BorderGuard Technologies

Presents

Leveraging AI driven solutions to protect businesses from regulatory risks and export violations

3D SYSTEMS

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AIRBUS
Honeywell
RTX
KEYSIGHT TECHNOLOGIES
NORTHROP GRUMMAN
ITT
BOEING
FLIR SYSTEMS
L3HARRIS™
MEGGiTT
AV
AeroVironment™
intel
APPLIED MATERIALS®

ITAR stands for International Traffic in Arms Regulations, which is a set of US government regulations that control the import, export, and temporary import of defense articles and services

Per Violation

$1,000,000

Just the average of cases we studied

$46,000,000

Additionally, risk of jail time for individuals involved and significant damage to their corporate reputation.

Why non-compliance happened?

When sharing data internationally with global partners, organizations may encounter risks such as:

1. Accidental Violations
2. Willful Failure to Comply
3. Failure to Register Or Obtain License
4. Omission of Facts in Documents
5. Wrong employees getting access to data

What could be a solution?

- Solution that could help to avoid accidental violations.
- Solution that can help guide individuals with sensitive data.
- Something that can keep check on the laws and tell the need to obtain licenses
- Something that can keep check on data going in the right hands

We Introduce you to:

“ComplianceXpert”

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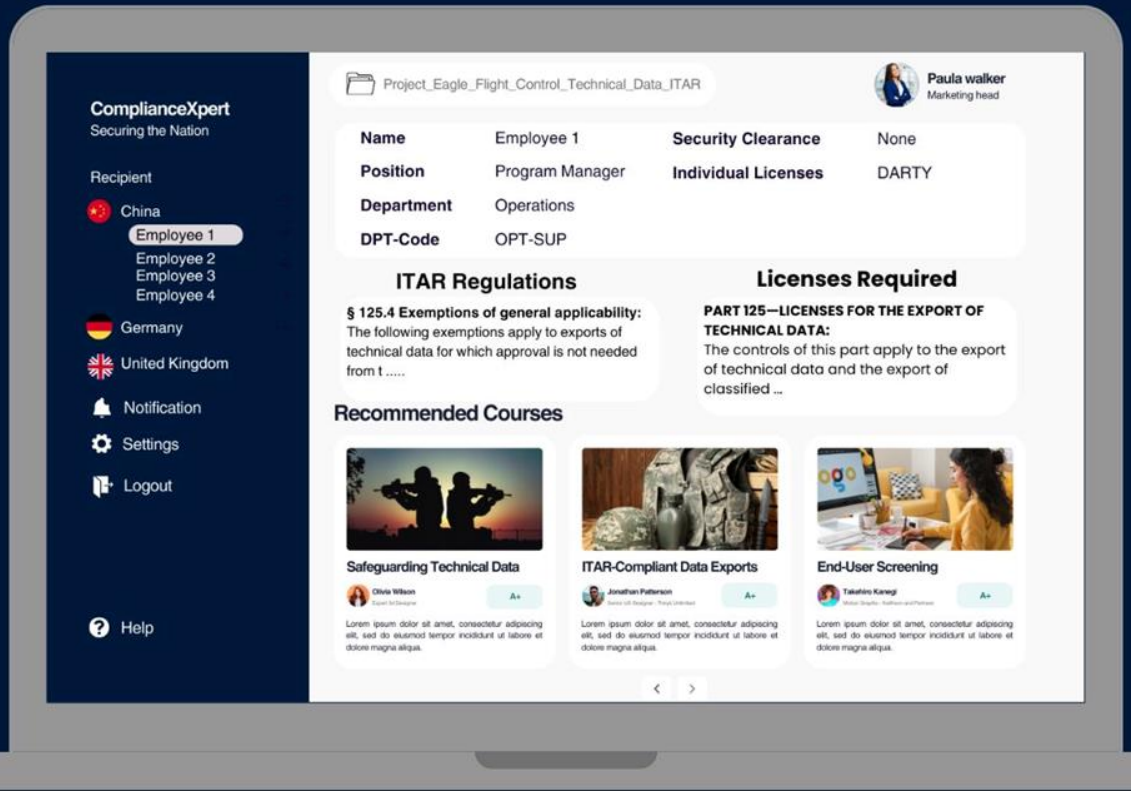
“ComplianceXpert”

- Expert-Guided Data Tracking
- Targeted Employee Training
- Automated License Management
- Data Sharing Guidance
- Real-Time Legal Updates

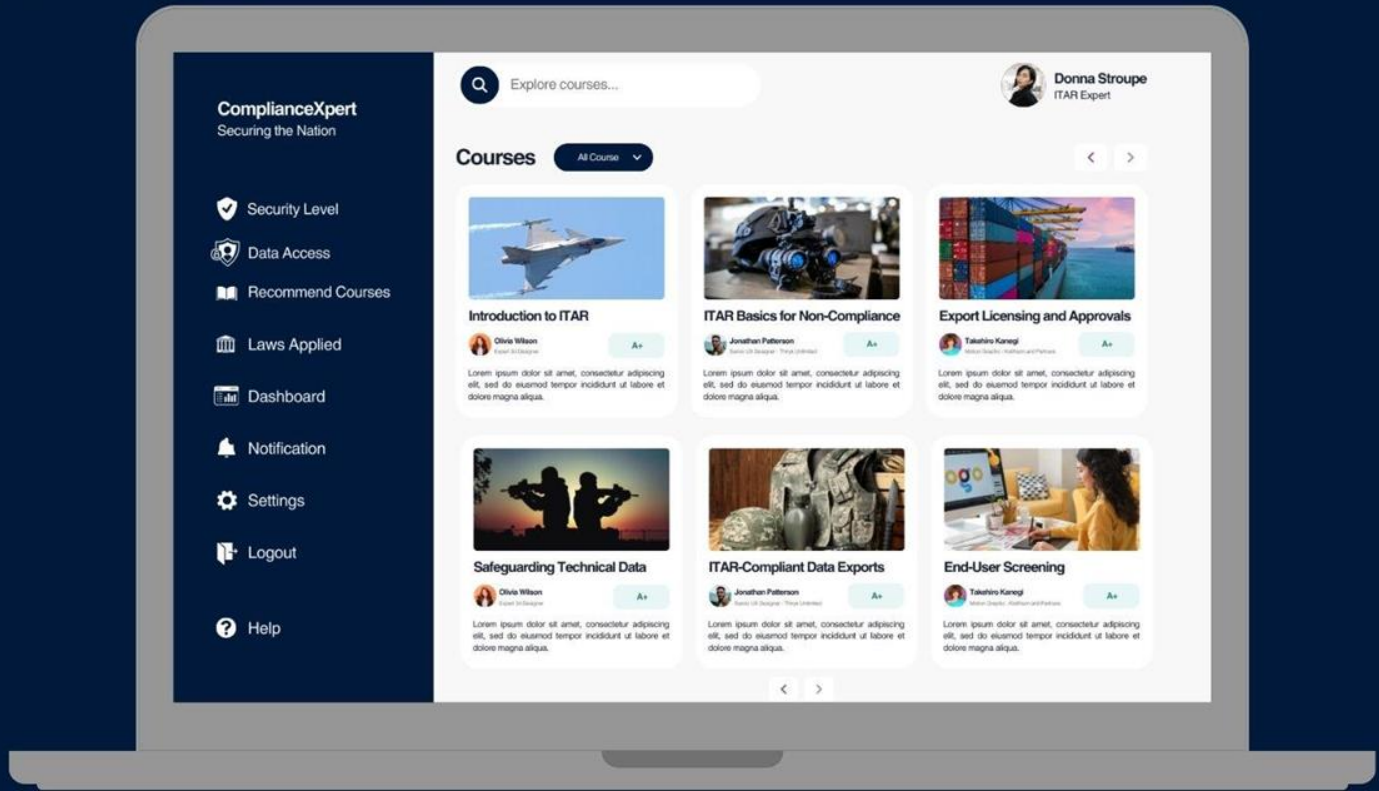
ComplianceXpert

End user view



ComplianceXpert

For ITAR Expert to guide software



What makes us better?

Feature	Compliance Xpert	NextLabs	IBM Watson Compliance	SAP Global Trade Services
AI-Guided Employee Training	✓	✗	✗	✗
Real-Time Legal Updates	✓	✗	✓	✗
License Management	✓	✓	✓	✓
Access Control	✓	✓	✓	✓

Roadmap to Success

Building Prototype

Prototype of the AI model and UI with basic features of required design

Developing AI model

Developing and training the model along with website

Marketing

Market the model through multiple platforms like LinkedIn and summits

Licensing and Regulations

Identifying the licenses and regulations required to deploy the business model

User Testing and Feedback

Testing the model with multiple users and document their feedback and update the model based on their feedback

Release

Deploy the model with organizations through tie-ups and subscriptions

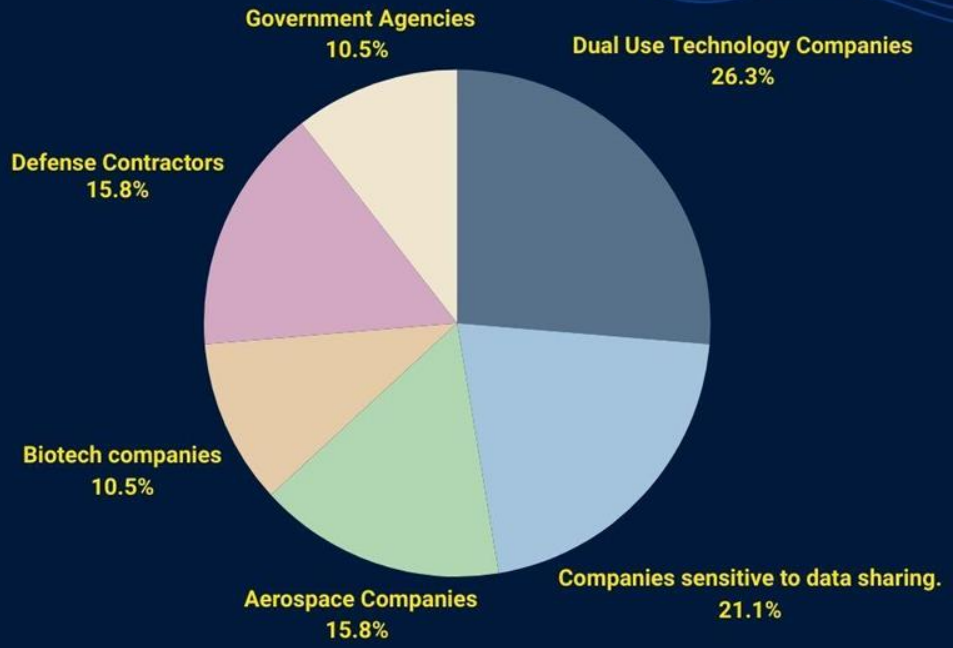
Our Targeted Customers:

SOM (Serviceable Obtainable Market)

- Dual Use Technology Companies
- Companies that are very sensitive to data sharing.

SAM (Serviceable Addressable Market)

- Aerospace Companies
- Healthcare and Biotech companies
- Defense Contractors
- Government Agencies and Regulatory Bodies



Major Expenses Areas

Human Resource Costs

- Covers salaries, office expenses, and collaboration with compliance experts.
- Estimated Share: 65% of total expenses ($500,000–$520,000/year).

Software development and testing

- Includes platform creation, real-time monitoring, and rigorous testing for compliance.
- Estimated Share: 25% of total expenses ($200,000–$210,000/year).

Marketing and Outreach Costs

- Focuses on expos, digital campaigns, and outreach efforts.
- Estimated Share: 10% of total expenses ($115,000/year).

Revenue Model: Driving Value Through Compliance

Customer will be charged on monthly bases on following plans:

Basic Plan

Small businesses or startups with minimal export control needs

Expert Plan

Medium-sized enterprises with more extensive compliance requirements.

Custom Solutions

Organizations with specialized regulatory requirements or sensitive data management needs

MEET OUR TEAM

Sandilya Mekala

CEO

Diksha Mulchandan

Data Scientist

Keyur Thakkar

Project Manager

Taha Mahmood

Machine Learning Engineer

Sheikh Majid

Data Scientist

A Special Thanks to Our Mentor

Mahesh Vinayagam

CEO & Founder qBotica Inc