

ELEVATE

# CEO Welcome Address

General Session

October 26, 2023

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Founder & CEO, TechnoMile

## Navigating Headwinds & Tailwinds

### Industry Dynamics

-  Cybersecurity requirements
-  Climate/sustainability considerations
-  Evolving acquisition strategies
-  Near government shutdown

### Macro Forces

-  Workforce challenges
-  Economic uncertainty/inflation
-  Geopolitical instability
-  AI explosion

## We're in Your Corner to Help



**More rapidly focus resources  
on the strongest opportunities**



**Automate, freeing up teams  
to focus on higher value work**



**Leverage public and private data  
to gain an information advantage**



**Enable more precise  
forecasting and planning**



**Operationalize contracts faster,  
accelerating cash flow**



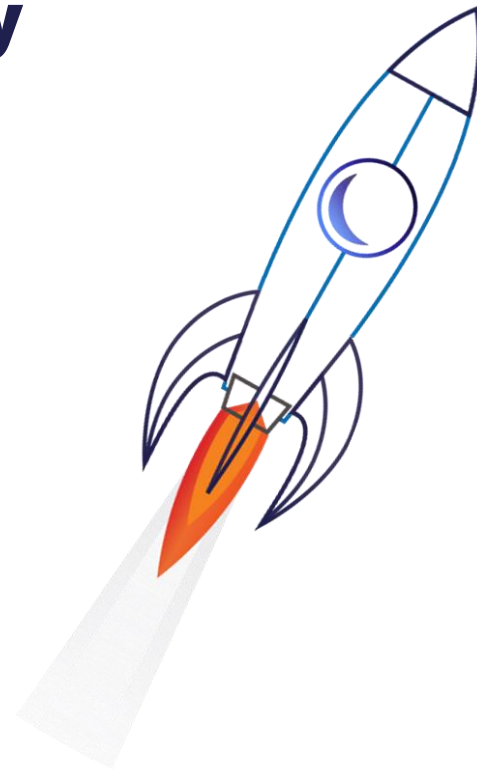
**Strengthen compliance and  
risk management**

## Swift Adoption

### The Fastest-Growing App in History

Time to reach 100M monthly active users:

- Instagram ~2.5 years
- TikTok ~9 months
- **ChatGPT ~2 months**



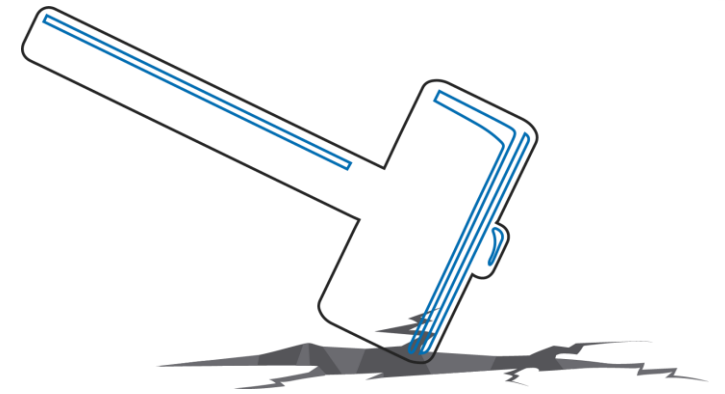
[UBS Report, Feb 2023](#)

## Swift Adoption... and Apprehension

### A Fast-Growing Trust Gap

- Only 37% of customers trust AI's outputs to be as accurate as those of a human
- 75% believe generative AI may introduce new data security risks
- 74% are concerned about the ethical use of AI

-- 2023 Salesforce State of the Connected Consumer Report



## TechnoMile Data & AI Ethics Principles

- Your data belongs to your enterprise – you control it.
- We commit to safety & trust – we're balancing speed with responsibility when developing AI products.
- We commit to transparency and explainability, and to developing products that are reliable, accurate, and consistent.
- We will implement and maintain appropriate accountability measures.

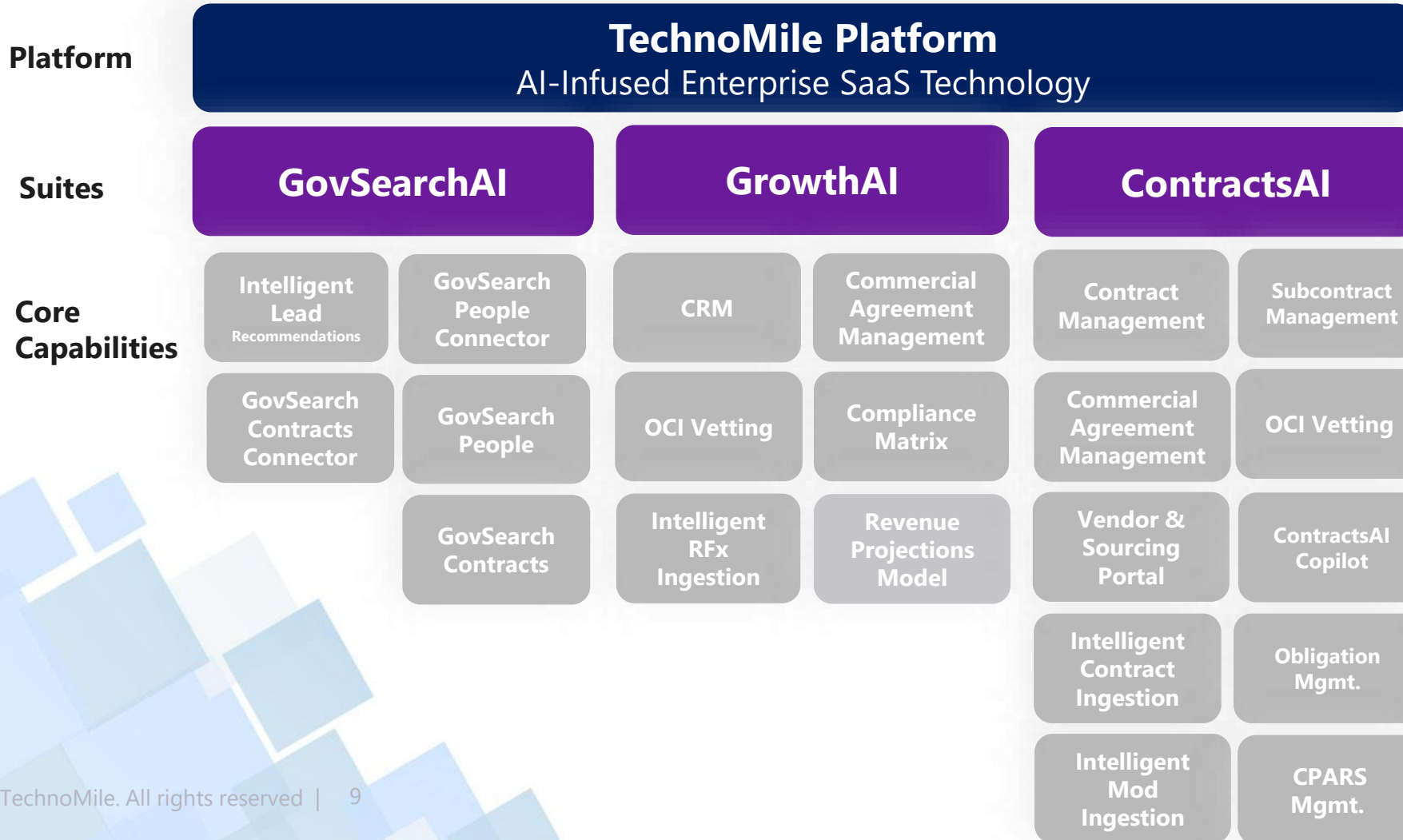
**Your data  
is not our  
product.**

## AI-Infused Platform to Power Your Growth

<b>Platform</b>	<b>TechnoMile Platform</b> AI-Infused Enterprise SaaS Technology					
<b>Suites</b>	<b>Intelligence</b>		<b>Growth</b>		<b>GRC</b>	
<b>Core Capabilities</b>	Intelligent Lead Recommendations	GovSearch People Connector	CRM	Commercial Agreement Management	Contract Management	Subcontract Management
	GovSearch Contracts Connector	GovSearch People	OCI Vetting	Compliance Matrix	Commercial Agreement Management	OCI Vetting
		GovSearch Contracts	Intelligent RFX Ingestion	Revenue Projections Model	Vendor & Sourcing Portal	ContractsAI Copilot
					Intelligent Contract Ingestion	Obligation Mgmt.
				Intelligent Mod Ingestion	CPARS Mgmt.	



## AI-Infused Platform to Power Your Growth



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**Thank you!!!**