based onboarding and live ride tracking.”** – Delivery Startup, Tamil Nadu
- We continuously collect structured feedback via our onboarding flow and weekly partner interviews to refine product direction.

Any trials and POCs?

Absolutely:

- **Pilot program launched** in 3 Indian states and 2 UAE cities
- Live **POC with travel companies** managing 100+ rides/day
- **POC with baker collectives** to digitize their store and delivery flow
- **Internal sandbox** with new verticals like grocery and medical delivery being tested

Funding

How much money have you currently raised?

- We are currently **bootstrapped** with initial internal capital and sweat equity.
- No external institutional funding raised yet.
- Built a **multi-vertical MVP**, deployed **live apps in India and UAE**, and launched **partner onboarding** without external capital.
- *Our lean execution model has helped us validate market demand and achieve early traction with minimal cost.*

How much do you plan to raise in this round?






- We are raising **USD \$500K – \$750K (Seed Round)**
- *(flexible depending on strategic investor alignment and value-adds)*

Why are you raising funds?

To move from MVP to scalable GTM execution and solidify our positioning as the go-to platform for hyperlocal entrepreneurs:

- Scale **sales, marketing, and regional partnerships**
 - Enhance **AI-powered onboarding, discovery, and operations tools**
 - Expand **cloud infrastructure and DevOps** to support growing traffic
- Build a **community-led growth engine** and partner marketplace

What will you use the funds towards?

Category	Allocation	Description
 Product Development	35%	Expand features for travel, delivery, shopping & AI tooling
 Marketing & Partnerships	25%	Regional GTM, digital marketing, and partner programs
 Team Hiring	20%	Tech, sales, and customer success
 Infrastructure & Ops	15%	Cloud, DevOps, observability, AI training infra
 Legal & Compliance	5%	Regional licensing, contracts, and data compliance

Your Team



Manikandna Muthu
Founder



Vipin Goyal
Architect



Sames Mondal
Product

