



Sébastien Verhelst - 00:03

Hi Ravi.



Ravi - 00:05

Hello.



Sébastien Verhelst - 00:06

Hello. Hello. Thanks for rescheduling. All good for your site?



Sébastien Verhelst - 00:11

Yes, yes.



Ravi - 00:12

How about your side?



Sébastien Verhelst - 00:13

Thanks. Thanks. Where are you located?



Ravi - 00:16

I am located india.



Sébastien Verhelst - 00:18

Okay. But the company itself, it's located in. In the U.S. I guess.



Sébastien Verhelst - 00:24

Yes.



Sébastien Verhelst - 00:25

Okay. You. You travel sometimes to the US or you stay india?



Ravi - 00:31

I'm good india.



Sébastien Verhelst - 00:36

That's a solid answer. Yeah. Cool. Ravi, thanks for the reach out. Maybe a small introduction from my side. So I'm the co founder of Huobi. So as you may know from the website, Bobby is a software providing a platform to build your own AI agents. So we built all. We provide all the different parts to help you to get insights quite fast. I can share some slides afterwards. So I'm a co founder and also the chief growth. So everything relate to commercial. If you want to do a demo or pilot or proof concepts I will be your main contact point for background. I'm a process engineer. I worked almost 10 years at a chemical company within supply chain inventory management and so on.



Sébastien Verhelst - 01:42

So that's also the reason why I said to our CEO Amirah that I will take over this call because I have some more background in this stuff. So brother, yeah maybe some small words from your side also what scatter exactly is doing in the interest in Wabi.



Sébastien Verhelst - 02:06

Yeah yeah.



Ravi - 02:07

So I'm Ravi working as a software engineer in gathering and gather is working for working as a autonomous inventory monitoring system. Like our robots go outside, go into the warehouse, scan the warehouse bin locations and give the report out with accuracy with the WMS system what warehouses follow. So we provide some insights around like we are actually cost cutting the operations and processes and reducing so much time for them to get the accuracy in their warehouse and making warehouses efficient in some cases. So yeah and as we provide as we have so much data and we want to provide some actionable insights to customers others or else all the data what we have is a waste of storage.



Sébastien Verhelst - 03:13

Yeah, indeed that's indeed that we see a lot of data and that you would like to get some insights on the data.



Ravi - 03:19

Yeah yeah. So we. We want to let our customers talk to the data instead of every time reaching out to us and asking some questions. We go into postgres or a database we writing SQL query and giving the same output a little bit polishing on it and then giving it to customer in a presentation. So we want to reduce that as well and we want to give it as a product to them and they can chime in and ask whatever they want. Yeah and we are like multi tenant system and every tenant status will be located in the same infrastructure.



Sébastien Verhelst - 04:04

Okay. And the data today, where does it resides?



Ravi - 04:08

Postgres.



Sébastien Verhelst - 04:09

Postgres. Yeah. And so the current flow, if there is specific customer from your site and would like to get some insights, they reach out to you or to the team and you have to write the query and maybe next week or next month they ask the same question and maybe you have or you don't have any more queries, so you have to write a query again, you have to validate it and so on. So you would like to save some time and enable the user itself to get some insights within your control? Of course. So yes. Okay. And how did you came into contact with Wabi?



Ravi - 04:55

Okay, so my CEO is going through all this his LinkedIn feed and I'm very interested in solving this problem. I'm trying to solve it in my own way and but we want, we don't have that much time. We want to get into the market.



Sébastien Verhelst - 05:13

And you tried to build it your way.



Sébastien Verhelst - 05:17

Yeah.



Sébastien Verhelst - 05:18

Okay. And what do you see just from my understanding, what do you see as the main challenge of make it on your own.



Ravi - 05:30

Voice is cutting down.



Sébastien Verhelst - 05:33

You're back, you're back. Okay, so what do you see as biggest challenge to build it on your own?



Ravi - 05:45

Okay, my challenge is time, first thing. And like as we are a small team, I can't spend a lavish, I can't spend on a lavish product.



Sébastien Verhelst - 05:58

Yeah.



Ravi - 05:59

And, and second is we need so much training on the base model so that I can get in, get the accuracy. And having LLM in a production is a very big thing and LLMs are out of control sometimes and we don't want that head in the line.



Sébastien Verhelst - 06:25

Yes. And how do you see the entire flow? So how do you see that the end user, your customer to interact with the LLM, do you expect that they could access your platform where the LLM is integrated with or via teams or Slack or a dashboard or how do you envision that one?



Ravi - 06:50

So I'm envisioning there will be some page in my own, in our own dashboard there will be a page and we'll give some chatbot interface where they can talk to their data.

Sébastien Verhelst - 07:04



Yeah. Yeah. Okay.



Sébastien Verhelst - 07:06

Yeah.



Sébastien Verhelst - 07:07

What dashboard are you using? Is it specific, your specific solution that you're using for dashboards?



Ravi - 07:14

Like we have our own customer which uses React.



Sébastien Verhelst - 07:19

Okay.



Sébastien Verhelst - 07:20

Yeah.



Sébastien Verhelst - 07:21

Okay, cool. Very nice stuff that you're trying to do. Very important. I've been working a lot in warehouses and yeah, the pain of getting Your inventory. Right. And so on. That's it's. It's a burning issue. So very cool to. To have a kind of solution for that one. And that's. Yeah, warehouse managers want to take can have accurate insights of their inventory. Should I share some slides of. Of Huobi?



Ravi - 07:59

Yeah, sure. With your permission, can I close my video? I can, I want to save my bandwidth. I don't know.



Sébastien Verhelst - 08:08

Oh, no problem. I will also close my video. Right. Let's me open small presentation. You see my screen, Ravi?



Sébastien Verhelst - 08:41

Yes.



Sébastien Verhelst - 08:42

Okay, so our vision is totally in line with your vision that we have to make sure that the end user, the customer can take the right decisions. And today the traditional way of reaching out to the data team and have some static dashboards and so on, that's out of date. And I think the way that people will take decisions will be totally redefined by AI. So what we see today, and that's what you also explained, even end user would like to have some insights in the data, in the specific tooling and so on. They have to rely on a dashboard and if the dashboard is not available or the report is not available, they come to you Ravi to data team for the query and so on. And you're losing a lot of time with these ad hoc questions and so on.



Sébastien Verhelst - 09:38

So that's the vision of Huobi that you could ask your data anything in any time without the data team. But of course with control of the data team we can connect easily to postgres, to other type of sources, to warehouses, to data lakes and so on. First no issue in that sense that we are agnostic platform. Okay, I don't have to tell you this one, that you're losing some time with this request and that you would like to spend your time on other stuff instead of always querying the data and if the query was not saved last time, that you have to start from scratch. So that's I think the main issue that we would like to solve with Wobby. So that's how we see the future that users can just ask questions without reach out to the data team.



Sébastien Verhelst - 10:40

They would like to have some answers but the dashboard cannot deliver it. So they would like to be in more control. And that's the challenge that we have seen over the last couple of years. And now today with the rise of LLMs, they are parfum powerful. But what we have seen and what you also challenged is that alms are powerful but they fail at structured data. And that's the IP of Wobby that we have found the recipe of making sure that the accuracy is close to 100% so that when you ask a question to your LLM, to your agent, that you get a reliable answer. And if you ask that question again tomorrow or the day, to always get a reliable answer. Now how did we fix that? First of all, you have to connect to your data source.



Sébastien Verhelst - 11:41

It can be an SQL, it can be Salesforce, can be an ERP system and so on. You can also upload an offline data set. So for moment that you are connected, you can recruit your agent. So you can say to your agent, look, I'm going to connect to a specific data source. You can give some guidelines, some guardrails, you can give it a specific task, you speak English, you're a data analyst, and so on. You can test your agent, show me the figures of last year and your agents summarize the insights, provide you a table, provide you a dashboard. You can access its on the WABI platform or you could integrate in your own integration. You can integrate IT teams, slack your own dashboards.



Sébastien Verhelst - 12:38

We have an API, we have certain connectors, so we just have to make sure that we integrate it in your data stack that we don't provide you another dashboard. I think that's the main goal of Huobi. Does that give you a better insight of the capabilities of Huobi?



Sébastien Verhelst - 13:01

Yes, yes.



Sébastien Verhelst - 13:03

Some more technical background because I think I'm not that technical, but I think you are quite technical. So what's the main differences of Wobby is that for a moment that we connect to your data source, that we don't copy your data, we don't do any sampling, we don't duplicate the data. The data resides where it is. We just connect to your data and we don't use it for training. We just provide the insights from what you connect to your data. It's also important to add a kind of smart layer on top of your data. So if you have a data catalog. I don't know if you use data catalog. No, no. You know the concept of a data catalog?



Ravi - 13:57

No.



Sébastien Verhelst - 13:58

Okay, so the data catalog, what does it does. It gives the data of your data. So for example, if you have a specific table with different parameters, location, product, plant, all that kind of stuff. So you store the data of your data, the metadata. So if you say, okay, if you ask a question to Wobby, provide me the turnover rate of last year, then Wobby must know. Okay, what do you mean with turnover? What's the definition of turnover? You don't have to. You don't need to have that information. That data catalog the metadata. But this is a key ingredient to get from 60% accuracy to 85, 90% accuracy. So for example, if you would ask a question to Robby, give me the. Give me the turnover rate of last year inventory X on location Y.



Sébastien Verhelst - 15:11

And Robin doesn't know what you mean with inventory, then Robby could provide. I could ask you, okay, what do you mean with turnover? Provide me definition of turnover to make sure that we get a reliable insight. Okay.



Ravi - 15:25

Okay.



Sébastien Verhelst - 15:29

All questions of what we can kept in the memory that we continuously learn from the type of questions that are asked by the end user. You can build different type of agents. I think the part of guardrails are very important that you as a data user, data team, that you set some rules. What can be asked with this data that the data is not used for misuse and so on that you really say, okay, that person has access to the data. These type of questions may be

asked also if a business user is asking a question and is blowing up the database that you avoid these type of situations. Okay, and then the last part, but this is not the IP of Wobby. It's making sure that we integrate easily via our UI or via an API or via specific integration or connector.



Ravi - 16:41

Okay.



Sébastien Verhelst - 16:43

Does that give you a better view on. On what we do with Wabi?



Ravi - 16:52

Come again? Sorry?



Sébastien Verhelst - 16:54

Does it make sense what we are doing?



Sébastien Verhelst - 16:58

Yes, yes.



Sébastien Verhelst - 17:01

Right. Do you have some specific questions or how do you see that the next step. Can you give some more details about the next step, what you're planning?



Sébastien Verhelst - 17:15

Yep.



Ravi - 17:17

Give me like five seconds. I'm reconnecting with a different network. I don't want to do without camera.





Sébastien Verhelst - 17:25

No, no problem. I understand.



Ravi - 17:26

Yeah, yeah. Yes, good.



Sébastien Verhelst - 18:02

Yeah. Yes.



Ravi - 18:05

Like all the things what you have explained. Thanks for that. And it makes sense. And yeah, that's what we are looking for. And yeah, like the specific questions are like if I want to get onboarded, how much time does it take to. To onboard into your product? Yeah, go on.



Sébastien Verhelst - 18:29

The onboarding is quite fast because it's a very. It's very simple solution that we offer and it's mainly focused for data teams so people who have some technical background and so on. I think the key steps to take is first of all the connection to your data source. We can do it together. We can show you how to do it in the next time. You can do it on your own. I think that's the first one. The second step is you can test you can play around with our agents. You can validate certain queries to see what's the accuracy of the queries really to validate. I think that's the most important one. And then the last part is for a moment that you have some confidence in our agents to see how should it be integrated in your tooling, in your solution.



Sébastien Verhelst - 19:31

Do we have to build a specific connector for your solution or is it something out of box that we could offer? So in total, if I look to a typical journey with a customer, then they are onboarded within a couple of weeks. It depends on what's the complexity of the data source. I think there may be a good next step is to have a better view on the specific use case that we have some more insights in that one and then we could see next. Next step. Yeah.



Ravi - 20:18

Okay. And requirements is just that I need to give a data source connections and that's it. And I should have some queries and I like basically the. We should validate whether the agents are being accurate or not. Yeah, that takes a little bit of time from our side and it's what I can do.



Sébastien Verhelst - 20:49

Ravi, as the next step is, we could set up a session to give you a demo of Huami. Don't know if someone else would like to join that session. I will also invite someone from our technical team to give you the demo because they're saying we have also a query library. So meaning that if you recruit your agents and you test certain queries, you could save these queries and they can be reused later on. So that's a very important feature to have. On Wabi, you can also have your golden queries. Someone that you have somewhere that you can upload them on Wobby that you could also learn from that one. So that's maybe something that we could tackle as a next step that we show you a demo and then we could see. Okay, after the demo how do you see the next step?



Sébastien Verhelst - 21:53

Do you want to do a kind of proof concepts pilots of Wobby? We could discuss that later on after the demo.



Ravi - 22:04

Okay. Okay.



Sébastien Verhelst - 22:06

When do you want to have a kind of. When do you want to ideally, when do you want to have this type of solution? Is it something that you have high on your agenda today or when do you want to implement this type of solution?



Ravi - 22:21

Okay, so it is very urgent. Like we want this and like if it is quick. We can do it quickly and like 20% of resources from my side can be assigned on a daily basis. If it is happening very quickly, I can also gauge that 20 to 50% if it is happening very quickly and there is a lot of cooperation.



Sébastien Verhelst - 22:51

Yeah, right.



Ravi - 22:52

So we are also aiming something like on March 18th with there. There is this PROMAT conference in US where will. There will be like a 50000 warehouse or logistic supply chain. People come there and see the new technologies in their. In the logistics and supply chain space. So we want to. We are already demoing some new products from our system from our company and I and we also want to show some POC over there that we can also provide this kind of ready to build insights and it is just a message away that they can build an executive reports.



Sébastien Verhelst - 23:46

Okay. Okay.



Ravi - 23:47

Yeah.



Sébastien Verhelst - 23:48

So you would like to have already something demoable on that conference?



Ravi - 23:57

Yeah, we want something. Something demoable.



Sébastien Verhelst - 24:00

Yeah. Yeah.



Sébastien Verhelst - 24:01

Okay. Let us look to the agenda for a demo. Do you want to have the demo still this week?



Ravi - 24:14

Yes, yes. Whatever speed you want. I. I mean I'm.



Sébastien Verhelst - 24:23

Just my understanding, looking to the agenda. What time is it now on your site?



Ravi - 24:29

It is 9:30pm 9:27pm so you prefer in.



Sébastien Verhelst - 24:34

In the morning? Yeah, because I'm in Europe. So let me see. This Thursday morning suits you. Thursday. So it's now 9:30 on your site. So then it will be around 2:30pm on your site.



Ravi - 24:58

Okay. Okay.



Sébastien Verhelst - 24:59

Yeah, I will send out an invite. All right. So the thing is that we will give you a demo of Huobi and then maybe that you can also share your site. What type of data? What do you want to do with your data? How do you see the integration? And then we could see if we can do a small type of proof concept that we can help you for the Promat conference that you have already something demoable.



Sébastien Verhelst - 25:36

Yeah.



Ravi - 25:39

What is the pricing point of this product will be?



Sébastien Verhelst - 25:45

Well, maybe that's also something that we could. I can share some insights on Thursday on that one. Because we're still exploring different ways we can have a fixed fee. But it really depends on what is the use case, the data source. Are you planning one agent or multiple agents in one dashboard? So we need some more input on that one. We can also. In the meantime we can for example also do a fixed fee. And this is something that goes from 51.5k to 75k on a yearly basis. But it really depends on the use case. So if you can.



Ravi - 26:38

The base price is 15k.



Sébastien Verhelst - 26:41

Yeah. For the fixed fee it depends really on the use case. We have a very small customer who has 15k, but we also have another customer who pays a 75k. If you go enterprise wide across the plants, then it could be maybe 200k. But we're not yet in that phase. But maybe that's also important to better understand your business, how you price or how you license to your customers. Because we are quite flexible as a startup. So we could easily adjust our pricing based on your type of pricing.



Ravi - 27:20

Okay.



Sébastien Verhelst - 27:21

Okay.



Ravi - 27:21

For pricing and all these details, do you need someone on my team to talk and fix on prices? We'll go to POC and then we will talk about this.



Sébastien Verhelst - 27:34

So you already have a budget for the PoC?



Ravi - 27:41

Yeah, like I like whatever it is, I need to talk to CEO.



Sébastien Verhelst - 27:46

Yeah, okay. But then we just need a small business case and then we could go quite fast. Yeah, perfect. I will share the meeting for Thursday and then later on we could see the next step and then also see licensing wise, how we could approach that one. Yeah, all right. Okay.



Sébastien Verhelst - 28:09

Yeah.

Sébastien Verhelst - 28:09



Very cool. Thanks, Ravi, for the insight. Sir.



Sébastien Verhelst - 28:13

Yep.



Ravi - 28:16

Are there any open YouTube videos for this? You are. You already posted.



Sébastien Verhelst - 28:22

I will share the notes of the meeting. Yeah, perfect. Bye, Ravi. Bye.



Sébastien Verhelst - 28:30

Bye. Bye.



Ravi - 28:30

Have a nice day.