SpartIA Company

Hackathon Pitch Deck

PRESENTATION

Problems

What do we observe? What do we want to solve?

01

Problem 01 - Striking Overview

SMEs are overwhelmed by regulatory complexity - *With GDPR, SOC2 and other regulations, staying compliant has become a constant challenge.*

02

Problem 02 – Impact

Stress, time loss, financial risks - *Without dedicated expertise, SMEs spend hours managing compliance... leaving them exposed to fines, cyberattacks or loss of trust.*
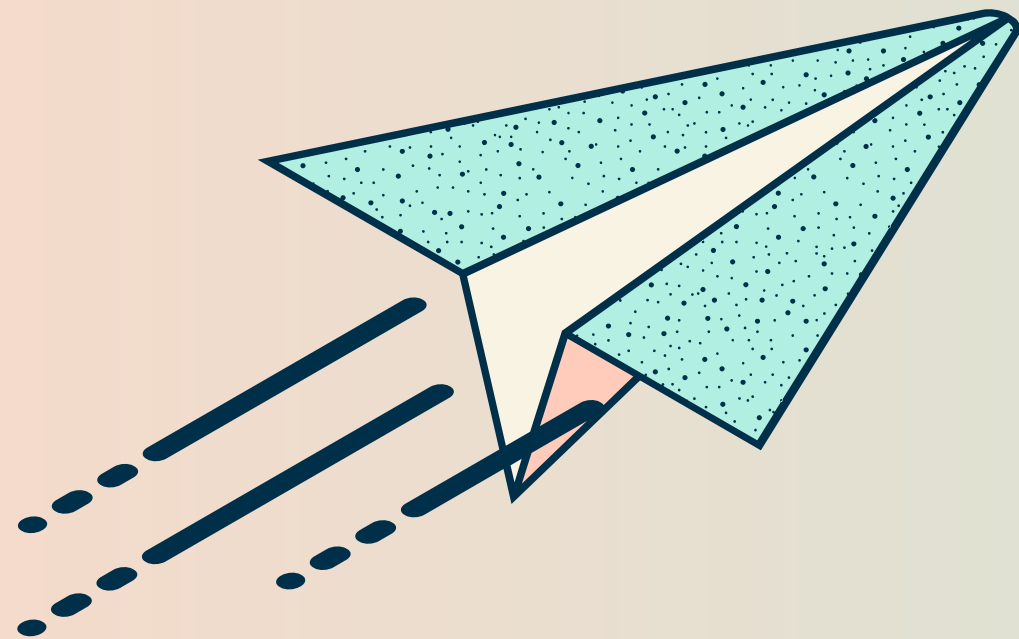
03

Problem 03 – Framing

Compliance can no longer be manual - *SMEs need an intelligent, autonomous and accessible tool to stay compliant without draining energy or budget.*

The Utopia

How do we propose to solve them?

01

Solution 01 - Compliance Monitoring

Implement an AI-powered agent that continuously monitors regulatory changes and analyzes company practices to ensure ongoing compliance without manual intervention.

02

Solution 02 - Risk Assessment

Use intelligent workflows to evaluate internal policies, flagging areas of non-compliance and providing actionable insights for corrective actions.

03

Solution 03 - Audit & Reporting

Generate automated, easy-to-understand compliance reports that are audit-ready, saving time and reducing the complexity of reporting for SMEs.

Timing

Why now is th time for our service to shine?

Reason 1 - Emergence

The first technologies are emerging in the American market with strong growth. Why not adapt them for the European market, where **data sovereignty** and **local compliance** can drive even greater success?

Reason 2 - Regulation

Europe has led the way in AI, cybersecurity, and data regulations. With an **increasingly complex regulatory** landscape ahead, now is the **time to act**—before it becomes unmanageable

Our Product - Guardian

AI Empowering SMEs for Faster & Simplified Security Compliance.

Birth of Service - *From LLMs to Agentic AI*

This is the timeline outlining how your services were conceptualized and constructed during our thinking and development process. It reflects the evolution of our ideas, decisions, and implementation stages.

Step 1
LLMs Service

Step 2
Automated Compliance

Step 3
Agent Monitoring

Features & Technologies

What are the main technologies and features used in our service?
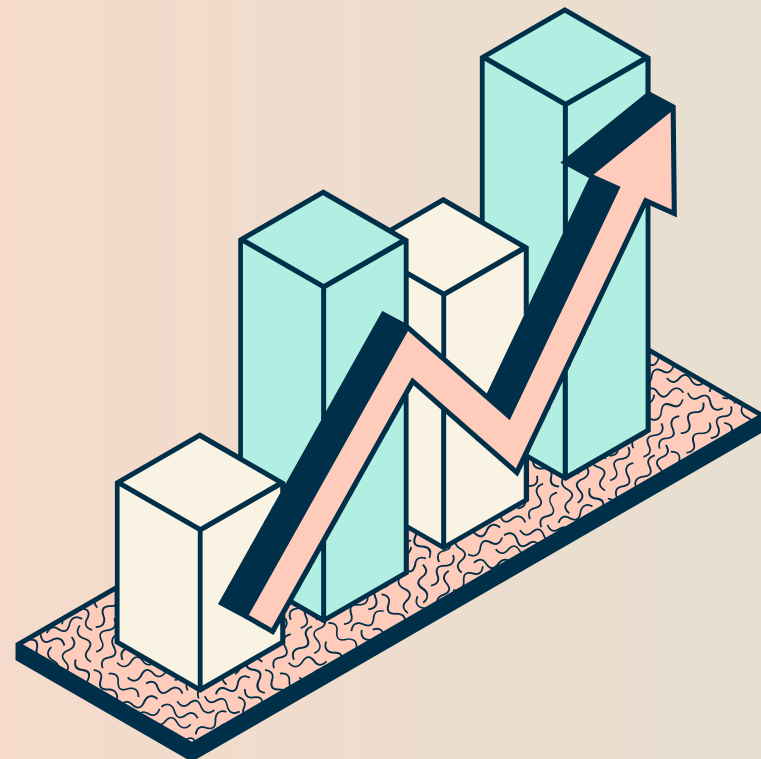
01

Technology 01 - Mistral AI

LLM service acts as the **brain** of the agent, handling natural language understanding and **decision-making**. It generates responses and integrates with **expert agents**.
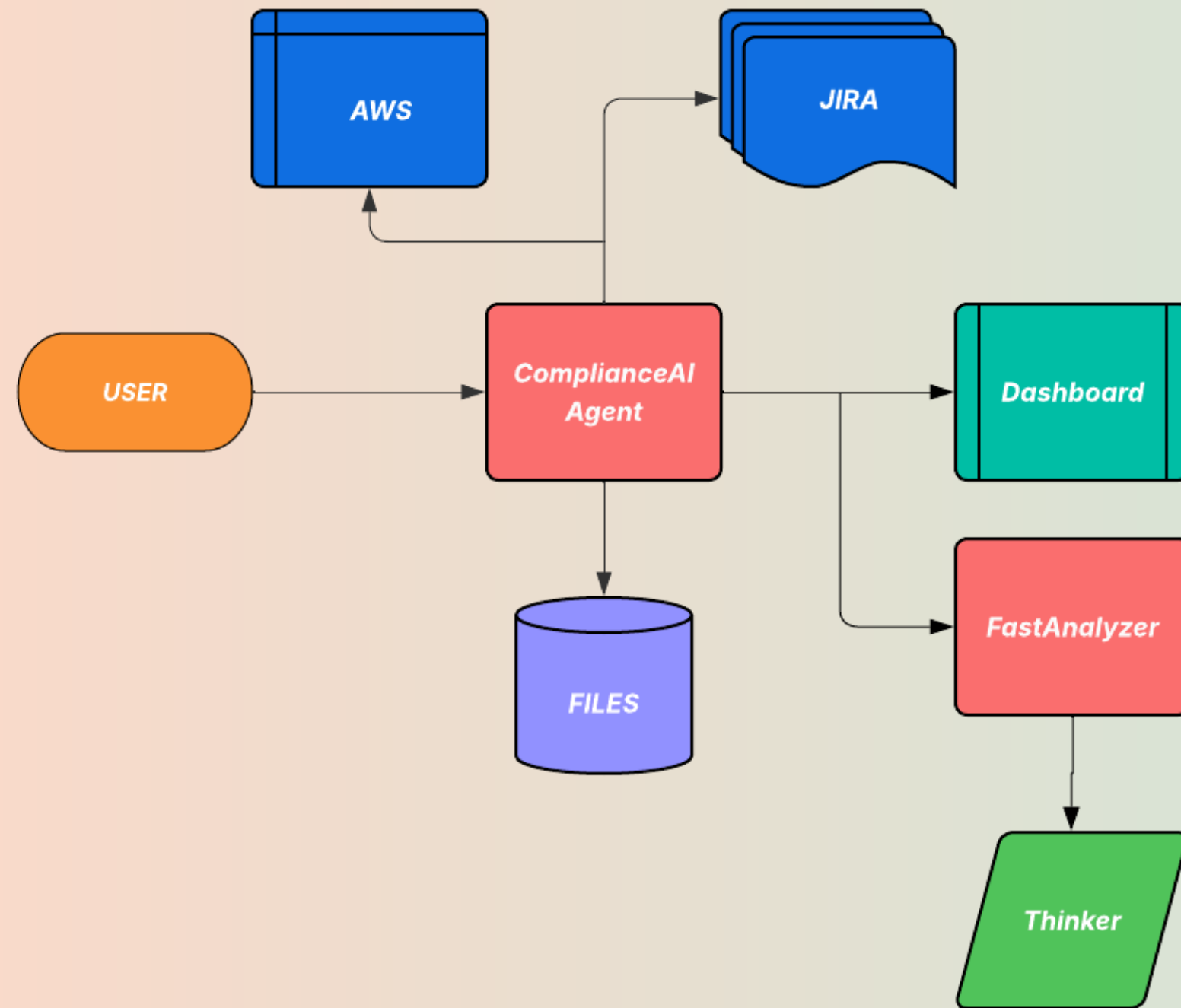
02

Technology 02 - AWS

Tool calling integration and development, leveraging its scalable cloud services to build and deploy efficient solutions - *Simulations of Insfractures, Bedrocks or S3.*

03

Technology 03 - LangChain

Build and **orchestrate** our agents, enabling seamless integration, **automation** and coordination across multiple tasks and services.

App Architecture

Guardian's architecture integrates advanced AI-driven agents to automate and accelerate security compliance. It seamlessly connects with cloud services, security frameworks, and compliance databases to ensure real-time monitoring, automated audits, and proactive risk management.

Our Demo - Guardian

Let us demonstrate the exceptional performance and user experience of our service.

Target Market

Who are the specific customer segments we aim to serve and cater to?

SMEs

Organizations with limited budgets that need affordable, automated compliance solutions - *Only 53% of SMEs have policies to manage third-party cybersecurity risks.*

Startups

Organizations with very limited compliance resources that need cost-effective solutions to meet regulatory requirements.

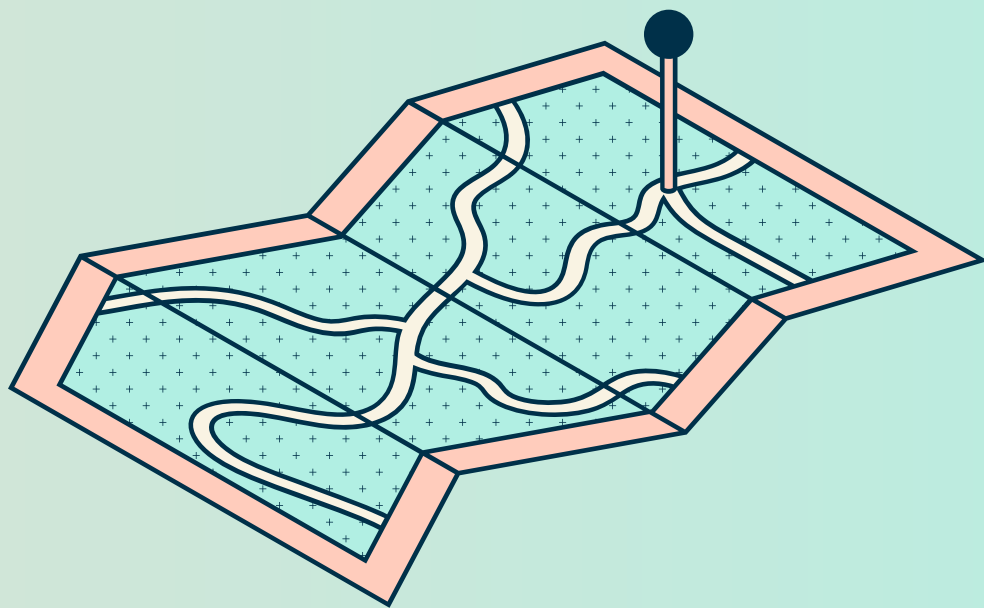**4.65B** Total Available Market (TAM)

162M Serviceable Available Market (SAM)

7.76M Serviceable Obtainable Market (SOM)

Size of the market

Overview of the Market Capitalization Trends in Europe and France.

Competitors

Who are our competitors in the market? - *They are all based in the United States.*

Norm AI

Norm AI's platform integrates AI agents to help businesses understand and implement internal regulations and policies within their operational processes.

Archon

Archon assists software companies in selling their products to the U.S. government by streamlining the FedRAMP compliance process.

Princing Model

What are our pricing strategy?

01

On-Premise

Hosted locally within a company's premises, giving full control over infrastructure and security - **2300 € per year**

02

SaaS - *Subscription*

Cloud-based software delivery model where users subscribe to access applications over the internet - **1800 € per year**

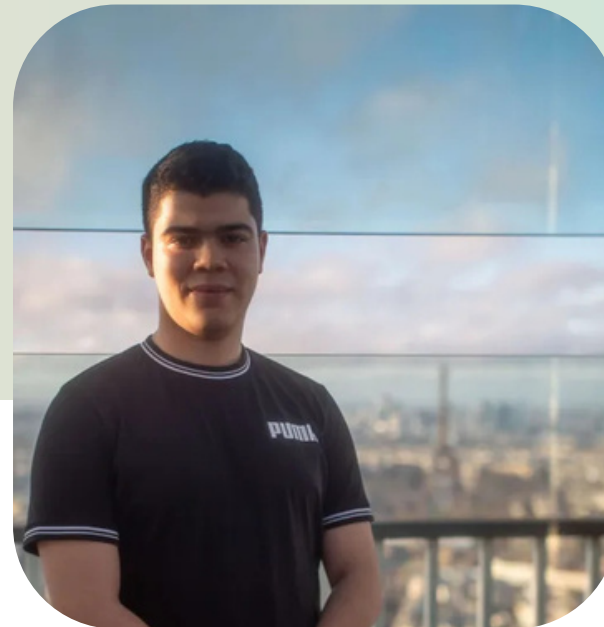## 03

SaaS - *Pay per use*

Cloud-based software model where users pay based on their actual usage of the service - **100 € per use**

Meet the Team
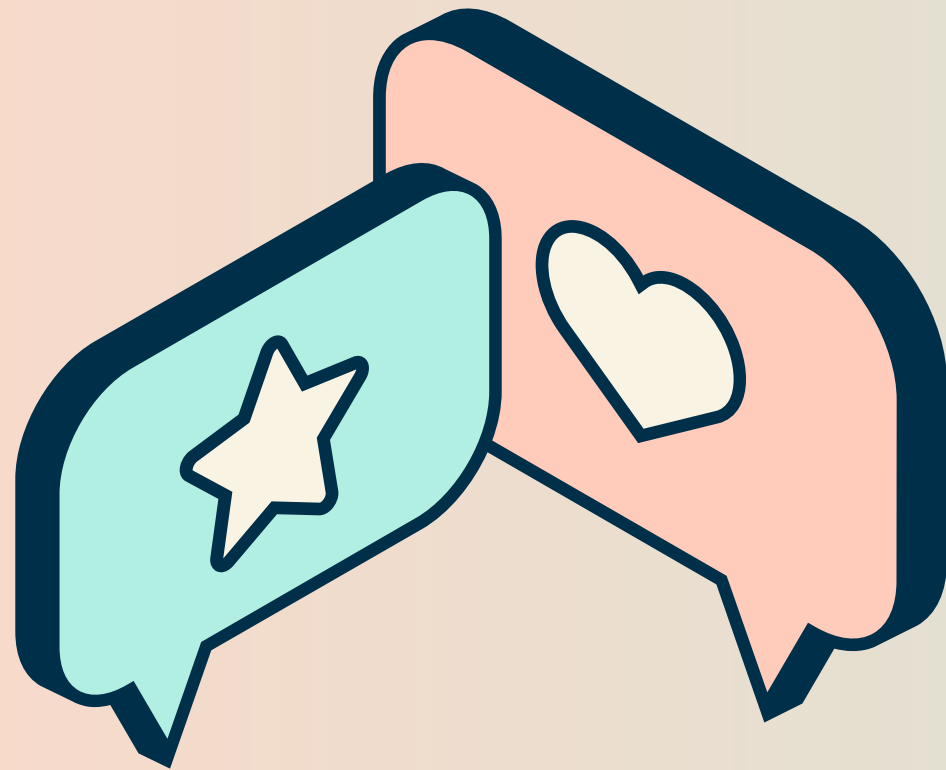
Amine Marzouki

Head of Development

Mohammed Elasri

Head of Infrastructures

Kerrian Le Bars

Head of Strategy

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END