★ Startup Grind Member

COGNIVEX

AI Infrastructure That Ships Before It Sells.

We make finance approve AI before engineering ships it.

AI pilots burn cash, not time. We fix that.
Production-grade. Finance-approved. Ships in weeks, not months.

Path to $1B

Pre-Seed • AI Infrastructure • Enterprise-Ready

Mission: Deliver customizable AI infrastructure that integrates with enterprise systems — accelerating innovation, reducing costs.

Live Demo: drive.google.com/file/d/1SRh0NUpDyqZ0flPqYPM6DfK5xRliiwBr

RAISING $300K TOTAL | Check Sizes: $25K • $50K • $100K

Post-Money Valuation: $5M (Negotiable) The Cognivex (Pty) Ltd (SA) • Delaware C-Corp Flip In Progress

RAISING $300K TOTAL | Check Sizes: $15K · $25K · $50K · $100K

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Raise Snapshot

Fundraise at a Glance

Post-Money

$5M (Negotiable)

$100K

Market TAM

$90bn

Target Market

Unicorn & growth-stage companies with $1M+ AI budgets — finance & ops workflow owners, not CIOs. Fast buying cycles. Clear ROI mandate.

Roadmap to Series A

30 days	Close first paid pilot
90 days	Deliver measurable savings
Month 8	Series A at $30M valuation — $1M ARR

Total Raise

$300K

Full Round

Downside Protection:
If $5M revenue target is missed, 2% additional equity returns to the Seed pool.

85% of enterprise AI pilots never reach production

Gartner, 2024 — $2.5 trillion in enterprise AI spend projected by 2027

Unicorns Are Stuck

- $2M+ average cost to integrate one AI workflow
- Months of integration work to connect model to ERP/CRM
- Zero ROI tracking — finance sees AI as a cost center

> ***"Early testing suggests potential to save 60-80 hours/month and significantly reduce planning waste — consistent with public pain points from companies like Ramp."***
>
> — Cognivex Early Testing Notes

The Cost of Inaction

- Every month without ROI tracking, AI spend is labelled "experimental"
- Engineering teams rebuild integrations from scratch for every new workflow
- Finance leadership blocks further AI investment — not from lack of vision, but lack of proof

We Optimize for Cost, Speed & Integration Simplicity

Accounting Roots
Finance background means every tech dollar must justify itself

Not Model Perf.
Most AI infra optimizes for model accuracy. We optimize for ROI

The Result
A platform finance approves and engineering adopts. Fast. Lean. Proven.

Why This Matters

- I come from accounting — where every tech dollar must justify itself.
- Most AI infrastructure is built by engineers optimizing for model performance.
- We optimize for cost, speed, and integration simplicity.

The Cognivex Difference

We are the only AI infrastructure platform built by a finance operator — not a model engineer. That means deployment decisions are made in the language of CFOs, not data scientists.

3. The Solution

3 Built MVPs. One Platform.

The Pain:

Enterprise AI fails at integration — not intelligence. $2M+ and months of work wasted before a single workflow goes live.

Infra-AI Platform — Production Grade

Cuts deployment time dramatically by standardizing ingestion, real-time processing, model orchestration, and live API integrations.

MVP 1	MVP 2	MVP 3
Infra-AI Core Platform	**Integration Module**	**Analytics Layer**
$90K value	Built & Ready	Built & Ready

Combined MVP Revenue Equivalent: $4.5 Million

"Forecast-to-execution lag costs us 11 days/month" — Ramp Engineering Blog

1 MVP Live & API-Based — View Demo:

Currently 1 MVP where funding odds are doubled; more will be pursued way later.

https://drive.google.com/file/d/1O7TwqOpdsxfHHqzhKHX_NsbRX18GZRK7/view?usp=drivesdk

We're not building the platform. We're proving it.

All in Python, production-grade, and enterprise-ready. Infrastructure that ships before it sells.

4. Go-to-Market

Start Small. Prove Fast. Expand.

PILOT
$25K

PILOT Phase

90 days of one module. Low friction entry.

EXPAND
Add Modules

EXPAND Phase

As value is proven, expand across the stack.

SCALE
$1M+ Clients

SCALE Phase

Target unicorn ops/finance teams with AI budgets.

We sell to workflow owners, not CIOs

Fast cycles. Clear ROI. Based on documented pain points from Ramp and Notion.

"This is not speculation -- based on documented pain points from Ramp and Notion, combined with proven decision triggers in enterprise software buyin

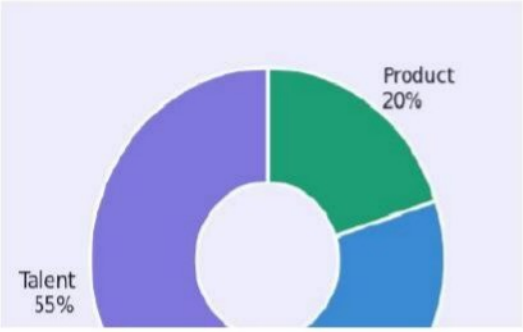
Why Workflow Owners, Not CIOs?

Workflow owners have the pain, the budget authority for pilots, and the fastest buying cycles.
CIO deals average 9-18 months. Ops/finance pilots close in 30-90 days.

5. Funding

Lean, Focused, Capital-Efficient

Total Raise	Pre-Money	Post-Money	[redacted]
$300K	$4.7M	$5.0M (Neg.)	[redacted]



Check Size

Use of Funds ($300K):

Talent Acquisition (55%)	$165,000
SF Relocation & Ops (25%)	$75,000
Product Hardening (20%)	$60,000

Downside Protection:

If $5M revenue target is missed, 2% additional equity returns to the Seed pool.

Post-2024 Shift: CFOs Now Co-Own AI Budgets

Market Timing

Unicorns demand AI that cuts costs, not just "innovates"

CFO Language

They care about integration cost, not F1 scores

Our Advantage

Cognivex speaks their language: hours saved, dollars recovered

Moat

Infrastructure + Credits/Equity. NVIDIA/AWS startup credits first

The Window

The infrastructure layer for enterprise AI is being defined right now. First movers who speak finance's language will own this category. Cognivex is positioned to be that standard.

7. Founder & Traction

Operator First. Proof Second.

TM

Tokelo Mahlong

Founder & CEO — Cognivex

Bachelor of Accounting

Background: Finance operations & enterprise workflow systems

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Why This Founder?

Accounting background means every tech decision is measured in dollars recovered, not model accuracy. Built Cognivex to fix the workflow gap — not chase model hype. Operator first, builder second.

Early Traction & Proof Points

3 MVPs Built

Live, API-based, and demoed — not just described. Production-grade Python.

t.mahlong2@my.milpark.ac.za

audit-ready-agents.lovable.app

cognivex-conduit.lovable.app — functional and accessible to investors now.

Pain Validated

Ramp: 11-day forecast lag. Early tests: 60-80 hrs/month savings potential.

Pilot Ready

First paid pilot structure designed and ready to close in 30 days.

★ **Startup Grind Member** Active member — vetted investor introductions in progress

Tax Advantage: 15% stake qualifies for 0% Federal Capital Gains Tax on first $10M or 10x of investment.

8. Financial Projections

Path to $1B — 50% CAGR Revenue Growth

50% CAGR Compound Annual Growth Rate — $5M ARR Year 1 to $40.5M ARR Year 5

Year	Revenue	Valuation (30x)	Founder Equity	Net Worth
Yr 1	$5.0M	$150M	70.2%	$105.3M
Yr 2	$12.0M	$360M	70.2%	$252.7M
Yr 3	$18.0M	$540M	63.1%	$379.0M
Yr 4	$27.0M	$810M	63.1%	$511.1M
Yr 5	$40.5M	$1,215M	56.0%	$680.4M

Revenue CAGR: ~50% year-on-year. Employee pool reduces 10% to 8% by Year 5. Valuation: 30x revenue multiple. Debt: 35% of raise at Series B/C.

Series A Trigger: Month 8 — $1M ARR at $30M Valuation

Venture debt raised post Series A close. Series B at $540M. Series C at $1.2B (Year 5).

Note: Year 1 assumes 3 enterprise pilots at $100K+ ARR closed by Month 3. Assumptions available on request.

This Isn't a Moonshot. It's Infrastructure.

30 Days	90 Days	Month 8	Year 5
Close first paid pilot	Deliver measurable savings to pilot client	Series A — $30M val., $1M ARR	$1.2B valuation, $40.5M revenue

Raise: $15K – $100K | Post-Money: $5M (Negotiable) | Path to $1B

3 MVPs built & API-based. Finance approves. Engineering ships.

With your backing, we close our first paid pilot in 30 days.

★ Startup Grind Member — Vetted Investor Introductions In Progress ★

Raise: $15K–$100K | Post-Money: $5M (Negotiable) | Path to $1B

Raise: $300K | Post-Money: $5M (Negotiable) | Path to $1B

ENTERPRISE-GRADE AI INFERENCE

The Cognivex Inference API

A secure, multi-tenant AI inference platform built for enterprise workloads. Run large language models at scale with full tenant isolation, audit logging, and predictable pricing.

Get API Access →

Read the Docs

Live Platform: https://agent-69bbf8680938042774da63--lucky-puppy-56ff76.netlify.app/#overview

Enterprise-Grade AI Inference — Secure, Multi-Tenant, Production-Ready

Full tenant isolation, audit logging, and predictable pricing. Run large language models at scale.

Visual — Hardened Infrastructure

Scoped Consent & Governance Layer

Cognivex sits between your AI agents and your enterprise data — with guardrails finance trusts.

Visual — Valuation Pathway & Inference Economics

Funding Roadmap & Revenue Curve

Valuation Pathway **Inference Economics**

Month 8: Series A at $30M valuation | $1M ARR | Venture debt raised post Series A close

Visual — Unicorn Returns

Exponential Growth Trajectory

Cognivex — Pre-Seed to Unicorn Trajectory

Pre-Seed $5M → Series A $30M → Series B $540M → Unicorn $1.2B

Visual — Market Size

Infrastructure AI TAM / SAM / SOM

Infrastructure AI Market — 2026/2027 Projections

TAM 2026	SAM 2027	SOM
$90bn	**$80bn**	**$4bn**