

Aqera - Investor Deck

The Operating System for AI-Native Companies

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The Problem

Companies deploying AI have no operating system.

- 130+ SaaS subscriptions per enterprise, none governing AI actions
- Compliance is a quarterly fire drill, not a continuous process
- No evidence trail when regulators, auditors, or boards ask "what did the AI do?"
- Consultancies charge six figures per month and leave no capability behind
- Software vendors sell tools but no operators; consultancies sell people but no platform

The gap: There is no single system that governs AI, proves compliance, routes intelligently, and delivers outcomes -- with or without hands-on teams.

The Opportunity

AI governance is mandatory. The market is forming now.

- Every company deploying AI at scale will need governance, compliance evidence, and intelligent routing
- EU AI Act enforcement creates regulatory urgency across Europe
- SOC 2, HIPAA, GDPR, and ISO 27001 requirements are expanding to cover AI systems
- No dominant platform exists yet -- the category is open

TAM: Every organisation using AI in regulated or enterprise contexts. Financial services, healthcare, legal, technology, insurance, utilities, mid-market enterprise. The TPRM market alone is projected to reach \$8.7B by 2028 as supply chain compliance becomes mandatory. Combined with AI governance (\$4.6B) and GRC (\$15B+), Aqera addresses a multi-billion dollar opportunity across compliance, governance, and operational intelligence.

Our Answer -- Aqera OS

One platform. Sixteen capabilities. Four bundles.

- Comply: Governance engine, compliance frameworks, evidence chain, audit preparation
- Operate: Intelligent AI routing, Ara agent, analytics, Friction Score measurement
- Optimise: Cost intelligence, performance benchmarking, workflow automation, trust scoring
- Managed: Aqera deploys pods of 3-4 people who deliver outcomes using the same platform

Self-consuming model: Aqera runs on Aqera. The platform is not theoretical -- it governs our own AI operations, compliance, and evidence chain daily.

Product

What the platform does.

Vendor Risk Management (TPRM)

Third-party risk is a board-level concern. Aqera's TPRM uses AI-scored questionnaires to assess vendor risk continuously -- not once a year. Every vendor assessment produces cryptographic evidence.

Trust Center

Prospects and partners want proof of compliance before signing contracts. The Trust Center is a public-facing portal backed by the same evidence chain that powers internal compliance. Real-time, verifiable, always current.

Visual Workflow Builder

Operational workflows should be visible, governed, and auditable. The Visual Workflow Builder lets teams design workflows with drag-and-drop simplicity while governance gates enforce policy at every step.

Security Operations Center

Security posture monitoring with vulnerability tracking, threat detection, and incident response coordination. AI-augmented triage reduces noise and surfaces what matters.

Why now: These capabilities respond to regulatory demand (TPRM for EU DORA, NIS2), buyer expectations (Trust Centers as sales enablers), and operational maturity (workflow automation with governance).

Capability	What It Delivers
AI Governance Engine	Policy enforcement on all AI actions - prevents violations, does not just report them
Compliance Manager	7 frameworks: SOC 2, HIPAA, GDPR, EU AI Act, ISO 27001, CCPA, Financial
Evidence Chain	Every action SHA-256 hash-chained and auditable - human or AI
Ara (Agent)	Handles routine operations; human-in-the-loop for irreversible actions
Intelligent Routing	Routes AI tasks by complexity and cost across providers automatically
Friction Score	Proprietary metric quantifying operational friction across five dimensions
Vendor Risk Management (TPRM)	AI-scored vendor questionnaires, continuous third-party risk monitoring, supply chain compliance
Trust Center	Public compliance portal backed by cryptographic evidence -- share audit posture with customers and partners
Visual Workflow Builder	Drag-and-drop workflow designer with governance gates built into every step
Security Operations Center	Security posture monitoring, vulnerability tracking, and incident response coordination

Business Model

Triple revenue. Compounding flywheel.

Revenue Stream 1: SaaS Platform (subscription + consumption overage)

Revenue Stream 2: Managed Services (pods of 3-4 delivering outcomes)

Revenue Stream 3: Capability Licensing (embed Aqera governance in partner platforms)

- Platform subscribers who need help convert to managed services
- Managed services clients who build internal capacity convert to platform subscriptions
- Every engagement generates evidence that strengthens the platform for all users
- Capability licensing extends reach without extending headcount

Pricing

Consumption-based. Four tiers.

Managed Services: Assess (one-off), Embed (monthly), Operate (ongoing)

Core	Pro	Business	Enterprise
Price	\$199/mo	\$599/mo	\$1,499/mo
Users	10	30	100
Actions/mo	2,500	25,000	250,000
Frameworks	1	3	All

Traction

Built, deployed, validated.

- Staging environment live at staging.arqera.io
- 413+ tests passing across backend and frontend
- 0 TypeScript compilation errors
- Full CI/CD pipeline on GitHub Actions with automated quality gates
- 7 compliance frameworks mapped and operational
- Self-consuming: Aqera's own operations governed by the platform
- Two prospects in pipeline (PE firm, legal AI company)

Team

Capital-efficient by design.

- Ayo Ashiru -- Founder and CEO, "The Friction Fixer." Built the entire platform with AI-augmented development.
- Team of 4-5 humans + AI augmentation delivers what traditionally requires 40-60
- Pod model scales linearly: each new engagement adds a pod, not a department
- Nigeria operations extension provides execution capacity at competitive cost
- Ara (intelligent agent) handles routine operations with human approval for consequential actions

Competitive Positioning

Aqera vs. Vanta vs. Manus -- Three different approaches.

Aqera's advantage: We govern AI operations, prove compliance, and deliver outcomes -- in one platform. Vanta does compliance. Manus does AI tasks. Aqera does both, with governance and evidence built in.

Capability	Aqera	Vanta (\$7.5K-80K+/yr)	Manus AI (\$0-200/mo)
AI Governance Engine	Included at all tiers	Not offered	Not offered
Compliance Frameworks	7 frameworks, continuous evidence	Compliance-focused, checkbox model	Not offered
Cryptographic Evidence Chain	SHA-256 hash-chained, auditable	Basic evidence collection	Not offered
Vendor Risk Management (TPRM)	AI-scored questionnaires, continuous	Vendor risk add-on	Not offered
Trust Center	Public portal, real-time evidence	Trust Center available	Not offered
Visual Workflow Builder	Drag-and-drop with governance gates	Not offered	Task automation only
Security Operations Center	Vulnerability tracking, posture monitoring	Limited security monitoring	Not offered
Intelligent AI Routing	Multi-provider cost optimisation	Not offered	Single-provider AI
Friction Score	Proprietary operational metric	Not offered	Not offered
Managed Services (Pods)	AI-augmented delivery teams	Not offered	Not offered
Starting Price	\$199/mo	\$7,500/yr (~\$625/mo)	Free-\$200/mo

Network Effects

Why the moat deepens over time.

- Trust gravity: Every governed action builds trust data. More data improves routing, scoring, and recommendations.
- Compliance coupling: Once an organisation maps evidence to frameworks through Aqera, switching cost is significant.
- Evidence compounding: Hash-chained evidence trails become more valuable over time -- they are the audit record.
- Platform-services flywheel: Each side feeds the other. No competitor offers both.

Financials

Unit economics designed for capital efficiency.

- SaaS gross margins target 80%+ (infrastructure on GKE, AI routing optimises cost)
- Managed services margins significantly higher than traditional consultancy (AI augmentation)
- Pod model: 3-4 people deliver what 8-12 traditionally require
- No office overhead. UK-based leadership, distributed delivery.
- Managed services pricing: variable based on scope and duration

The Ask

What we are raising and why.

- First hires: 2-3 senior practitioners to lead initial pods and close pipeline
- Product: Complete remaining platform capabilities and launch self-serve onboarding
- Go-to-market: Close pipeline prospects, build case studies, begin outbound
- Timeline: Revenue-generating within first quarter post-funding

Why now: EU AI Act enforcement is creating urgency. The governance category is forming. First-mover with a working platform and self-consuming model has a structural advantage.
