FASTB ai

Presentation 2024

FAST BRIDGE ai

Where Safety Meets Swift Solutions.

By Alpha Team

https://fastb.versel.app/

The Problem

Our ideal customers are diverse citizens facing slow, inaccessible government services and high operational costs; as a founder who has experienced these frustrations firsthand, I am deeply committed to delivering a transformative, inclusive solution that addresses these critical pain points with unparalleled efficiency and empathy.

Diverse Citizens Segment

Primarily low-income, disabled, and digitally underserved individuals seeking faster, more accessible government services tailored to their unique needs.

Inefficiency and Delays

Where More that 2500 Individuals has lost above 4M Rwf,
More than 5% Disabled Rwandans and low literacy who can't access that platform,
Internal irembo Issue of over source codes and data visibility which hinder its improvement

Inaccessibility for Diverse Populations

Over 75% of rwandan who have not basic digital literacy skills to be able to navigate irembo platform.
In ruler they use middleman which lead to delay and extra money.
Rural place they make long travoult to get on urban center to get irembo kiosk and ciber coffee to access platform

High Operational Costs

Where Agents charges much money at the way they want.
High services cost Irembo charges citizen because infrastructure and other expenses charged with irembo with out ai platform.

Ineffective Data Management and Personalization

Lack of advanced data analytics and automation results in inefficient data handling and limited personalization of services which results to Missed opportunities for proactive service delivery and reduced effectiveness in addressing individual citizen needs.

The Solution

FastBridge AI delivers an inclusive, efficient government services platform that ensures faster access, greater accessibility for all, reduced operational costs, and enhanced user satisfaction across all citizen segments.

FastBridge AI

FastB AI Services Platform uses cutting-edge AI, voice recognition, and data analytics to deliver fast, accessible, and personalized government services for all citizens. It enhances service efficiency, reduces costs, and ensures inclusivity for users with disabilities and low literacy.

Faster Efficiency Service Delivery

Provides quick access to government services in easy ai guided way, removing exclusivity of more than 5% disabled Rwandans who access the platform in proper way and reducing wait times for all citizens.

Inclusive Accessibility

Designed for users of all abilities, including those with disabilities and low literacy. By using features like : Natural Language Processing (NLP) for using human language, Speech Recognition for voice commands, Text-to-Speech (TTS) for Visual Disabled ones , Voice User Interface (VUI) and Screen Reader technologies

Cost Efficiency

Automates processes to lower operational costs for both citizens(Given to agents) and the government(for many infrastructure , employees and other expenses caused by lacking AI)

Personalized Experience

Tailors services to individual needs using AI and data analytics for improved satisfaction.
By proving **Trusted Data** about the services requested mostly and where Government and sponsors needs to support Rwandans.

The Market

The target market for FastBridge AI includes diverse citizens, with a growing need for efficient, inclusive government services, Serving millions globally, driven by digital transformation and accessibility demands across urban and rural populations.

Size of Market

The Total Addressable Market (TAM) for our solution includes approximately 14 to 15 million residents, diaspora, and foreigners in Rwanda and Globally as our solution is accessed digitally ,

with potential annual revenues ranging from $70 million to $150 million based on service fees and transaction costs.

Growth Potential

Trends indicating increased demand for our solution include the growing adoption of digital government services, with the global market for digital public services expected to grow at a CAGR of 10-15% over the next five years. Additionally, the rising need for accessible services for diverse populations and Rwanda's focus on digital transformation and inclusion will further drive demand for our AI-powered platform.

Segmentation

Initially, our solution Is Going to focus on Rwandan residents and foreigners residing in Rwanda who require efficient access to government services. This segment is critical as it directly addresses the immediate need for streamlined, accessible public services.

By capturing this segment, we establish a solid foundation in the broader market of 14 to 15 million potential users, paving the way for future expansion into additional segments such as the Rwandan diaspora and international tourists, aligning with the broader trend toward digital government service adoption and inclusivity.

The Business Model

FastB AI will offer basic government services at **affordable rates** by leveraging AI to reduce infrastructure costs, ensuring accessibility and sustainability. Revenue will be generated through **transaction fees, subscription models, and charges for premium services especially on data**. This approach balances low operational costs with ongoing platform enhancements, **supporting 14-16 million users effectively**.

Cost Structure

FastB AI's main expenses include AI development, infrastructure, software integration, marketing, and staffing for technical support and customer service.

These investments ensure smooth platform operation, user adoption, and long-term growth.

Pricing Strategy

FastB AI offers competitive pricing by charging lower fees for basic services compared to traditional methods, thanks to AI-driven cost reductions. Premium services will be priced based on complexity, keeping fees affordable while covering operational costs and ensuring scalability.

Revenue Streams

FastB AI will generate revenue through subscription fees for frequent users, small transaction fees on each government service request, and premium service charges. With an expected user base of 14-16 million, this could result in significant, scalable revenue growth.

The Go-To-Market Strategy

Outlines the marketing and sales strategy for the startup, including customer acquisition channels, distribution channels and partnerships.

Customer Acquisition

To acquire customers, FastB AI will utilize targeted paid advertising, strategic social media campaigns, and referral programs to drive user engagement and adoption. Email marketing will also be employed to reach potential users with updates and promotions.

Distribution

FastB AI will distribute its platform primarily through direct online channels and partnerships with government agencies, ensuring seamless access and integration for users. We'll also leverage digital marketing and strategic alliances to enhance visibility and user adoption.

Partnerships

FastB AI will pursue strategic partnerships with government agencies and tech firms to enhance service integration and expand reach. Collaborations with local businesses and NGOs will facilitate wider user adoption and ensure effective service delivery.

The Competition

FastB AI stands out from competitors by using advanced AI for faster, inclusive services with lower costs, scalable efficiency, and a focus on continuous platform improvement.

	All-in-One Service Hub	Easy to Use	Wide Range of Services	Smart Features
Your Startup	✔	✔	✔	✔
RRA (rra.gov.rw)	✗	✗	✗	✔
RDB (rdb.rw)	✗	✗	✔	✗
IECMS (iecms.gov.rw)	✗	✗	✗	✗
BPMIS	✗	✗	✗	✗
Jobinrwanda.com	✗	✔	✗	✗

The Team

Introduces the founding team and any key members of the startup, highlighting their skills, experience and expertise.

Patric Ndizeye

AI and Machine Learning   Expertise.

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Joshua Mugisha

Software Development and System Integration.

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The Financials

FastB AI is currently seeking funding to support its launch, with projected revenue growth driven by scalable AI solutions and a robust pricing model, aiming for significant returns as it captures a market of 14-16 million users.

Current Funding

FastB AI is currently bootstrapping with no external funding yet but has gained access to Norrsken East Africa's resources, valued at approximately $400,000, for development and operational support. We plan to leverage these resources while seeking additional investment to sustain operations and scale effectively.

Revenue Projections

We project to generate $500,000 in revenue during our first year, with growth to $2 million by year two, and achieving $5 million by year three, assuming strong demand, effective user acquisition, and successful license approvals.

Fundraising

We are seeking to raise $1.5 million in the short term to accelerate development, enhance AI capabilities, and expand market reach. This funding will enable us to complete platform development within 12 months, secure key partnerships, and achieve a user base of 1 million within 18 months.

The Milestones

Outlines the key milestones that your startup has achieved to date, and your future goals and objectives. If you have launched or have any specific user traction, make sure to include and specify this here.

Find Environment

Making research and approach the supportive environment to develop solution(FastBridge ai).

5,March 2024

Publishing and Finding Investors

Attending Expos , Competitions , attending, Approaching Government Policies and Co-Founders

2, July 2024

Seek Co-Founder

Finding Like minded Expert, to dive into career with and build solutions.

21, May 2024

Develop the solution

Using the environment and every thing to develop solution and make sure is viable

30,Aug 2024