

Caprae AI Readiness Challenge Submission

Smart Company Recommender

By: Srinidhi J

Objective:

To enhance Caprae Capital's lead generation process by introducing an **AI-powered company matching system** that recommends the **most relevant company** based on the user's intent.

What I Built:

I created a **Streamlit web app** that asks the user: *"What do you need a company for?"*

It then uses a transformer-based AI model to analyze and rank company descriptions, returning the **top 3 most relevant matches**, with an explanation of **why it matched**.

How it works:

The app uses **natural language understanding** to recommend companies that best match the user's intent. Here's the flow:

1. **User provides a goal or need** (e.g., "Looking for a fintech company that automates invoices")
2. The input is processed using a **transformer-based AI model** to capture its meaning.
3. The system compares them using **semantic similarity** and ranks the top 3 most relevant companies.

Business Value:

This tool shifts lead generation from **generic scraping** to **intent-driven recommendation**,

- Discover highly relevant targets faster
- Personalize outreach based on business needs

Future Enhancements / Scalability:

This is just a **sample prototype**, but Caprae can scale it into a powerful enterprise tool by integrating:

- **Live scraping of company websites + LinkedIn** to analyze what each company is **currently working on**.
- **Domain expertise** — years of experience in a field or client type
- **Company size, location, and funding analysis**

This would give Caprae a **cutting-edge intelligence layer** for deal discovery or strategic outreach.

Tech Stack: Streamlit (UI), Sentence Transformers (all-MiniLM-L6-v2), PyTorch, Python.

Thank You

I enjoyed solving this challenge and look forward to contributing further.

Caprae's mission to use AI for real-world M&A impact deeply aligns with my objectives and passion.