



**How to validate your
startup idea ?**

Research vs Business



A unique AI-powered SaaS solution

- **Dedicated** to logistic flows
- Helps to **gain back control**
- In order to boost the **economic** and **environmental** performance of logistic activities

A few figures

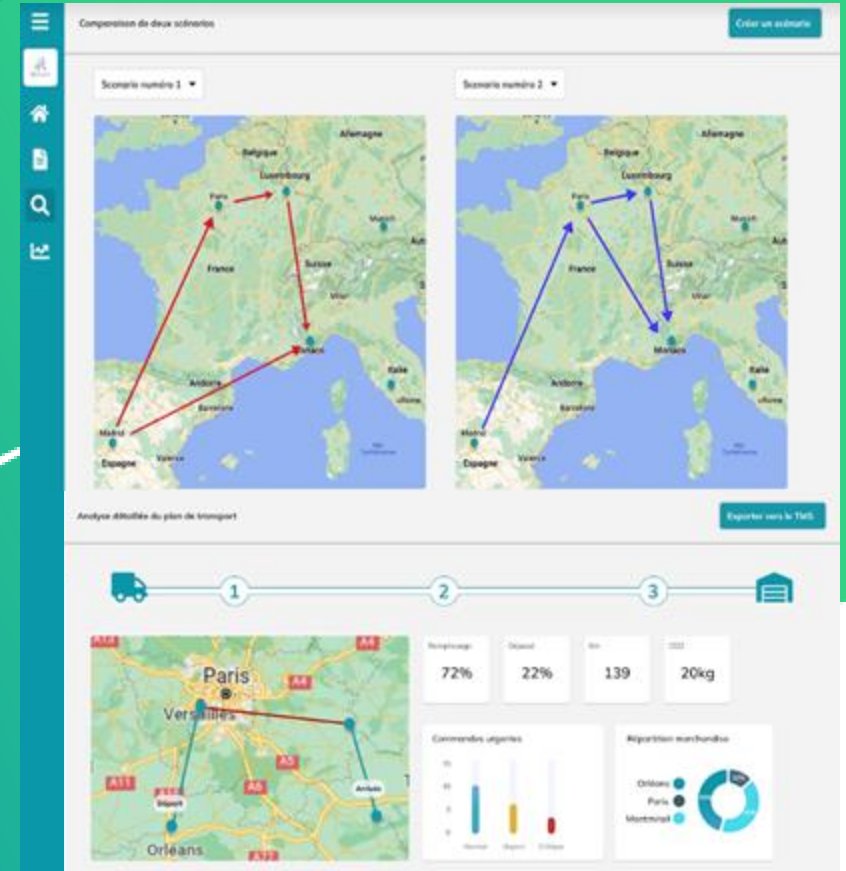
- **2020:** Tools for managing transportation networks are static & complicated. DCbrain launches its dedicated tool.
- Now deployed in **6 countries**
- **1M+** routes modelled and optimized each month
- **1/3** of tech peoples are **PhD**



DCbrain solution

Boost transport planning

Up to **15% savings** on
transport budgets
and up to **12% decreasing**
in CO2 emissions



The DCbrain solution

A Proprietary & Hybrid AI

Digital twin

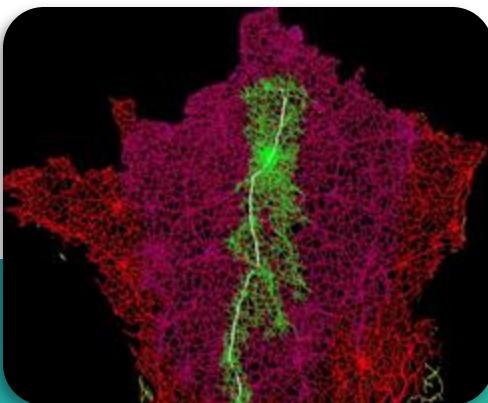
Create your digital twin using in-memory graph databases.



Drastic reduction in calculation times

Hybrid AI

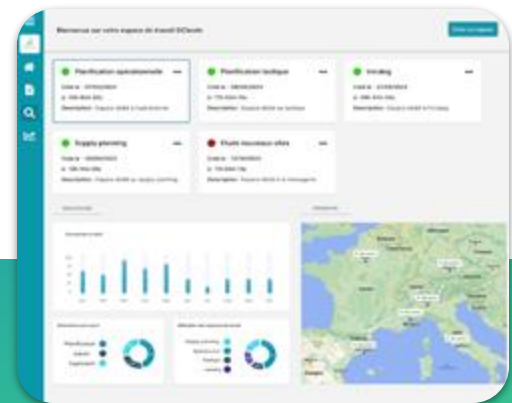
AI and operations research adapted to logistic flow optimization



A fully tailored optimization engine to address your specific challenges

UI Libraries

100% of our software has been coded by DCbrain. We have no dependency on external actors



Creation of a customized interface, tailored to the specificities of your network

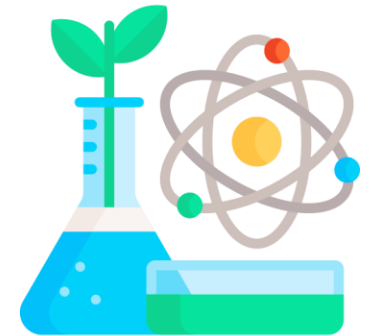
A startup ?



Money, Fame



Users

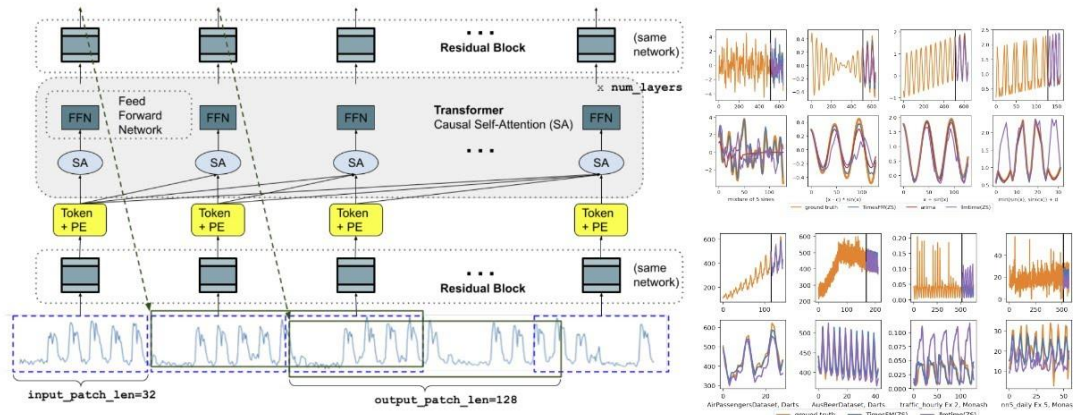


Usefull

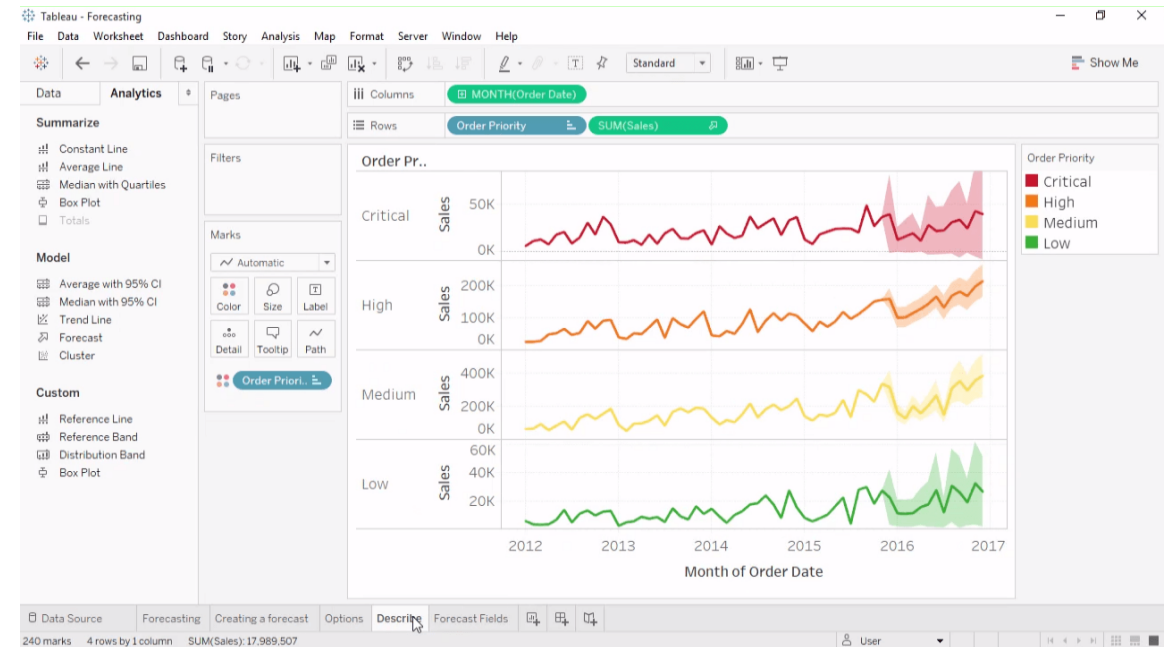
Usability and easy problem-solving are essential to do business

Research

A decoder-only foundation model for time-series forecasting



Product (ARIMA based)



Tech vs strategic marketing

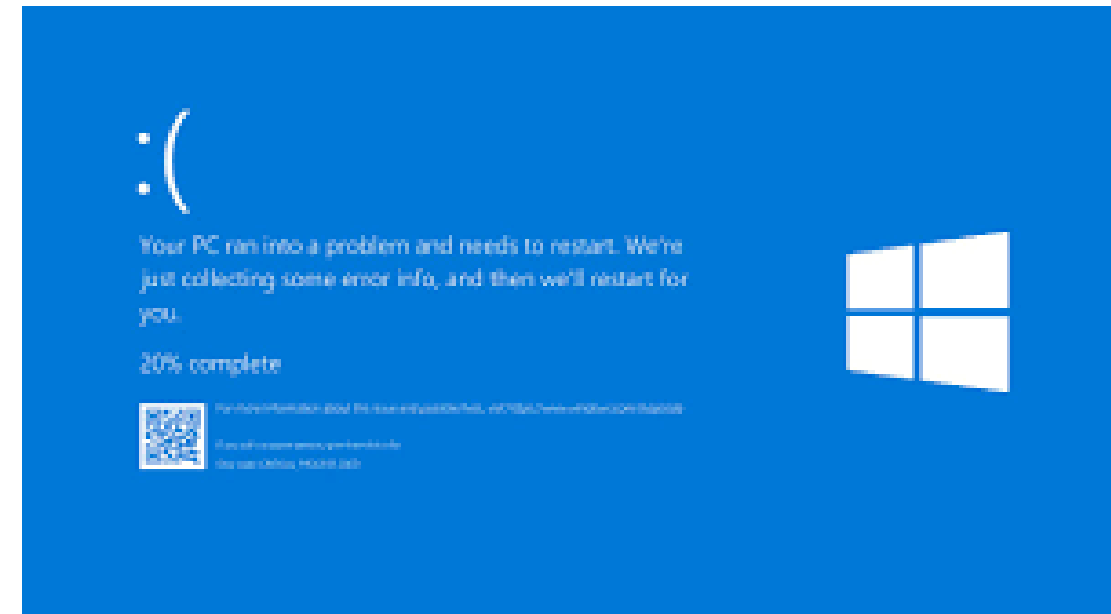


(Almost) No one cares about how strong and pure your tech is

2,3%

Market shares :

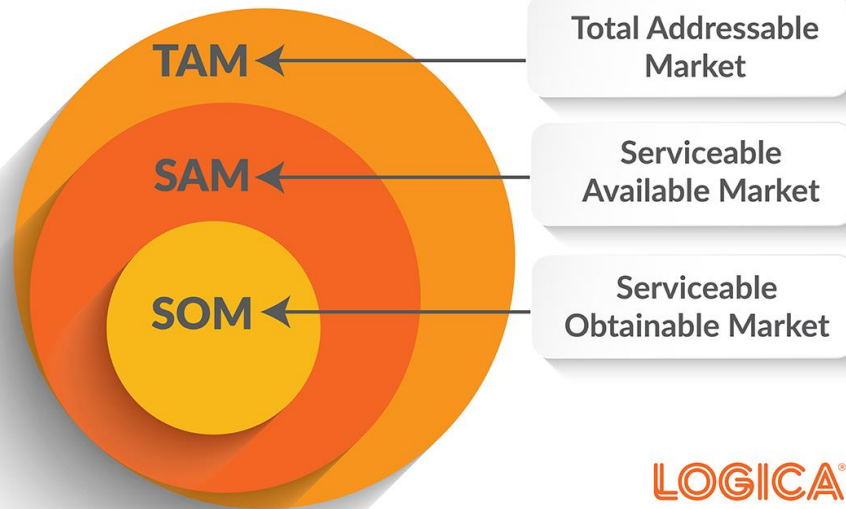
75,7%



Market sizing is everything

event more if you target sustainability

Key Metrics of Market Sizing



$$\text{Target Market} \times \text{Penetration Rate} = \text{Market Size}$$



$$\text{Market Size} \times \text{Average Value} = \text{Market Value}$$



Tackling a 10m€ TAM isn't worth your next five years of your life

You are not scalable



Build a product that doesn't needs you



Keep it simple to use & run



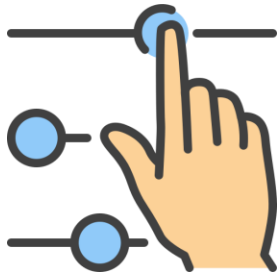


Trust your users, give them the control

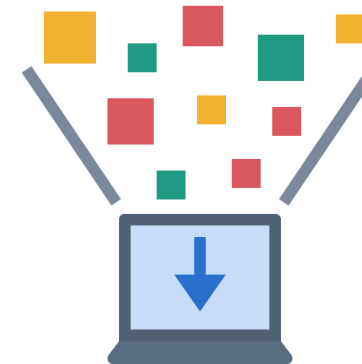
they will surprise you

Talk to them every time you can
But don't confuse needs and desires

Don't over-automate features



Data quality is their responsibility

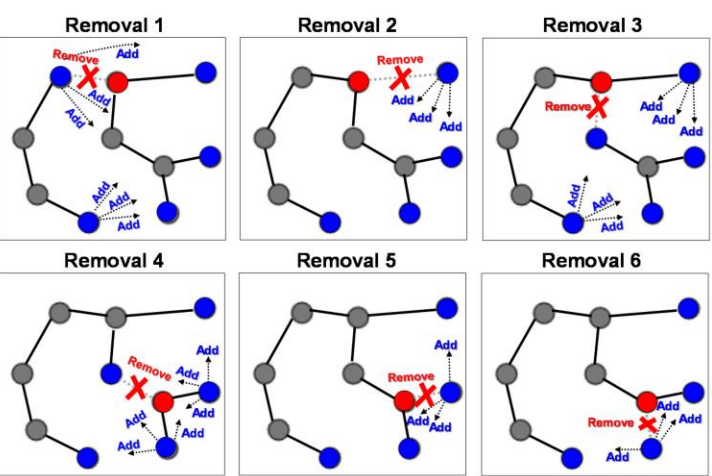


Telling them why the data is creapy is
yours

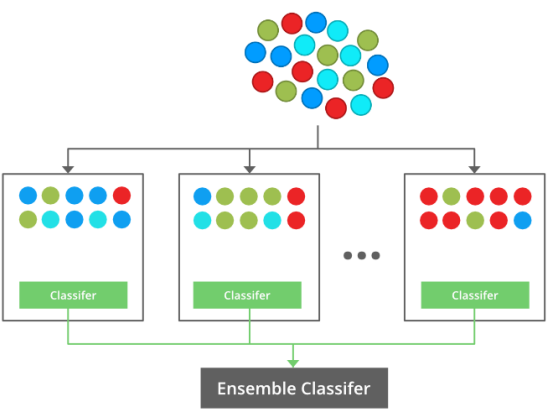
AI is not (only) LLM

LLM won't make you unique

Operationnal Research



ML / DL



Original Data

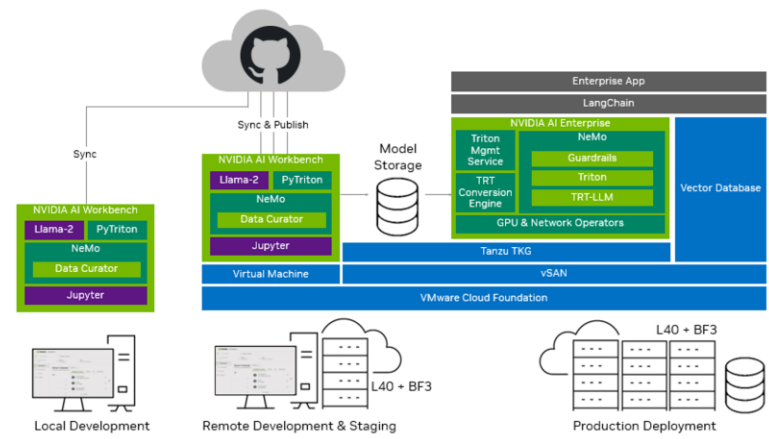
Bootstrapping

Aggregating

Bagging

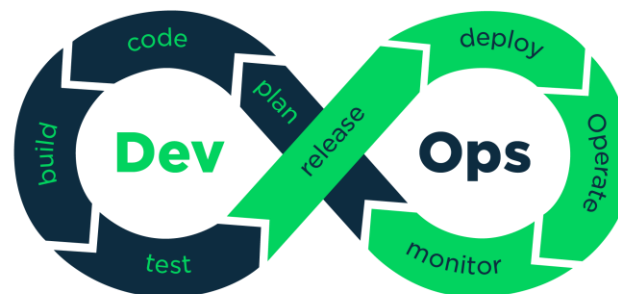
LLM

Custom LLM Workflow from Development to Deployment

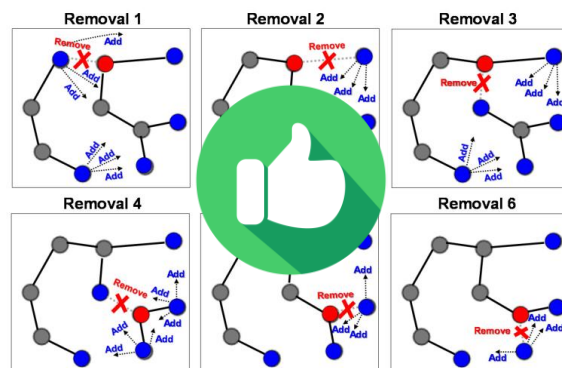


You need on-prod AI

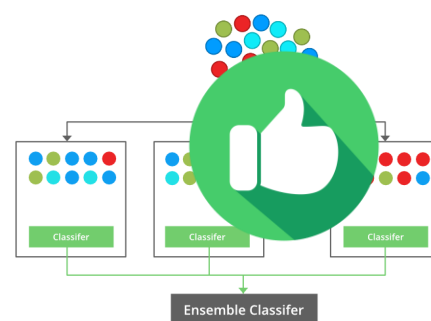
supervised & bias-free



Operationnal Research



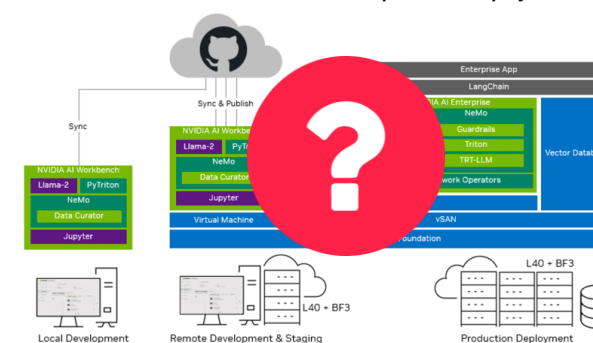
ML / DL



Original Data
Bootstrapping
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LLM

Custom LLM Workflow from Development to Deployment



LLM are not sustainable

and SLM don't seem to be the answer

