Alpine Intuition

MoneyTech Due Diligence Summary

Reviewed by Liam Prevelige

COMPANY OVERVIEW

PROBLEM

Artificial Intelligence is inaccessible to SMEs

limited datasets, knowledge gaps

SOLUTION

iSQUARE

Marketplace for AI models with deployment tools.

DEVELOPMENT & CONSULTING SERVICES

Company-specific development, strategy, training, and auditing.

RESEARCH

Reading and publishing research to 'update their expertise.'

VALUE PROPOSITION

- \+ Solves pain point
- \+ Scalable
- \+ Network effects

- \+ Initial user base
- \+ Understanding client needs
- \- Limited scalability

- \+ Outward demonstration of commitment & knowledge
- \- Waste of money & resources

COMPANY OVERVIEW

iSQUARE
- Designed MVP, not yet released to market

DEVELOPMENT & CONSULTING
- Assumed to have paying customers for pilot

RESEARCH
- No available information – maybe through EPFL

SALES
- Seven customers; assumed to be in pilot program

FUNDING
- Completed angel & seed rounds (Marc Bagnall & Business Angels Switzerland)
- $500K raised

Very early stage; limited market exposure. Further DD required for iSQUARE progress.

TEAM

CEO
Sebastian Savidan

Recent grad (limited experience)

CTO
Dr. Florin Dzeladini

On board of DeepSquare, HPC company

Head of Sciences
Dr. Berat Denizdurduran

On board of DeepSquare

Lead Engineer
Jean Gschwind

Advisor
Frederic Juillard

Current entrepreneur, board of DeepSquare, MP of Alpine(?)

Advisor
Sergio Giacoletto

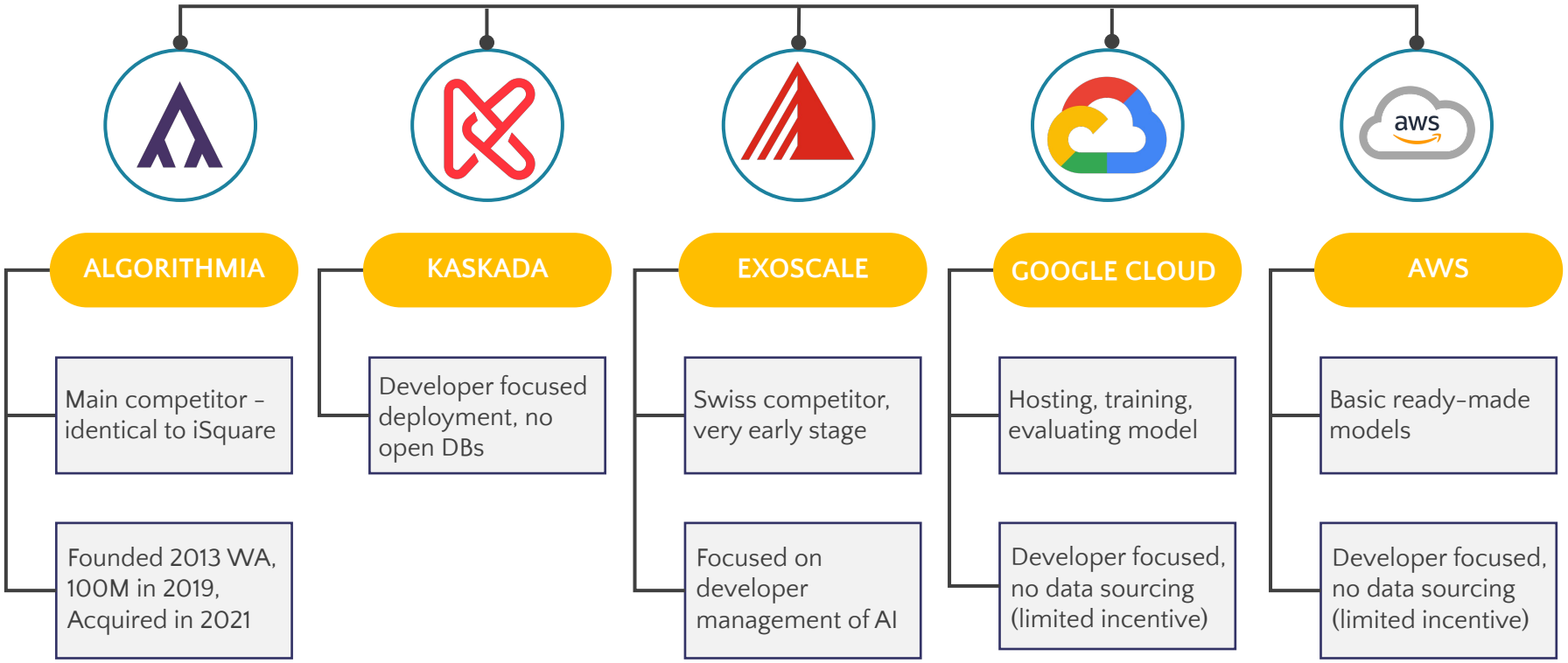
Extensive industry leadership, board of DeepSquare

Advisor
Marc Bagnall

Current entrepreneur, extensive industry leadership

- No major red flags
- Extensive industry-specific backgrounds
- Connections to soft horizontals

COMPETITIVE LANDSCAPE



- Limited international competition
- Minimal overlap from established competitors
- Little incentive for big players to mimic Alpine Intuition

Market Size:
2017, Global Machine Learning: $1.4B
2020, Global Machine Learning: $11.33B (36.2% CGAR)
2016, Global Machine Learning as a Service (MLaaS): $1.03B
2022, Global Predicted MLaaS: $8.81B (44.1% CGAR)

INVESTMENT CONSIDERATIONS

1. PRODUCT NEED
2. MARKET EXPECTATIONS
3. COMPETITIVE LANDSCAPE
4. STRONG DEAL STRUCTURE

1. POOR PRODUCT DEFINITION
2. MARKET DEPENDENCY
3. UNCLEAR TEAM QUALITY
4. FUND FIT (PRICE & LOCATION)