

B2B Spatial Analytics platform that analyzes & visualizes distribution of people



New York NY

Software

LEAD INVESTOR



Gale Wilkinson

We believe the company's focus on providing actionable insights in an easy-to-use interface is a differentiated approach to solving facility safety. The education vertical is a large addressable beachhead market, and adjacent sectors provide a very large market opportunity with existing dynamics that are ripe for disruption. Lastly, use cases for the product extend beyond safety and emergency planning: once the AI is developed, the platform can be applied to entertainment, food & beverage, malls, and travel hubs for queue optimization.

Invested \$1,000 this round

Highlights

- 1 Focus on providing actionable insights in an easy-to-use interface is a differentiated approach
- 2 Education vertical is a large addressable beachhead market
- 3 Use cases extend beyond safety and emergency planning

Our Founder



Edward Nass Founder + CEO

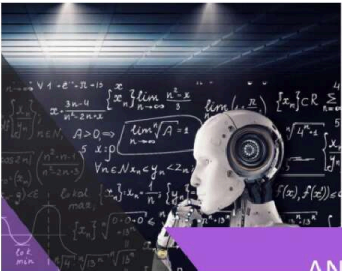
After working on the front lines of the cybersecurity industry across North America + Europe, my team and I are now building a software platform to help modernize security / facilities operations.



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Pitch



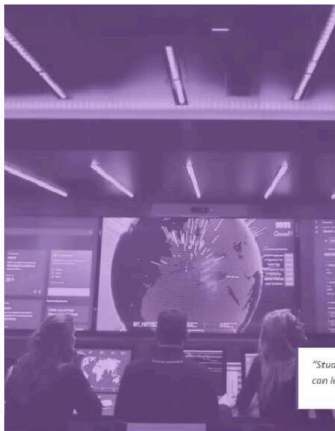
AN AI SECURITY & OPERATIONS



AIRIA'S MISSION



- Help Operations and Security teams around the world:
- Optimize resources (such as energy, utilities & staffing)
 - Maximize capabilities
 - Improve Safety – Response & Planning



PROBLEM

WHAT'S THE PROBLEM?



Many existing Operations & Security Platforms are antiquated

These legacy enterprise tech systems are often –

- Manual
- Siloed (ie CCTV)
- Expensive to maintain
- Lacking interoperability
- Designed for experts
- Problem-specific tools

These systems also typically lack:

- Intuitive User Interface / User Experience
- Modern AI-driven context

"Studies have shown that continuously monitoring a building's energy systems can lead to reductions of 25% in annual energy bills" – National Grid US

SOLUTION

Modernizing Security & Ops



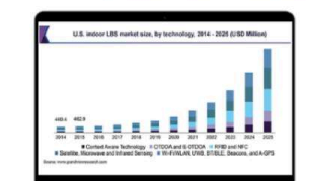
An easily deployed, operator-first software – that leverages existing data sources to provide new insights & awareness, software that is valuable, regardless of environment, sector and expertise level.

- ✓ Resource Optimization
- ✓ Physical Security & Safety
- ✓ Situational Awareness
- ✓ System Interoperability & Awareness [Roadmap]
- ✓ Carbon Footprint [Roadmap]
- ✓ Customer Experience [Roadmap]



NEW AND RAPIDLY GROWING TARGET MARKET

Global Wi-Fi Market forecasted to grow at a rate of 22.3% from USD 8.76 Billion in 2019 to USD 31.3 Billion in 2027



USA		Some of our Target Clients		Globally	
12 Smart Cities	5087 Airports	Over 150,000 global prospects, It's a numbers game and a sales intensive, land-grab		178 Smart Cities	17,578 Airports
140 Stadiums	116,000 Shopping Malls			4800 Stadiums	400+ Amusement Parks
419 National Parks	5300 Universities			4000 National Parks	40,000 Universities



Transport Hubs

5,000 US Airports; 30,000 Globally
Fluctuating lines • Movement • Maintenance
Security & Evacuation Plans



Retail

116,000 Shopping Malls

Optimize vendor locations • Expose unused space • Modify
Maintenance Schedules • Deploy at multiple locations



WHO ARE OUR CUSTOMERS?



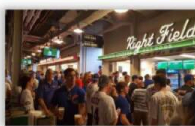
Campuses (Universities)

4,000 US; 25,000 Globally
Active & Connected Population • Progressive
Seasonal fluctuations • Cost Sensitive
Safety • COVID ERA



Smart Cities

200+ Globally
Digital Infrastructure • WiFi Distribution •
City / Municipal planning • Emergency Response



Stadiums & Arenas

140+ US; 5000 Globally

Large, digital environments
Evacuation Plans • Customer Experience
Crowd Monitoring Needs



OUR GROWING TEAM

WHO IS BUILDING IT?



EDWARD NASS, Founder / CEO
Cyber Security • IoT • InfoSec • Data Privacy
Sales & Strategic Partnerships



B2B Software Sales & Partnerships across 15 European
countries & 17 US States

C-Level participation @ Darktrace, which IPO'd for \$5B
(April '21)

Extensive global IT network - employees, customers &
advisors



STUART ANDERSON, CTO
DevOps • Software • IT (25+ Years)
Cloud and Software Technologist



Mike
Frontend
Dev • video game
experience



Sebastian
AI & Data Science
Microsoft, Harvard, former Google

Thomas
AI & Data Science
Head of Data Science @ Northwestern
University



Microsoft HQ
Seattle, WA



AIRIA

THANK YOU!



Los Angeles, CA



Chattanooga, TN



Zoom, where else!