Ceneca

Multi-Database AI Data Analysts

ceneca.ai

Problem

- Non-technical users in enterprises can't query databases directly.

- **97%** of all data teams are at or over capacity.[1]

- Existing BI tools are complex, require moving data to cloud, or simply don't support cross-database and NoSQL queries.

[1] ascend.io

Solution

- Ceneca connects to SQL, NoSQL, and Vector DBs and lets anyone ask questions in English.

- On-prem deployment ensures data never leaves the firewall.

- The database admin deploys Ceneca once, and everyone in the company can query connected data.*

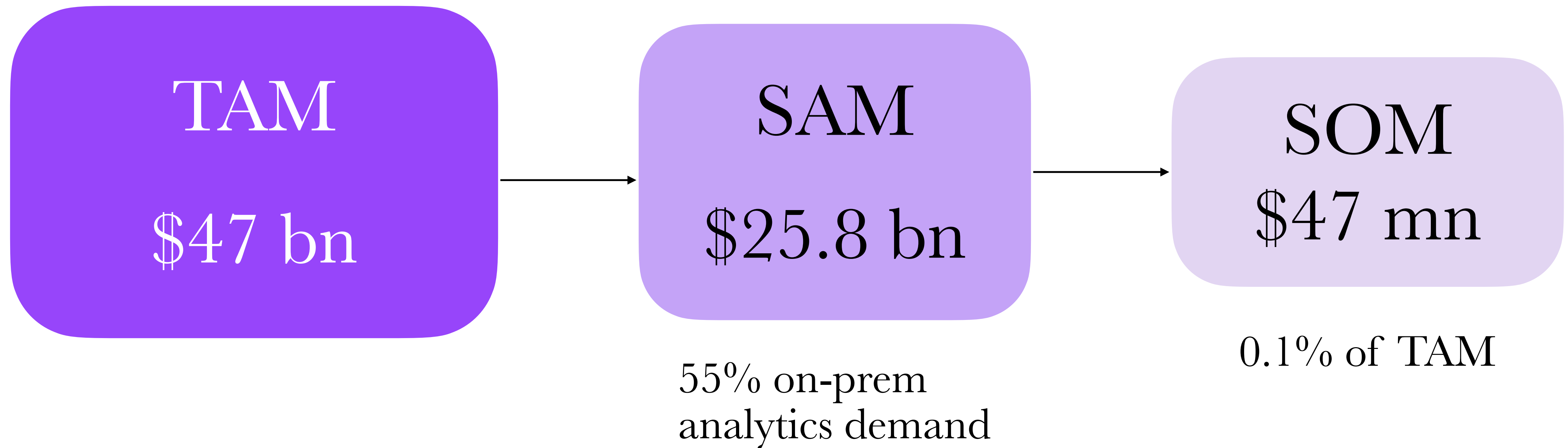* subject to permissions set by the admin

Why Now?

- AI-BI lines are blurring: the market for AI-powered BI tools jumped **21%** last year. [1]

- **55%** of all companies use on-prem data deployments due to security risks on cloud.

- AI-led emphasis on using Vector and NoSQL DBs (**24%** growth YoY) means SQL-only databases are being replaced.
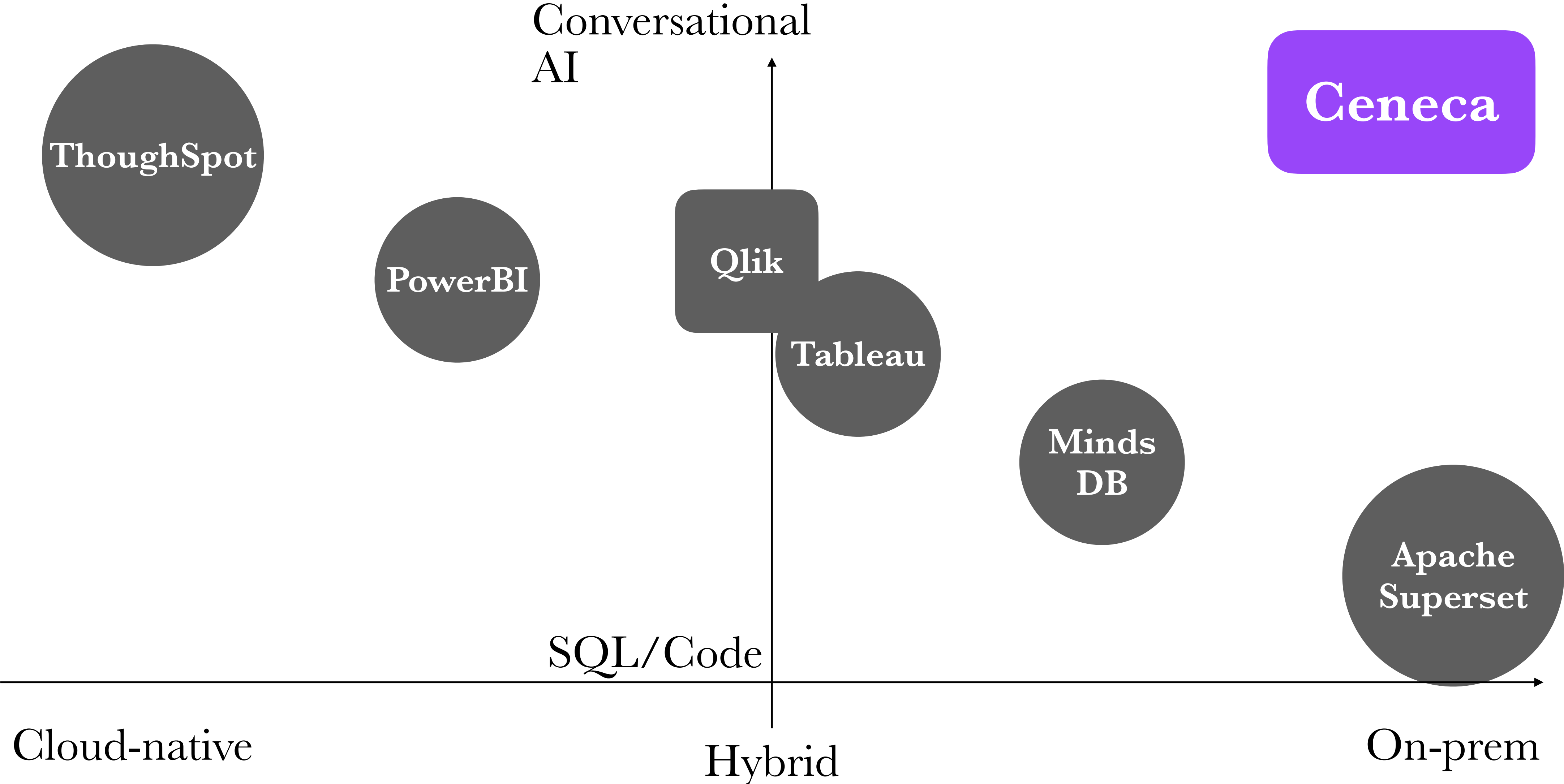
[1] The Business Research Company

Market

For Business Intelligence and Analytics

| TAM $47 bn | → | SAM $25.8 bn | → | SOM $47 mn |

55% on-prem analytics demand

0.1% of TAM

Competitive Landscape

● uni-DB by default   ■ multi-DB by default

Conversational AI

Ceneca

ThoughSpot

PowerBI

Qlik

Tableau

Minds DB

SQL/Code

Apache Superset

Cloud-native   Hybrid   On-prem

Revenue Model

Tier	Cost per person per month	Notes
Open Source	$0	1 Database, bring your own key
Basic	$10	3 Databases, 1000 queries/day
Professional	$60	10 Databases, 1000 queries/day
Enterprise	$70 (100+ seats)	Priority SLA, unlimited usage

Stream	% 2026 Revenue	Description
Core Licensing	75%	Annual on-prem software subscriptions (per-node or per-user pricing tiers)
Professional Services	15%	Implementation, integration, training, custom SLAs
Marketplace & Add-ons	10%	Premium adapters (Pinecone, SAPs, etc), custom dashboards

Roadmap

Q3 '25
MVP release w/
4 DBs and Slack

Closed alpha w/
2 pilot customers

Q4 '25

Q1 '26
Closed beta and
early paid trials

Domain-specific
model tuning

Q2 '26

Q3 '26
General public
v0 available

100k ARR from
3-5 enterprises

Q4 '26
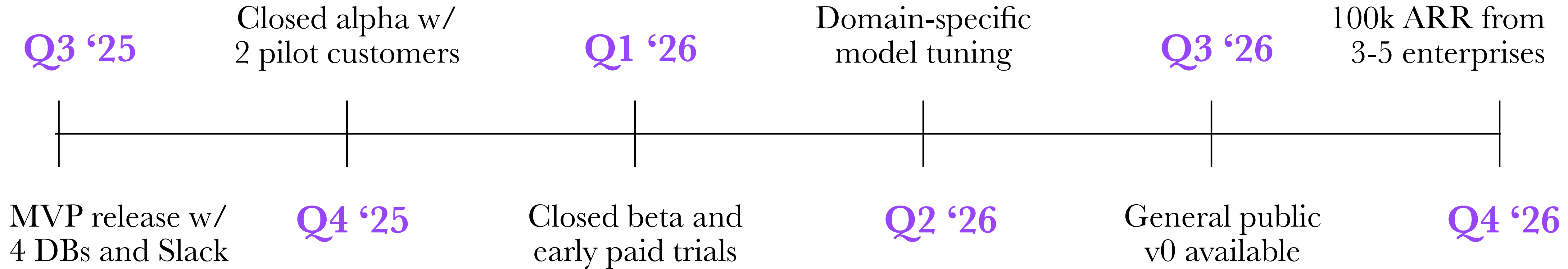
Ceneca will integrate 15 new databases every quarter.

The Team

Founder, CEO

DS + BI Intern @ Hindustan Times Digital;

Ashoka, Bocconi admit;

Econ Research @ HEC Paris

Raising $1.2 million pre-seed at $8 million pre-money.

For 15 months of runway

Used for

1. Hiring 3 founding engineers and a business development team.
2. SOC-2, HIPAA, and GPDR compliances.
3. Acquiring initial enterprise customers and reaching $100k ARR.