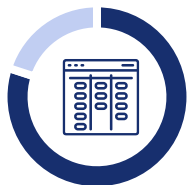




The Self-Management  
Platform

**36%** of jobs across all industries **will require complex problem solving abilities** by 2020.



**80%**

saw workload increase



**50%**

more people involved  
in decision making



**55%**

say they have less  
time to complete work



**60%**

have more than  
10 people involved  
in day to day

# There is a growing chasm between Employee Productivity and Job Complexity.



Increasing  
Employee Churn



Slower Growth



Slower  
On-Boarding



Lower Profits



Unnecessary Hires





## The Solution

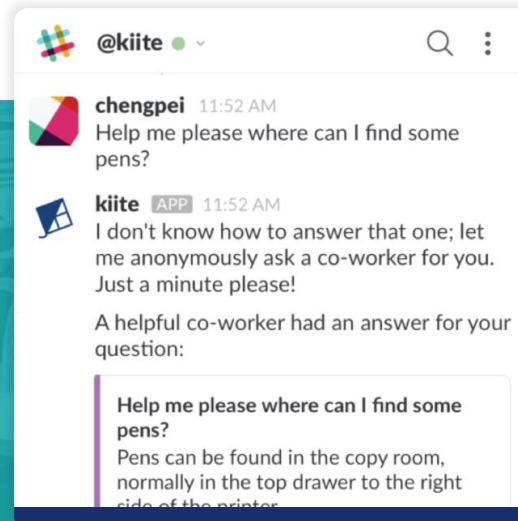
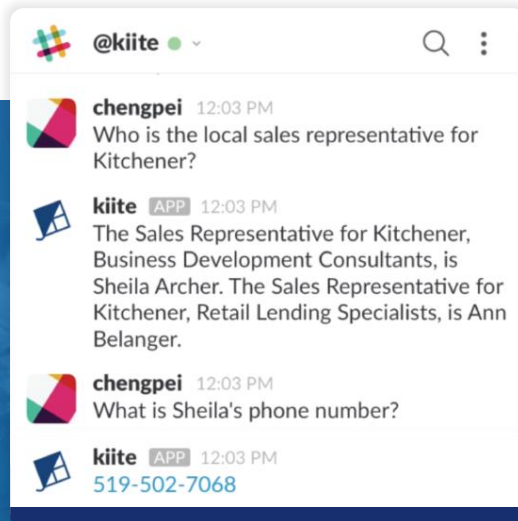
# 24/7 Connection

to a **resourceful manager** who can guide them through questions and critical thinking situations

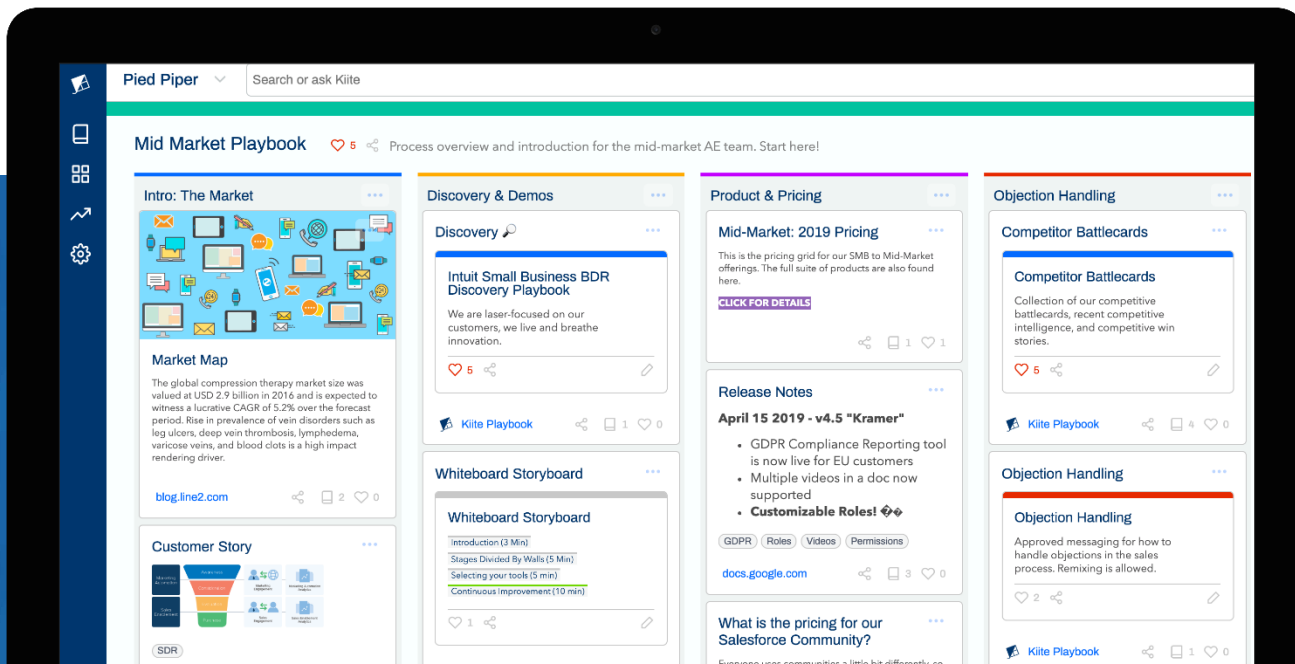


## How We Help

Kiite makes busy professionals  
**highly productive** and **self-sufficient**.



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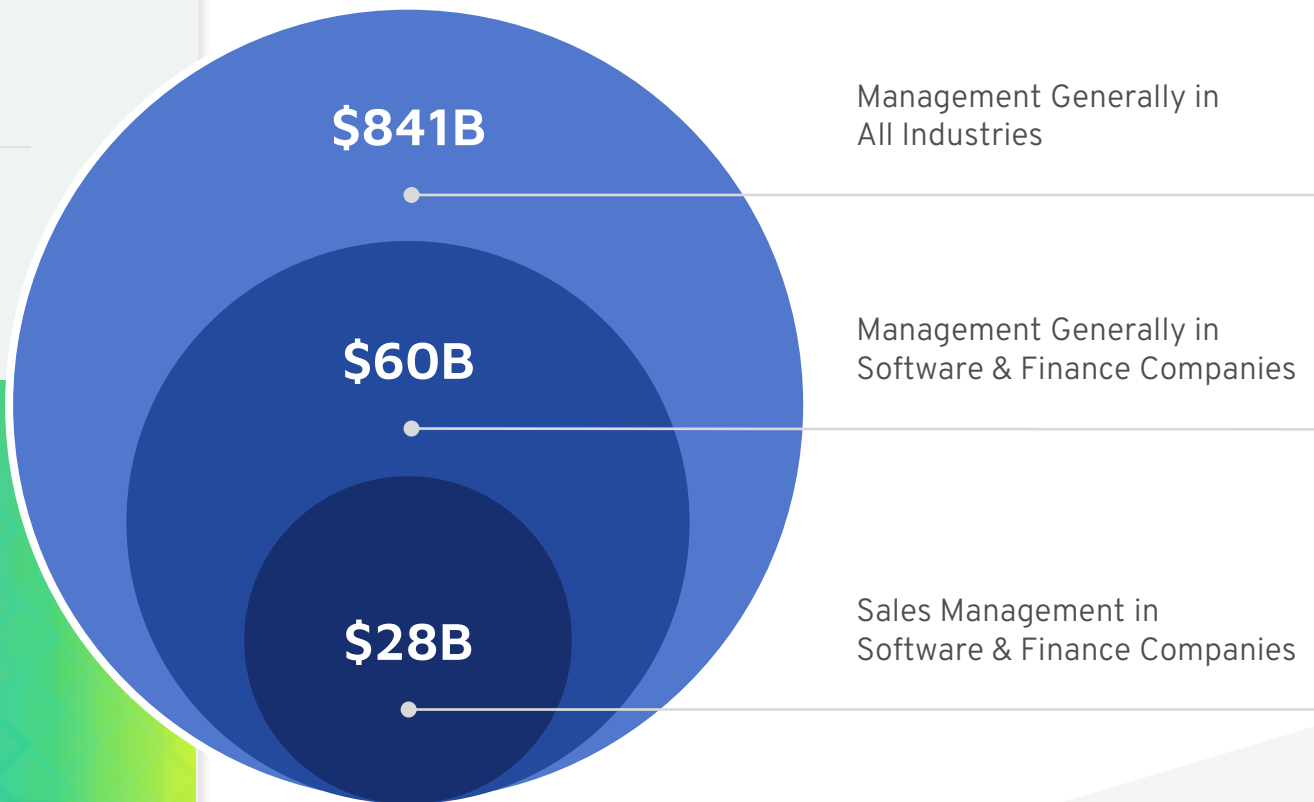
# Massive Market Opportunity

❗ "Modern Management" is already **obsolete**

❗ Today's "best practices" leave 31% of employee questions **unanswered**



**Kiite targets both**  
a specific customer  
pain point and an  
enormous market size.





## 3 Opportunities To Sell



**COO**

Support Enablement



**CRO**

Sales Enablement



**Paid Pilot**



**CHRO**

On-boarding





# Kiite By The Numbers

of the companies we demo for, 100% sign up for a pilot



**8** Customers  
in Pilot



**8** Employees



**3** PhD, in  
ML & AI



**3** Patents



**2** Research  
Partners

 smile.io

 vidyard®

 Manulife

 CANADIAN TIRE

 **TD Bank**

 THALMIC LABS

**textnow**

 **shopify**

**salesforce** **\$150**  
/month per user

**HubSpot** **\$50**  
/month per user

Sales Automation increases sales rep productivity,  
Marketing Automation increases marketer productivity,

**Management Automation**  
increases everyone's productivity.



### Department

Sales Dept,  
\$10/EE/Mon



### Workforce

500 Employees,  
\$10/EE/Mon



### Additional Knowledge

500 Employees,  
\$300/EE/Mon

# Competitive Landscape

Workflow-focused,  
LMS origins



Pro-active

Human-like coaching platforms



Transactional



DigitalGenius



Conversational

Spoke

Transaction systems &  
authoring platforms

Reactive

Free text entry  
to support system

A winning strategy requires both **deep technology strength** and **enterprise software acumen**.



### Hire more people

❗ Expensive

❗ Not scalable

vs.



### Chat-based FAQ

❗ Basic

❗ Content limited

vs.



### Kiite

✓ Management automation

✓ Self-learning

Montreal, Toronto, and Waterloo are becoming  
**the world's leading AI research hub.**



Significant AI research expertise from leading academic institutions and research centers



Significant Enterprise software expertise

Dayforce

Axonify™

D2L

opentext™

ORACLE NETSUITE

salesforce

Development & IP



**\$3M  
USD**



Sales & Marketing



Customer Success