CYBORGS

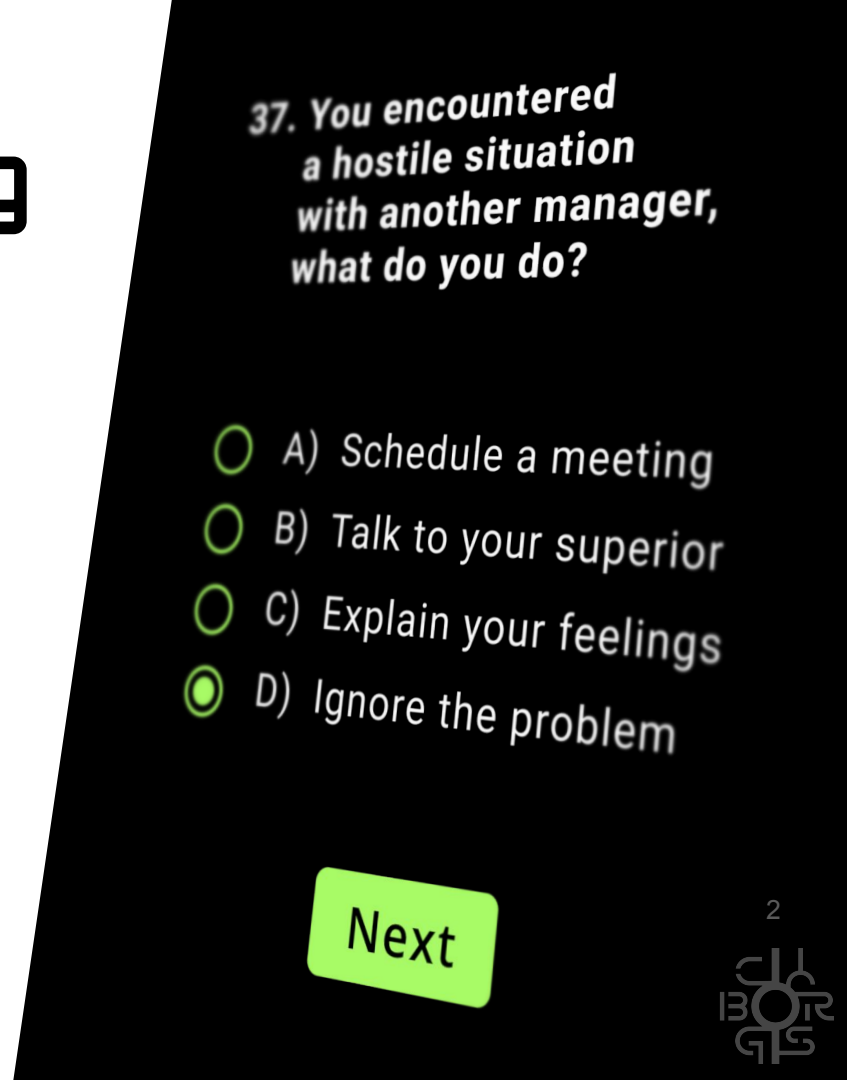
Workplace simulations for soft skills training

PRACTICE UNCOMFORTABLE CONVERSATIONS IN A SAFE-TO-FAIL ENVIRONMENT

Investor Deck | Pre-seed | jelena@cyborgs.work | Investor Updates

Soft skills training is broken

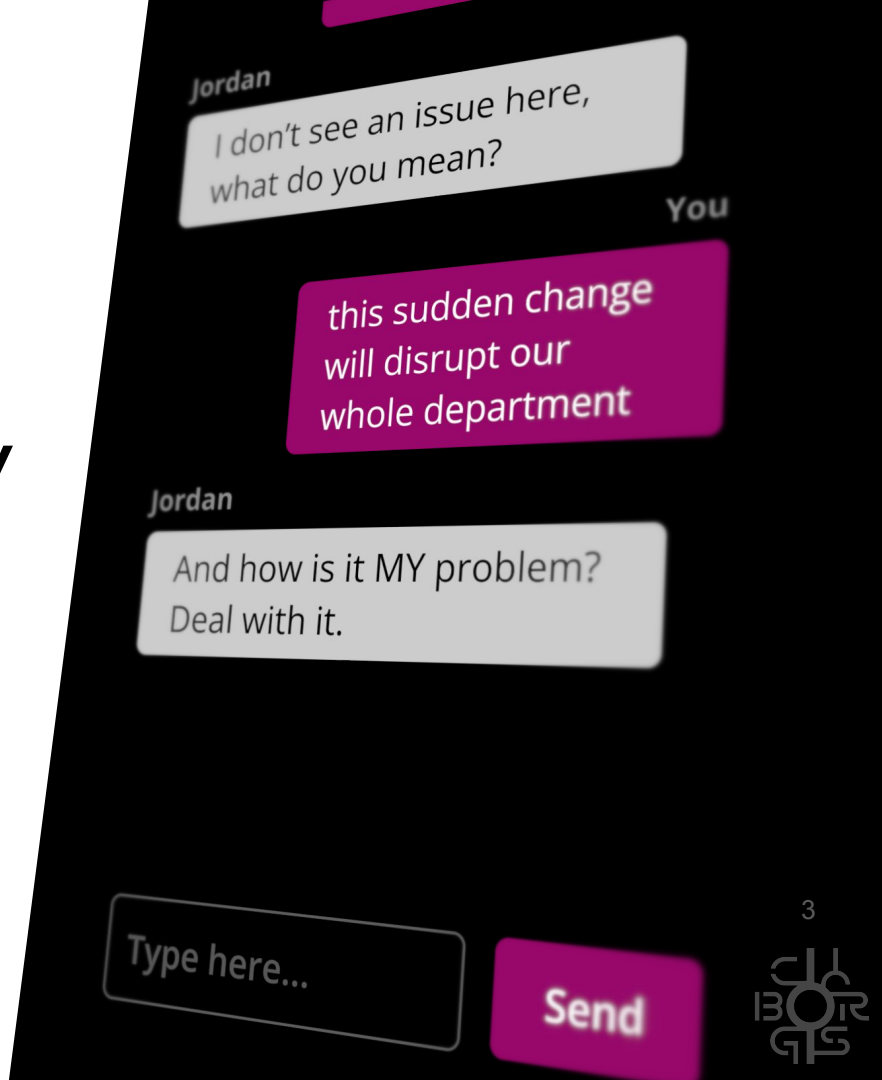
- → Trainings **made for compliance**, not learning
- → Choice-based practice **doesn't teach** any skills
- → Roleplays between learners are **awkward**



In soft skills training,

PRACTICE is the only

thing that works



What CYBORGS do:

DIFFERENTLY

- ➔ Craft scenarios that make you **UNCOMFORTABLE**
- ➔ Simulate what **actually happens** at work
- ➔ Create moments where you **“want to strangle this guy”**
- ➔ Back it up with **analytics** and **debriefing**

YOU

Your Name
Checkout & Pricing Team | Tech Lead

- Critical systems owner
- 99.9% uptime responsibility

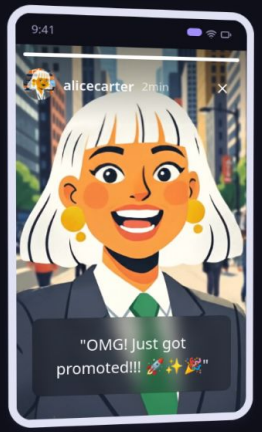
Your Team

Bob Fletcher
Senior Engineer
Your reliable backend specialist

Charlie Nguyen
Mid-Level Engineer
Rising star with fresh ideas

Alice Carter
Senior Engineer
Your top performer

And Then This



Who Made The Move?

Jordan Ellis
Payments Team | Hiring Manager

- Aggressive talent acquisition
- Scaling payments team rapidly
- **Poached your best engineer**

CONTACTS

- **Bob Fletcher** — Senior Engineer — Call / Chat
- **Alice Carter** — Newly promoted — Call / Chat
- **Jordan Ellis** — Payments Hiring Manager — Call / Chat
- **Charlie Nguyen** — Mid-Level Engineer — Call / Chat

Alice Carter

You 14:03
Okay, Alice, we need to talk, I am speechless at the moment...

Alice Carter 14:03
Hey, I get it. This whole thing has been a mess. I'm not thrilled about how it's played out either. Can you tell me what's on your mind?

You 14:03
Why didn't you event talk to me?

Alice Carter 14:03
Honestly, I wanted to. I found out about the move just a day before it was announced. I barely had time to process it myself, let alone plan a proper handoff or talk things through with you. I'm sorry you heard about it the way you did. That wasn't my choice.

Type your message...

Press Enter to send, Shift+Enter for new line 0/2000

Learning Progress Over Time

Learning Objectives

7 objectives

Emotional intelligence (self- and other-awareness) 53/100 Minimal

User recognized Alice's overwhelm and Charlie's anxiety but quickly reverted to blame ("you didn't tell me," "you put us in this situation"). Minimal self-regulation: frustration surfaced as sarcasm toward Jordan and gossip with Bob. Awareness present, regulation weak.

Show History

Active listening & empathy 84/100 Good

Captured concrete details (Alice's available hours, project list, PayPal deadline, Bob's preference for Priya, Charlie's need for mentorship). Reflected some feelings back ("it is unsettling") but emotional validation stayed shallow. Informational listening strong, emotional empathy moderate.

Show History

Negotiation & compromise 82/100 Good

Showed flexibility by shifting ask from two engineers to one and specifying timeline and names. However, demands were made with insults and HR threats, undercutting collaborative tone. Progress on tactics, poor on rapport.

Show History

How?

SIMPLE WORKPLACE CHAT, LIKE SLACK

- ➔ **Realistic**, unscripted simulations
- ➔ **Industry-specific** custom scenarios
- ➔ **LLM-powered** characters
  (with personalities, roles, and hidden agendas)
- ➔ Multiplayer, multi-agent

Why:

➔ **Soft skills** matter more than **hard skills**

➔ Educators are nervous **because of AI**

➔ L&Ds are under **pressure to deliver**

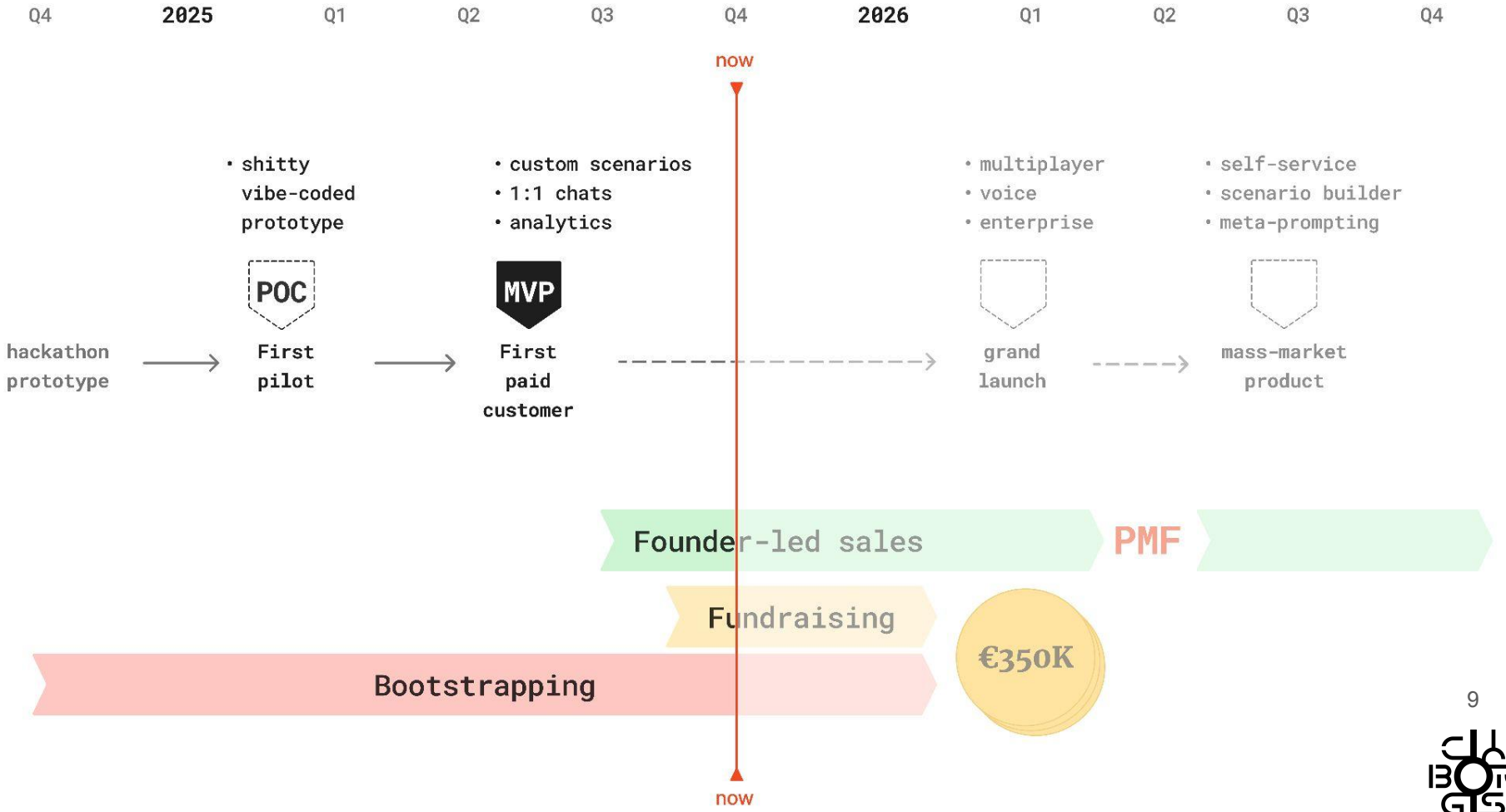
Sources: McKinsey L&D Survey, LinkedIn Workplace Learning Report

Traction

- ➔ **EdTech Hack 2024** winners, Nov 2024:
  awarded by Ministry of Education and Research
- ➔ Working **MVP**
  with paid customers + negotiations with large enterprise
- ➔ Pilots in:

  🇪🇪 Estonia, 🇫🇮 Finland, 🇭🇺 Hungary, 🇰🇪 Kenya

  (120+ learners)


Q4
2025
Q1
Q2
Q3
Q4
2026
Q1
Q2
Q3
Q4
now
• shitty vibe-coded prototype
• custom scenarios
• 1:1 chats
• analytics
• multiplayer
• voice
• enterprise
• self-service
• scenario builder
• meta-prompting
POC
MVP
hackathon prototype
First pilot
First paid customer
grand launch
mass-market product
Founder-led sales
PMF
Fundraising
€350K
Bootstrapping
now

Competition

	Cyborgs	Skillsoft Percipio	ETU
AI Character personalities	Conflicting, lying, multi-layered	Helpful assistant	Helpful assistant
Multiplayer	Q2 2026	—	—
Creating custom scenarios	Yes, fast	—	Yes

Defensibility:
Our scenario writing is **radically different** from standard education approaches.
It is rooted in **script writing for films** and **tabletop RPG** role-playing (D&D).

We are able to achieve much **higher levels of engagement**.

Market

TAM **$75B**

➔ Soft Skills Training Market

SAM **$18B**

➔ Europe + North America soft skills training market

SOM **$37.8M**

➔ Organizations investing in soft skill trainings

Business model

Usage-based

€19 /per participant / per training

Up to 12 learners per training

- ➔ 1 non-exclusive scenario
- ➔ Analytics for every attendee
- ➔ Email & chat support

Enterprise

Custom

100+ participants / month

- ➔ Custom integrations
- ➔ Dedicated account manager
- ➔ Custom & white-label scenarios
- ➔ SLA guarantee

Add-ons:

- ➔ Exclusive custom scenario: from **€500**
- ➔ Pre-made scenario from the library: **€150**

Product + Compliance

Alexander Levero

Psychology Graduate (UMBC, USA)

8y Human Intelligence

5y Security Management

CTO + Vision

Ilya Vasilyev

7y in Film and Video

10y+ in Startups

5y+ in Education, Mentoring, Trainings

CEO, Bizdev

Jelena Oshepkova

15y+ Launching & Scaling B2B Businesses

MBA microdegree “Digital Transformation & Innovations”

COO, Sales

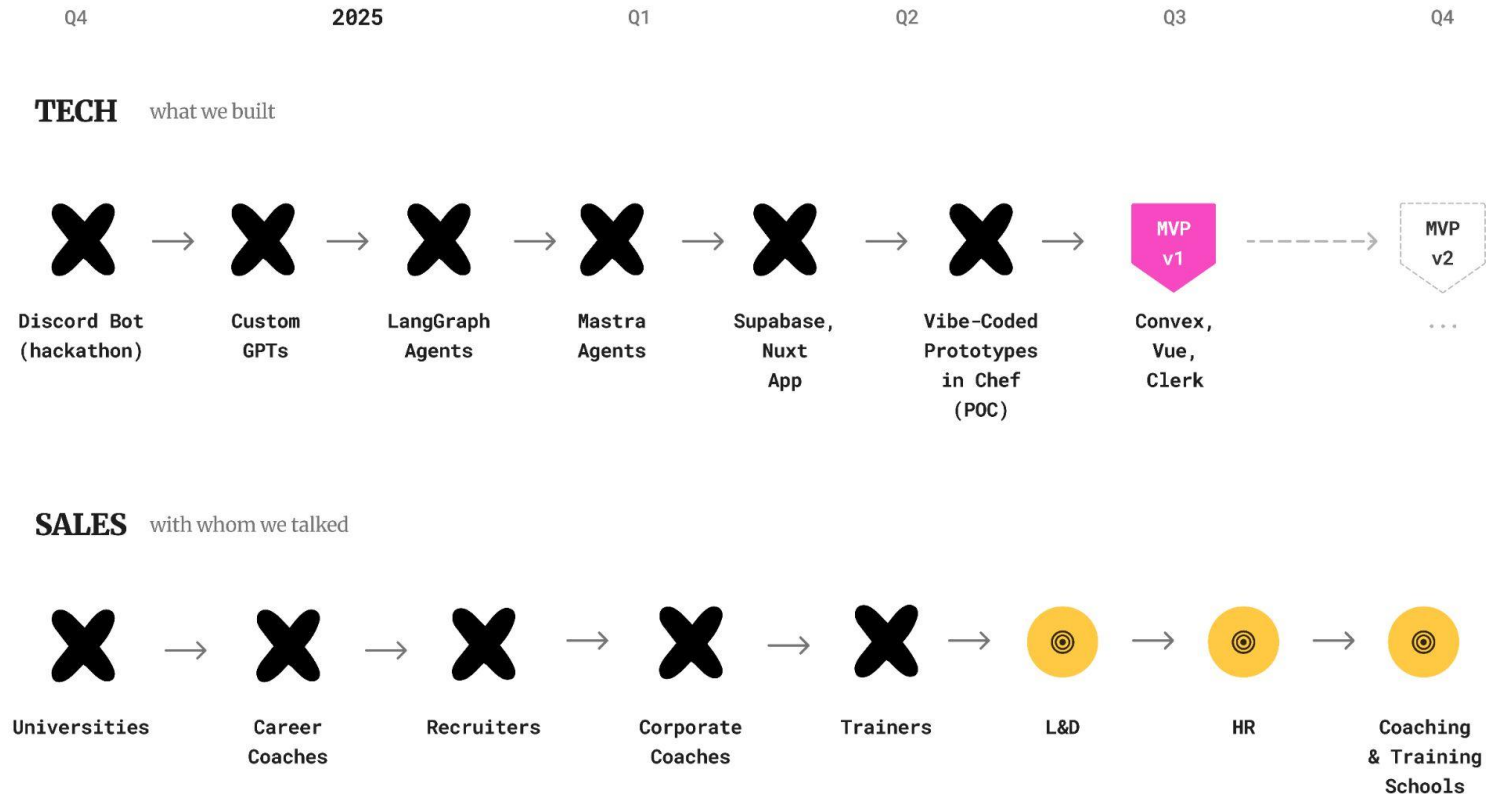
Yana Delyukina

5y+ in B2B Sales

5y in Events

4y+ in EdTech

Team: Rapid tech and sales iterations



The Ask

Raising:

➔ € 350, 000

To reach:

➔ €10–15k MRR in 12 months

➔ Enterprise readiness

➔ Multiplayer functionality

Usage:

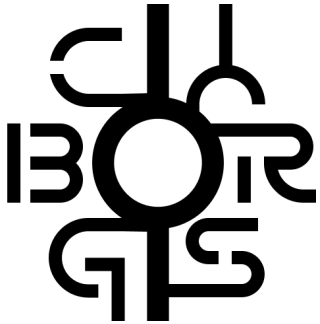
➔ Team compensation + fractional support: 60%

➔ GTM: 20%

➔ Product development: 15%

➔ Ops/Infra: 5%

See numbers



https://cyborgs.work • jelena@cyborgs.work • +37253608800