

WHO WE ARE

[Quarrio](#) is the Cognitive Conversational Engine™ for the Enterprise – think “Conversational BI” or “Operational NLP”. The product is fully developed and deployed to paying customers.

Imagine your team having a conversation with your device and getting insights from multiple data sources – without writing reports or getting data scientists involved. **#TheFutureIsHere!**

- Quarrio is Data Structure, Domain, Industry, and Language agnostic
- NLP to SQL/NoSQL “On the fly” – converts NLP to data queries “on the fly”
- Rapid deployment – Quarrio is deployed in just minutes
- Self-learning – engine continues to improve over time
- Salesforce App-Exchange ready and in process of listing



Use of funds: Accelerate customer acquisition and onboarding. Pipeline created within Enterprise & SMB.

The Data Problem

Data is everywhere but getting value from it is increasingly hard and expensive. Waiting for information costs money. 62% of executives still rely on “gut” decisions instead of data. Accessing insights from data to make decisions is harder than ever.

**** The Quarrio conversational platform converts Natural Language into SQL/NoSQL on the fly.**

Conversational Access to Data

We do in minutes what typically takes days, weeks, months

QUARRIO COGNITIVE CONVERSATIONAL PLATFORM			
CONVERSATIONAL ANALYTICS™	LIVE DASHBOARDS™	COLLABORATIVE DISCOVERY™	COGNITIVE AUTOMATION™
Analyze through English conversations.	Dashboards that build themselves.	Collaboration that makes sense.	Automate based on learned behaviors.
<ul style="list-style-type: none"> • Quarrio converts questions to SQL/NOSQL on the fly • Ask follow-up questions to dig deeper • Charts, tables, answers, automatically • System-suggested questions based on learned patterns • Deploys in minutes 	<ul style="list-style-type: none"> • Pin answers to a dashboard • Discover questions others have asked through topics & news • An intuitive, stunningly beautiful interface that fits mobile & desktop • Rich data visualizations, automatically 	<ul style="list-style-type: none"> • Share “analytical conversations” with others • Pick up a shared conversation and take it in a new direction • Automated suggestions for shared conversations based on learned patterns 	<ul style="list-style-type: none"> • Discover dirty and missing data automatically • Automate repetitive data entry by observing user behavior • “Watch” analysis patterns, create and suggest new analyses through automation
NLP, Machine Learning, Analytics, Data Visualization, JIT SQL/NOSQL	Dashboarding, Visualization, Sentiment Analysis, Automation	Collaboration, Sharing, Device Independent User Experience	Machine Learning, NLP

Company Snapshot

Founded	2013
Employees	20+
Stage	Commercial Launch
Total Raised	\$3.5M
<ul style="list-style-type: none"> • Go-To-Market in Enterprise and SmartCity/IoT • Pre-selected for NEOM – largest & most high profile SmartCity/IoT project 	

- **Incubated by Salesforce** and Salesforce **AppExchange** product & listing
- **Partnership for China** market executed

Our Market & Business Model

Quarrio's technology is data and industry agnostic. It can be applied to **Enterprise** and **SmartCity/IoT** as well as consumer applications. Our Total Addressable Market includes the \$189B Enterprise market, the \$147B IoT market and the \$250B consumer market. We are entering the Enterprise market as a data access platform for Salesforce customers – a \$2B market opportunity, and expand to other departments from CRM. We are also targeting the \$56B "SmartCity/IoT" markets.

Our business model is just as innovative as our product. Quarrio uses a consumer-like self-service approach based on buyer personas that make buying Augmented Intelligence™ as intuitive as using it:

DELIVERY	FAST ROI	ROLE BASED	START WITH MANAGERS
Buy what you need	Start in minutes	Make choice simple	Start with leaders
Low friction sales starting simple & suggests add-ons	Start in minutes with automated data ingestion & normalization	Role-based starter packs catering to specific users	Focus on decision-makers with budgets and grow organically

Achievements & Plans

With US\$ 3,500,000 we created the product, built the team, and got initial customers. We seek funding to accelerate customer onboarding and feature expansion.

Accomplishments	In Development	Planned
Analyze data by asking questions in plain English (voice/text)	Auto-create & deliver dashboards based on questions and interests	Auto-discover collaborators based on shared questions and interests
Pivot and filter information through follow-up questions and interactions and get charts, tables & information	Share conversations with other users who can pick up the analysis where you left off.	Proactively suggest questions based on learned patterns of user questions
Sign up and retrieve information from Salesforce data in minutes	Dedicated mobile client for iOS and Android with rich user experience	Write to Salesforce and proactive analysis aimed at sales reps
Sales pipeline created in Enterprise	Moving to Enterprise & SmartCity/IoT	Partnerships for consumer applications

Team

Quarrio is led by industry and technology veterans with deep backgrounds in Enterprise and Natural Language technologies.

KG Charles-Harris	James E. Cates	Dr. Earl Sacerdoti	Dr. Volkmar Scharf-Katz	Walter Paliska
Founder & CEO	Chairman, Tech Vision	Chief Scientist	VP Engineering	VP of Marketing
<ul style="list-style-type: none"> • United Nations Entrepreneur of the Year, 2000 • Founded, scaled and sold several startups • Former investment banker 	<ul style="list-style-type: none"> • IBM Global Head of R&D (fmr) • Founded the tech that is Watson Group • CIO (fmr) Silicon Graphics, Altera, Synopsys, Brocade Communications 	<ul style="list-style-type: none"> • Co-founder, Symantec • Co-founder, American Association for Artificial Intelligence • Assoc. Dir. Artificial Intelligence @ SRI 	<ul style="list-style-type: none"> • Chief Data Scientist @ Nanthealth • Chief IP Networks/VOIP @ Vodafone • 2 PhDs; U of Ilmenau & Stanford University 	<ul style="list-style-type: none"> • 30 years of marketing & sales experience • 15 years of BD experience in LATAM, Asia and Europe • 6 Startups, 3 successful exits • Led award-winning product teams

Contact:

If any of this sounds interesting and you would like to learn more, contact:

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