

Aqera - Company Overview

The Operating System for AI-Native Companies

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The Founder

Ayo Ashiru - The Friction Fixer

Ayo mapped out every function his company needed: engineering, DevOps, compliance, finance, customer support, security, analytics, operations. The spreadsheet said 40 to 60 people. The budget said 8.

So he built differently.

Instead of a 6-person DevOps team, he built a governed CI/CD pipeline with AI-driven monitoring and a single engineer who could oversee it all. Instead of a compliance department, he built an evidence engine that automated audit trails and framework mapping. Instead of a support centre, he built an intelligent agent that handled routine operations with human approval for anything consequential.

Eight months in, the company was running -- not scraping by, but genuinely running. The same operational breadth that would have required 40-plus people was being delivered by a handful, with higher consistency, better documentation, and an evidence trail for every decision.

That methodology became Aqera.

"I didn't build an AI company. I built an operating system -- and proved it by running my own company on it."

The Problem

Companies face two broken choices.

Choice A: Buy software and figure it out yourself.

The average enterprise manages 130+ SaaS subscriptions. Each requires people to configure, operate, and maintain. The tools multiply. The headcount does not shrink. Compliance remains a quarterly fire drill. And none of them govern the AI.

Choice B: Hire consultants and pay by the hour.

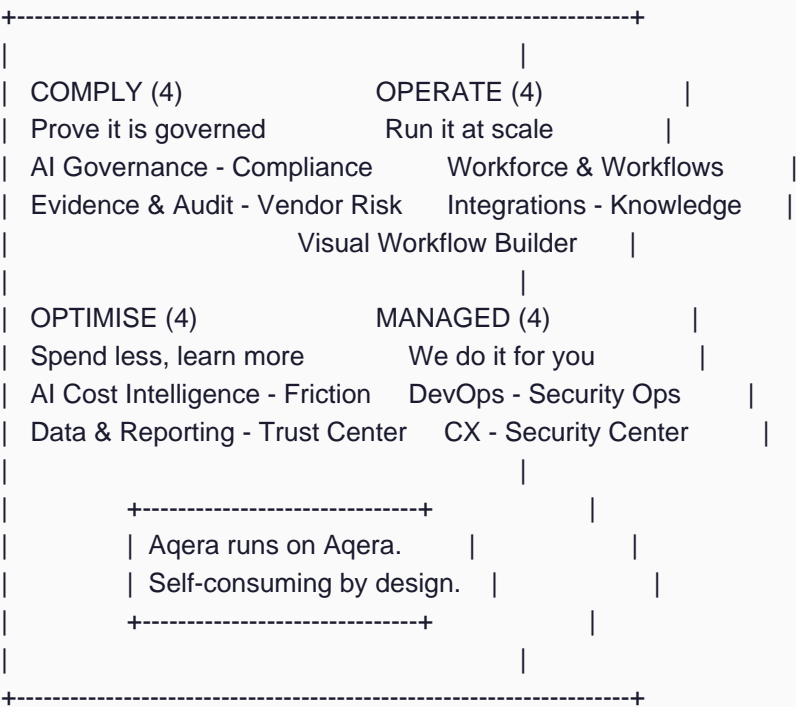
A Big 4 engagement for a single workstream can exceed six figures per month. Juniors do the work. Incentives favour extension, not resolution. When they leave, so does the capability.

Neither works.

Software without operators sits idle. Consultants without technology cannot scale. Companies need a system that governs AI, proves compliance, and delivers outcomes -- with or without hands-on teams.

Our Answer - Aqera OS

One platform. Sixteen capabilities. Four bundles. Self-consuming.

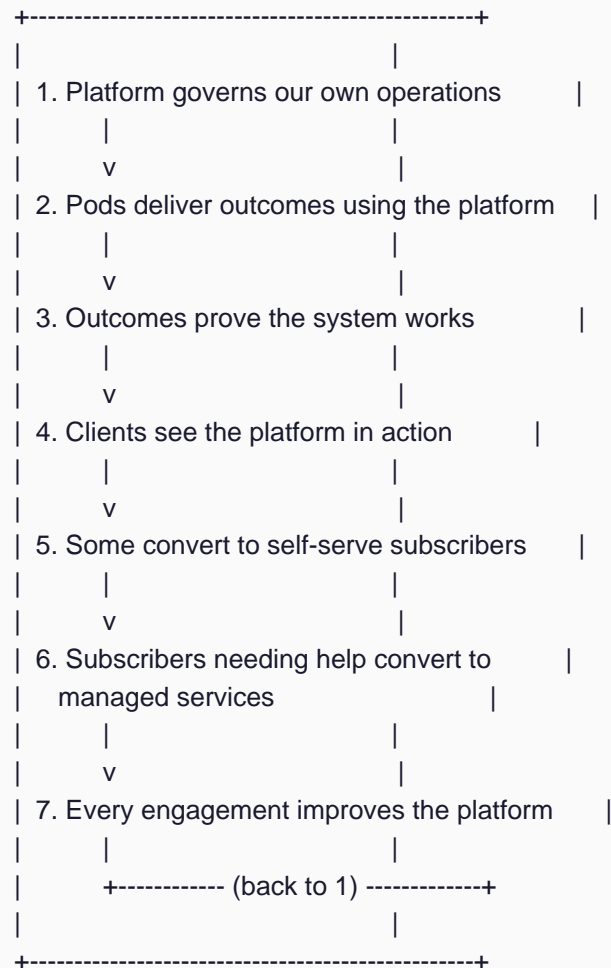


Every feature exists because Aqera needed it first. The platform governs our own AI operations, compliance, and evidence chain daily. We sell the system we run on.

"We are not selling something we built for customers. We are selling the system we built for ourselves."

The Flywheel

Each side accelerates the other.



Triple revenue model:

- SaaS Platform: Subscription + consumption overage
- Managed Services: Pods delivering outcomes using the platform
- Capability Licensing: Embed Aqera governance into partner platforms

The Platform - Sixteen Capabilities

Sixteen capabilities across governance, operations, optimisation, and managed delivery.

Who buys it: Technology companies, financial services firms, healthcare organisations, legal practices, and any company deploying AI at scale that needs governance without friction.

Bundle	Capability	What It Delivers
Comply	AI Governance Engine	Enforces policy boundaries on all AI actions. Prevents violations, does not just report them.
Comply	Compliance Framework Manager	7 frameworks: SOC 2, HIPAA, GDPR, EU AI Act, ISO 27001, CCPA, Financial. Automated gap analysis.
Comply	Evidence & Audit	Every action - human or AI - produces a SHA-256 hash-chained, auditable evidence artefact.
Comply	Vendor Risk Management (TPRM)	AI-powered vendor risk scoring, assessment automation, supply chain risk mapping, continuous monitoring.
Operate	Workforce & Workflows	Agent orchestration, task queues, approval workflows, Ara intelligent agent with human-in-the-loop.
Operate	Integrations	360+ connectors, OAuth management, webhook delivery, knowledge management.
Operate	Knowledge & Docs	Document management, API reference, knowledge base, document intelligence.
Operate	Visual Workflow Builder	Drag-and-drop workflow canvas with governance gates. Node types: trigger, approval, action, condition.
Optimise	AI Cost Intelligence	Track, allocate, and optimise AI spend across providers and departments.
Optimise	Friction Analytics	Proprietary Friction Score quantifying operational friction across five dimensions with deep-dive analysis.
Optimise	Data & Reporting	Usage, cost, performance, compliance, and operational metrics in real time.
Optimise	Trust Center	Public compliance portal. Share compliance posture, framework badges, and evidence with prospects and customers.
Managed	DevOps	CI/CD automation, infrastructure management, deployment, cloud cost optimisation.
Managed	Security Operations	Security posture dashboard, vulnerability management, incident response, threat detection.
Managed	Customer Experience	Support operations, onboarding, retention, satisfaction measurement.
Managed	Security Center	Centralised security operations centre with posture monitoring, vulnerability timeline, and response queue.

Platform Pricing

One price per tier. Everything at that level included.

No module fees. No per-seat inflation. One price, everything at that level included.
Overage rates: Core \$0.05/action | Pro \$0.03/action | Business \$0.01/action. No hard limits -- warned at 80%, billed for overage.
Annual discount: 20% off all tiers with annual commitment.

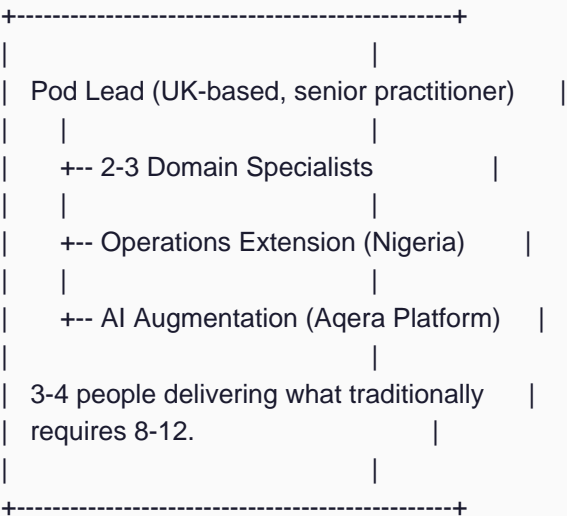
Core	Pro	Business	Enterprise
Price	\$199/mo	\$599/mo	\$1,499/mo
Users	Up to 10	Up to 30	Up to 100
Agent Actions/mo	2,500	25,000	250,000
Integrations	5	All	All + custom
Compliance Frameworks	1	3	All
Evidence Retention	30 days	1 year	3 years
Ara	Basic	Full	Full + memory
Custom Agents	--	3	20
SSO/SCIM	--	--	Included
Support	Community	Email (24h)	Priority (4h)

Managed Services - Pods

Small teams. Large outcomes. Powered by the platform.

Aqera deploys pods of 3--4 people, augmented by AI, to deliver operational outcomes. Every pod runs on the Aqera Platform -- the same governed workflows, evidence trails, and intelligent routing that self-serve customers use.

The Pod Model:



Why this works:

- Pod Lead: Senior practitioner who owns the client relationship and outcome quality. Not a project manager -- a technical leader.
- Specialists: Deep domain expertise. Each specialist operates at 3--4x output through AI augmentation.
- Operations Extension: Managed operations team in Nigeria handles execution, monitoring, and routine tasks under governed workflows.
- AI Augmentation: Aqera Platform provides governance, evidence, routing, and Ara for routine operations.

The economics: 70% lower cost than Big 4. Fixed monthly pricing. No hourly billing.

Service Lines

Nine domains. One governed delivery model.

Every engagement runs on the Aqera Platform. Same evidence chain, same quality framework, same dashboards.

Service Line	What It Covers
DevOps Optimisation	CI/CD pipeline design, infrastructure management, monitoring, alerting, incident response, cloud cost optimisation
CX Optimisation	Support operations, customer onboarding, retention workflows, satisfaction measurement, AI-powered ticket triage
Financial Services Optimisation	Billing governance, spend tracking, portfolio analytics, LP reporting, regulatory compliance
Security Optimisation	Security posture assessment, continuous monitoring, identity management, incident response
Compliance Optimisation	SOC 2, HIPAA, GDPR, EU AI Act readiness, automated gap analysis, continuous evidence collection, audit preparation
AI Digitisation	AI readiness assessment, use case identification, model selection, governance framework implementation
Data & Analytics	Data platform design, usage analytics, cost intelligence, performance benchmarking, custom reporting
Managed Operations	Ongoing operational responsibility across any of the above, delivered as a continuous managed service
Third-Party Risk Management	Vendor risk scoring, assessment automation, supply chain risk mapping, continuous monitoring, compliance evidence

Markets We Serve

Eight sectors. One operating model.

Market Segment	Key Pain Points	Aqera's Role
Private Equity & Investment Firms	Manual portfolio operations, fragmented data, LP reporting burden	Data platform, portfolio analytics, regulatory compliance
Financial Services	Compliance overhead, manual risk processes, regulatory change velocity	Compliance automation, risk monitoring, operational efficiency
Legal & Professional Services	AI governance for legal tech, contract analysis risk, client data sensitivity	AI governance framework, evidence-backed compliance
Technology Companies	AI governance gaps, DevOps bottlenecks, security posture	Full-stack governance, DevOps optimisation, AI routing
Healthcare & Life Sciences	HIPAA compliance burden, clinical AI oversight	HIPAA evidence automation, data governance
Insurance	Claims processing friction, regulatory compliance, manual underwriting	Claims automation, regulatory monitoring, evidence chain
Utilities & Energy	Regulatory monitoring overhead, legacy system friction	Regulatory compliance automation, AI digitisation
Mid-Market Enterprise	Any company with 50--500 employees deploying AI that needs governance	Platform self-serve or managed pods from day one

Engagement Models

Assess. Embed. Operate.

ASSESS (1-4 weeks)	EMBED (3-6 months)	OPERATE (Ongoing)
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Advisory & Assessment	--> Pod Engagement	--> Managed Service
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Assess - Advisory / Assessment

- Scoped diagnostic of a specific operational domain
- Deliverables: gap analysis, recommendations, evidence-backed findings
- Duration: 1--4 weeks

Embed - Pod Engagement

- Dedicated Aqera pod embedded in a single service line
- Deliverables: operational outcomes, governed workflows, evidence trails, analytics
- Duration: 3--6 month minimum

Operate - Managed Service

- Ongoing operational responsibility across one or more service lines
- Deliverables: continuous operations, compliance maintenance, performance improvement
- Duration: 12-month minimum

Every managed services engagement includes full access to the Aqera Platform -- creating a natural path to self-serve adoption.

The Friction Score

Aqera's signature metric. Friction is measurable. So is its removal.

Five Components:

Baseline score established at the beginning of every engagement. Tracked continuously with evidence-backed attribution for every reduction.

Component	What It Measures
Process Friction	Manual steps, approval bottlenecks, handoff delays, rework rates
Data Friction	Silos, duplication, inconsistency, access barriers
Compliance Friction	Audit preparation burden, evidence gaps, framework coverage
Communication Friction	Information asymmetry, escalation delays, context loss
Technology Friction	Tool sprawl, integration failures, automation gaps

"Friction is measurable. So is its removal."

Security - The Immune System

Not walls. Adaptive, learning defence.

Traditional security builds walls and hopes nothing gets through. Aqera operates a five-layer immune system:
Every action is governed. Every outcome is evidenced. Every anomaly triggers adaptive response. The system learns continuously.

Layer	Name	What It Does
1	Skin	Input validation, rate limiting, request filtering
2	Innate Immunity	Authentication, identity verification, access control
3	Adaptive Immunity	AI-powered intent classification, anomaly detection
4	Governance	Policy enforcement - the absolute barrier
5	Memory	Trust scoring - successful paths reinforced, failed paths decay

Why Aqera - Five Differentiators

Five reasons companies choose Aqera.

1. Self-consuming.

We run on our own platform. Every feature exists because we needed it first. We are our own most demanding customer.

2. 70% lower cost than Big 4.

Our pod model and AI augmentation deliver the same outcomes at a fundamentally different price point. Fixed monthly pricing, not hourly billing.

3. 3--4x faster delivery.

AI augmentation means each specialist produces 3--4x the output. A 12-week Big 4 engagement becomes a 3--4 week Aqera engagement.

4. Evidence-backed outcomes.

Every action produces an auditable evidence artefact. Clients see the trail -- every decision, every change, every outcome traced to its origin.

5. Two ways to buy, one system.

Self-serve the platform, or hire a pod for hands-on delivery. Either way, the same governance, the same evidence, the same quality.

Competitive Position

Aqera sits in a category of one.

Competitor Type	Their Weakness	Aqera's Advantage
Big 4 Consulting (Deloitte, PwC, EY, KPMG)	Expensive, slow, juniors do the work	70% lower cost, 3--4x faster, senior-led pods, evidence trail
SaaS Compliance (Vanta, Drata, OneTrust)	Compliance-only - no AI governance, no routing, no delivery	We govern ALL AI operations. And we provide people too.
Offshore Outsourcing (Wipro, Infosys, TCS)	Quality variance, timezone friction, high turnover	UK leadership, AI-augmented quality, governed workflows
Internal Hiring	Slow (3--6 months), expensive, difficult to scale	Deploy in days, variable cost, built-in governance

Case Patterns

Real engagement patterns. Anonymised.

Pattern A: Private Equity Firm
Pattern B: AI Legal Technology Company

Element	Detail
Service Lines	Financial Services Optimisation + Data & Analytics
Pod	1 Lead + 2 Specialists + Ops Extension + AI
Engagement	Assess (6 weeks) then Operate (ongoing)
Scope	Data platform, portfolio analytics, LP reporting automation

Element	Detail
Service Lines	Compliance Optimisation + AI Digitisation
Pod	1 Lead + 2 Specialists + AI
Engagement	Embed (6 months)
Scope	AI governance framework, compliance integration, evidence chain for regulated clients

The Team

AI-native from the start.

Ayo Ashiru - Founder & CEO, The Friction Fixer

- Built Aqera from the ground up, proving the model by running the company on it
- Mapped 40--60 person needs, had budget for 8, built differently - methodology became the product

The AI-Native Team Model:

- 4--5 humans + AI augmentation delivers what traditionally requires 40--60
- All employees use company-provided Claude Business account across all mediums
- Every employee uses the Aqera Platform for their own operations (dogfooding)
- Pod leads are UK-based senior practitioners
- Nigeria operations extension handles execution under governed workflows
- Ara handles routine operations with human-in-the-loop for consequential actions

Scaling model: Each pod engagement adds 3--4 people, not a department. Linear scaling, not exponential headcount.

Contact / Next Steps

Start a conversation.

Email: hello@arqera.io

Web: arqera.io

Location: United Kingdom

For the Platform:

1. Free trial - Sign up at arqera.io. 14 days, no credit card.
2. Product walkthrough - 30-minute guided session tailored to the prospect's context.

For Managed Services:

1. 30-minute discovery call - We listen, you talk.
2. Scoping document - Within 48 hours: scope, pricing, timeline, expected outcomes.
3. Pod kickoff - Delivery begins within 1--2 weeks.

"We begin every engagement with a conversation, not a contract."