SUMMIT TECH

TECHNOLOGY PITCH DECK

Innovating Today, Transforming Tomorrow

www.sumtech.io

EXECUTIVE SUMMARY

SumTech delivers **AI** and **IoT solutions** to optimize operations in **hospitality, travel, and energy sectors**.

Smart facility management, **sustainable energy** solutions, and digital platforms enhance efficiency and customer engagement.

2022
FOUNDED

$250K
REVENUE

20%
GROWTH

TARGET AUDIENCE

SMEs struggle with digital transformation, facing high costs with low returns, leading to competitive disadvantages.

Large-scale hotels face slow and costly digital transformation due to legacy system dependencies, integration challenges, high costs, operational complexity, staff resistance, data security risks, lack of personalization, and sustainability pressures.
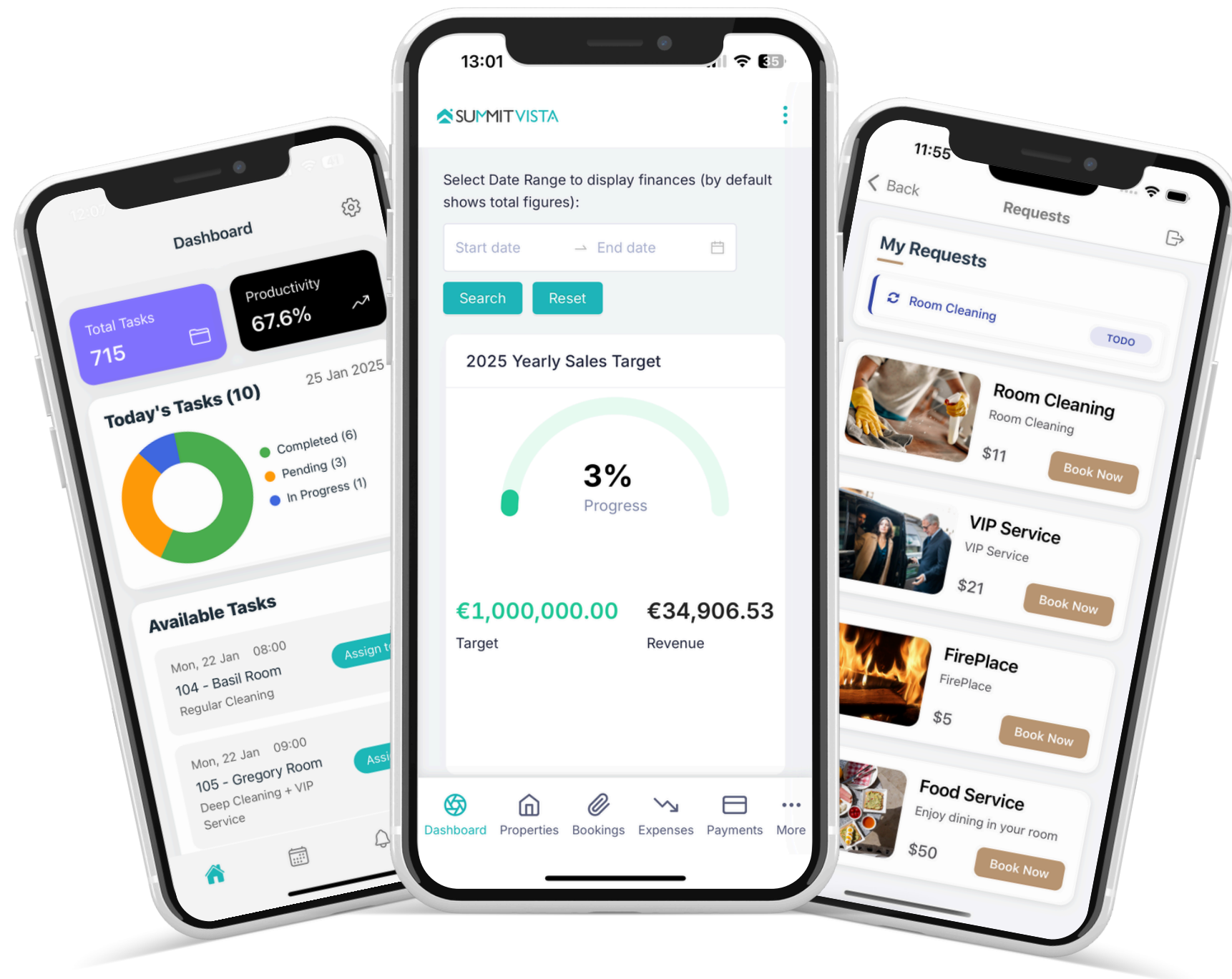
THE PROBLEM

Sustainability Concerns

Lack of Data-Driven Insights

High Operational Costs

Revenue Loss

Customer Experience Issues

THE SOLUTION

**Our VISTA AI-powered,
IoT and Blockchain-integrated end-to-end
management model automates operations;**

**optimizes resources,
and enables real-time data processing
for faster decision-making,
maximizing guest experience
and operational efficiency.**

SUSTAINABILITY IMPACT WITH REAL-WORLD DATA

40%
INCREASE IN OPERATIONAL EFFICIENCY

30%
ENERGY SAVINGS

25%
IMPROVEMENT IN CUSTOMER SATISFACTION

BESTILL
CAPPADOCIA

SCALABLE IMPACT ACROSS OTHER SECTORS (BASED ON SUSTAINABILITY METRICS)

25%
AI-DRIVEN SYSTEMS CAN REDUCE RESOURCE WASTE BY

35%
IOT-BASED AUTOMATION IMPROVES OPERATIONAL WORKFLOW BY

25%
CLOUD-BASED SOLUTIONS OPTIMIZE ASSET UTILIZATION, REDUCING DOWNTIME BY

BUSINESS MODEL

01 Small Hotels (1-20 rooms) → Offered a Free Plan for 6 months with basic functionalities.

02 Mid-sized Hotels (21-50 rooms) → Onboarded with a low-cost Starter Plan, gradually upgrading to AI & IoT-powered automation.

03 Large Hotels (50+ rooms) → Targeted directly with the Enterprise Plan, offering complete integration.

STRUCTURING THE FREEMIUM MODEL

|	FREE PLAN	STARTER PLAN	GROWTH PLAN	ENTERPRISE PLAN
PRICING	Free	99$/ month	499$/ month	Custom Pricing
FEATURES	• Basic IoT Management (Limited Room Count) • Energy Tracking • Basic Reporting • Basic Operations	• AI-Driven Operations (Check-in & Reservation Automation) • Advanced Reporting • Energy Optimization	• Advanced IoT Management (Smart Locks, Lighting, Thermostats) • Full Integration (PMS, OTA, CRM)	• White-Label Solution • Multi-Property Management • Full AI-powered Automation

Market Fit

TAM

$500 Billion+

SAM

Hospitality $400B

Healthcare $150B

MFG & AGR $200B

SOM

$68 Million
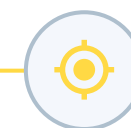
KPIS & PERFORMANCE METRICS
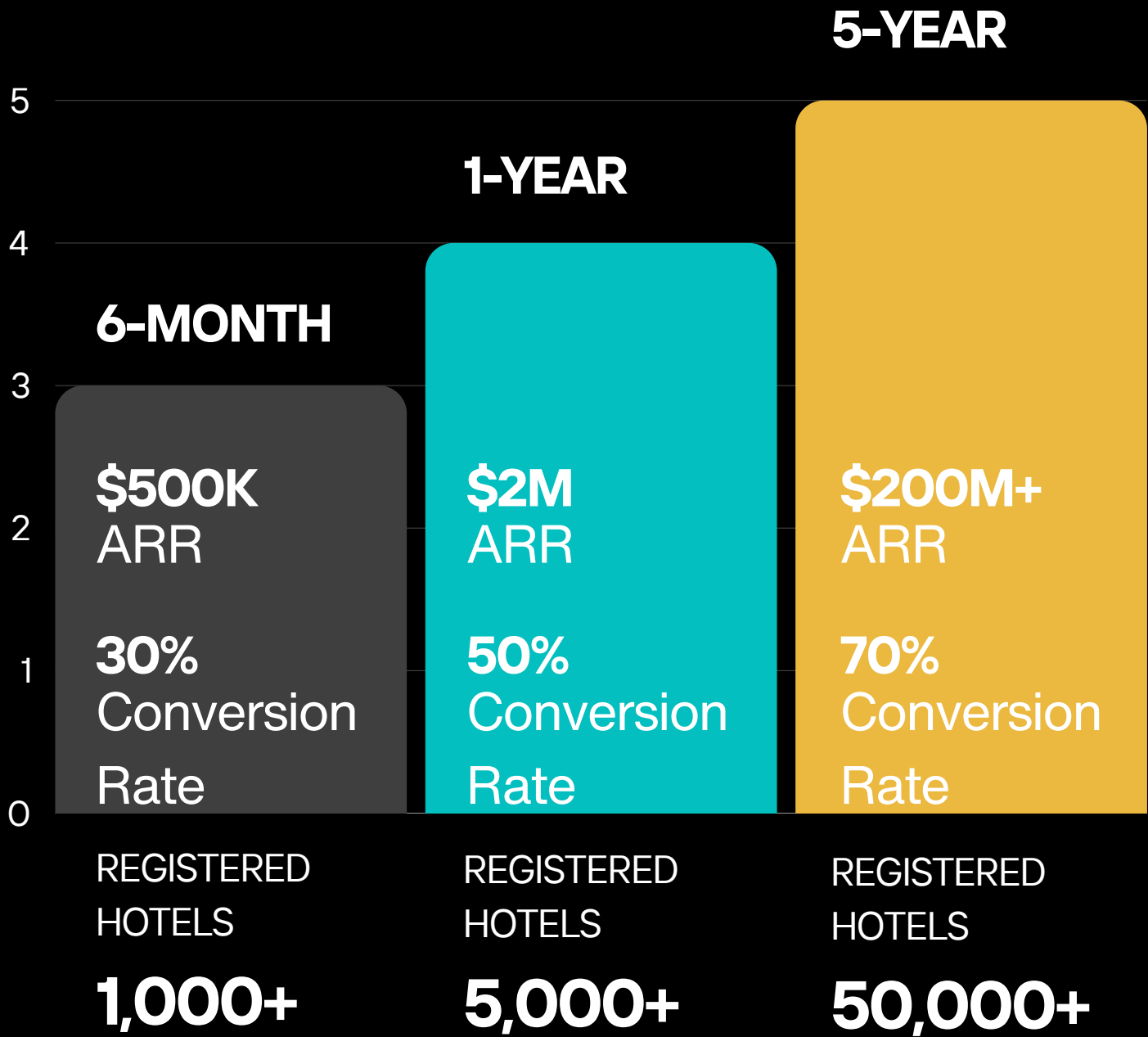

◆ **2025 PROJECTIONS**

$2.1M
REVENUE

47%
GROSS MARGIN

$830,000
NET PROFIT

5-YEAR

1-YEAR

6-MONTH

$500K ARR	**$2M** ARR	**$200M+** ARR
30% Conversion Rate	**50%** Conversion Rate	**70%** Conversion Rate
REGISTERED HOTELS	REGISTERED HOTELS	REGISTERED HOTELS
1,000+	**5,000+**	**50,000+**

ROADMAP & FUTURE GROWTH

Horizon Mapping: Strategic Roadmap for Growth

Horizon 3 (3+ years)
- Fully autonomous AI-managed facilities
- Blockchain-based smart contracts
- AR/VR-enhanced guest experiences

Horizon 2 (1-3 years)
- Expansion into new market segments
- AI & Blockchain integration scaling
- Automated financial & energy management

Horizon 1 (0-1 year)
- Backoffice & Guest App enhancements
- Increased IoT integration
- Operational efficiency & cost reduction

USE OF FUNDS

D
10%

C
20%

A
40%

B
30%
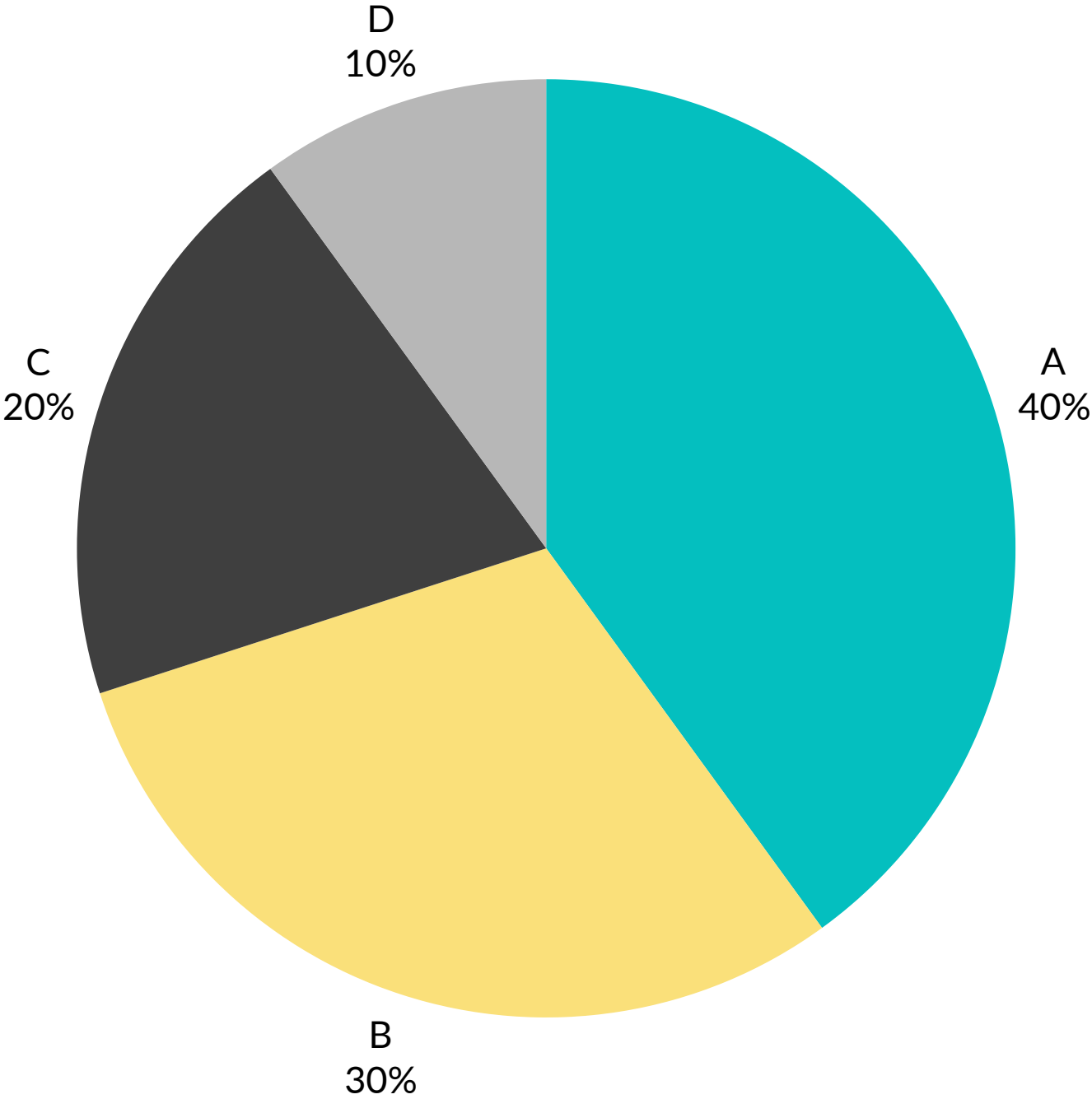
A. 40% R&N

B. 30% Marketing and Sales

C. 20% Expansion and Growth Initiatives

D. 10 % Infrastructure and Operations

TEAM OVERVIEW

SAMET SİPER
CEO

A visionary leader and serial entrepreneur, driving innovation in technology and hospitality.

EZGİ KOÇ
COO

The architect of operational excellence, accelerating growth through strategic management and process optimization.

ORHAN KUTLU
CTO

A pioneer in technology and innovation, redefining smart facility experiences with IoT and software solutions.

Thanks!

Let's Connect