The Intelligent Company

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AI for the Developing World and Achieving the SDGs

Introduction

- Founder & CEO: Nick Brown

- Background: 20-year veteran of entrepreneurship and social change work, involved in seven startups, leader of two startups, key player in two large M&As and one IPO. 15-years working at the frontlines in developing countries.

- Key Skills: Disaster Response, Emergency Management, Data Science, Entrepreneurship, Leadership, Scaling Social Change

- https://linkedin.com/in/nickinparadise

Nick has experience

- Executive Director of Disaster Response Agency;

- Chief Data Scientist for ESG Analytics Firm;

- Head of the Information Management Unit for IOM Afghanistan, the country's largest UN tech team

- Global Head of Sustainability Analytics for World's Largest ESG and Risk Team (RiskMetrics, now MSCI); and,

- Trustee on the Brock University Board of Trustees.

Nick is accomplished

- On two Board of Directors by 19 ($7m rev and $144m rev);

- Helped write Dr. Matthew Kiernan's *Investing in a Sustainable World: Why GREEN is the New Color of Money on Wall Street* in 2008 (link);

- Developed team and system to manage the analysis of every act of corporate malfeasance (ESG violations) mentioned in the news by any organization globally (200k+ covered); and,

- Starred in a documentary filmed by Amazon's CTO and AWS Founder Werner Vogels about his work as a Country Manager for the Humanitarian OpenStreetMap Team in the Philippines in 2020. (link)

Problem

- Global Challenge: Bridging the digital divide in developing countries and achieving the SDGs.

- Target Audience: 7 billion people at the base of the socioeconomic pyramid.

- Need: Access to AI tools and technologies to achieve UN SDGs and leapfrog into 4th industrial revolution.

Solution

- The Intelligent Company: An AI Automations Agency focused on servicing developing countries.

- AGI System: Autonomous AI multi-agent system to revolutionize organizational operations.

- Services: Education, training, coaching, and consultancy on AI implementation.

Products

 - Autonomous AI Agent (Jane): Multi-model multi-model multi-agent system to empower organizations.

- Fully accessible even to non-literate folks
- Fully deployable with enterprise grade security and privacy
- Full power of specialized AGI at the fingertips of all
- Examples:
    - Automated Report Writing Agent: autonomously drafts various reports.
    - Chai-Wallah Internal Tasking Agent: backend system for a tea delivery app.
    - Grant Writing Agent: automatically write winning applications.
    - Complex Analyses: microeconomic analyses.

Results

 - Anyone from the CEO & C-Suite to the most manual laborer can quickly and cheaply deploy AI augmented tasking systems to automate routine tasks up to the most complex hybrid tasks.

- Any user can use the most powerful AI systems that go much beyond the current ChatGPT , not only does it generate + complete : it runs commands and can deploy real world actions.

- The CEO and the Secretary can use the same system as the Chef or the Builder , or a common system where they can choose to share their outcomes and data from their iterations to train new models on-the-fly for better performance.

Business Model

- Pricing: Affordable rates ($0-$20/hour) with potential to charge $200/hour or more.

- Revenue Streams: Subscriptions, hourly fees, project-based billing, grants, and in-house projects.

- Financial Projections: $2 million funding sought, potential monthly revenue of $1m in six-months with 60%+ gross margins.

Market

- Target Market: Developing countries, starting with the 25 smallest nations in Caribbean (5 million people) as a microcosm for piloting to nation-level scale.

- Potential: Capturing the AI market in developing countries to help them leapfrog into the 4th industrial revolution.

Competitive Advantages

- Affordable Pricing: Competitive rates tailored for developing countries due to low cost of delivery (< $20/hour).

- Local Expertise: Staff predominantly from developing countries or their diaspora.

- Sustainability Mission: Aligned with sustainable development and ethical AI use.

- No-Code Tools: Expertise in no-code AI platforms.

- SDG Alignment: AI training and consulting optimized for UN SDGs.

- Proprietary Agent: World-class multi-modal multi-agent system capable of utilizing AutoGPT, Autogen, and any Gen AI model.

Go-to-Market Strategy

- Initial Focus: Global social good organizations and organizations in the Caribbean.

- Expansion Plan: Presence in all 251 countries and territories within 3 years.

- Innovation Hubs: Establishing hubs in each country to demonstrate best practices of sustainable solutions.

Team

- Founder: Nick Brown has 20 years experience in social change work and startups.

- Engineering Team: Joseph Pollack (https://www.linkedin.com/in/josephpollack/) & Mike DuPont (https://www.linkedin.com/in/jamesmikedupont/) both have 20+ years technical experience.

- Hiring Plan: Exponential growth to over 5,000 team members across 200 countries in 3 years.

Ask

- Funding Request: $2 million for training, hiring, and establishing training centers.

- Use of Funds: $500k for core team training and development, $500k for 100 trainers in the Caribbean, $500 for R&D, $500k for training centers in the Cayman Island and Guyana.

Vision and Mission

- Mission: Empower developing nations by providing AI tools to achieve the SDGs.

- Vision: Become the dominant AI consultancy and training hub in all developing countries.

- End Goal: Sustainable solutions at **scale**.