

truffalo.ai

value beyond the visible



truffalo.ai - The Power-Tool for People who really want to SELL!

You think your team is selling?

- only 30% of work time on the client
- 50% wasted on research
- 100s of thousands revenue lost

Agentic AI is changing that!

**truffalo.ai liberates from research
and **DOUBLES TIME FOR SELLING****





Team



Elemer Melik M.A.

Strategy & Scale |CEO

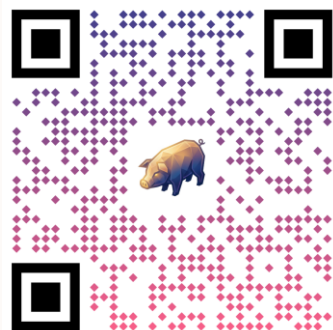
+15 years in sales

Sales Teamlead

Sales Trainer & Consultant

Founder since 2018

elemer@truffalo.ai



Sebastian Gypser, M.A.

Execution & Market-Fit |COO

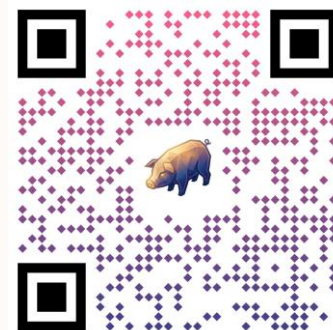
+17 years in sales

Awarded Strategic KAM

Sales Trainer & Consultant

Founder since 2026

sebastian@truffalo.ai



Boris Fedotov, PhD

AI Architecture & RD |CTO

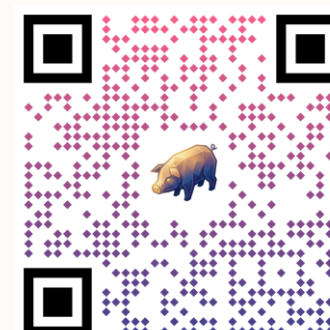
+25 years of developing

BSS/OSS integration expert

AI in his blood since 2013

Tech-Founder since 2010

boris@truffalo.ai



Rosi Hunt, B.A.

Marketing & PR |CMO

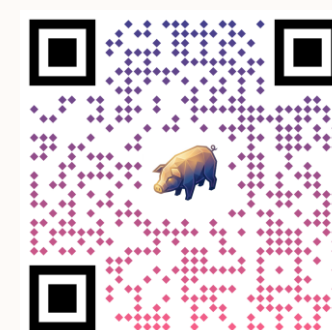
+14 years in marketing

Product Marketing

Advertising

Founder since 2026

hello@truffalo.ai





Product



Legacy: Time wasted | Low Client Value | 15-20% ROI lost



Clients do not invest in data researchers



154 days per year is lost in data
only 30% of time is selling
40% spent on uncertain research

82% of clients criticize preparation
85% of executives lack value
73% of buyers expect unique pitch



truffalo.ai: + 30% Time | + 40% Quality | + 15-20% ROI



Clients invest in trusted advisors



40% speed won - 0 days lost

30% more selling time

40% higher preparation quality



+ 74% win rate due to speed to value

62% build trust through engagement

+ 100% conversion with custom pitch

SOURCES

INTERNAL

WHAT - structured

CRM · ERP · Wiki · Knowledge Base

RESULTS - structured

BI · Analytics · Support

CONTEXT - unstructured

Emails · Calls · Chat · Meeting notes

EXTERNAL

WHAT - structured

News · Jobs · Databases · Company registries

RESULTS - structured

Financials · Reviews · Competitive intel

CONTEXT - structured

Social media · Interviews · PR · Events

truffalo.ai (GDPR | EU MADE)



TRUFFLE CARD



GOLDEN TRUFFLE FOUND

HIGH

OPPORTUNITY

RECOMMENDATION

Hi KAM 1:

- truffalo recommends reaching out to customer A within the next 3 days and pitching solution X.

ANALYSIS

- Customer A just announced a new product launch in an interview.
- Solution X is the best-performing fit.

REJECT

ACCEPT



Full data coverage — no blind spots

Every relevant data source, fully covered.

24/7 · Proactive · Instant

Connects every signal — understands the what and the why.

Right inside your existing workflow

Relevant recommendations land in the tools your team already use — chat or email.



MVP - up and running

truffalo.ai AI-NATIVE BUSINESS OPERATING SYSTEM

Truffalo Cards Explore sources

Search in messages... All priorities All categories

From To Last day Last week Include rejected (1) 7 of 8 cards Clear filters

Client activity Details

High priority Client activity 7. Mai 2026

ANALYSIS
The client, IN4COM GmbH (referred to as 'infkom'), is actively seeking a solution to automate and digitize several core business processes. Key pain points ...

RECOMMENDATION
The sales person should focus on demonstrating truffalo.ai's capabilities in integrating disparate data sources (BMD, Excel, Microsoft Teams) to create a ...

IN4COM GmbH
Boris
Source: Ditachmair truffalo.ai meeting 2026-04-29 - EN

✓ Accept ✗ Reject

Client activity Details

High priority Client activity 7. Mai 2026

ANALYSIS
The client, Melik Consulting e.U., is actively using Google Workspace Business Starter. There was an increase in the number of users from 1 to 2 during t...

RECOMMENDATION
Reach out to Elemer (Melik Consulting e.U.) to acknowledge their apparent growth and understand the reasons behind the increased Google Workspac...

Elemer
Source: 5552364699.pdf

✓ Accept ✗ Reject

Client activity Details

High priority Client activity 7. Mai 2026

ANALYSIS
The source document is a Requirements Specification for the TRUFFALO AI-native business operating system, prepared for Ditachmair & Partner for its Pil...

RECOMMENDATION
Given this is a pilot project with Ditachmair & Partner, the sales team should closely monitor its progress and ensure client satisfaction. Engage regularly with ...

Boris
Source: truffalo-ai Requirements Specification.pdf

✓ Accept ✗ Reject

< Previous 1 2 3 Next >

- Dashboard
- Clients
- Tasks
- Rules
- Sources

- Account
- Settings
- Documents
- Notifications
- Theme
- Log Out

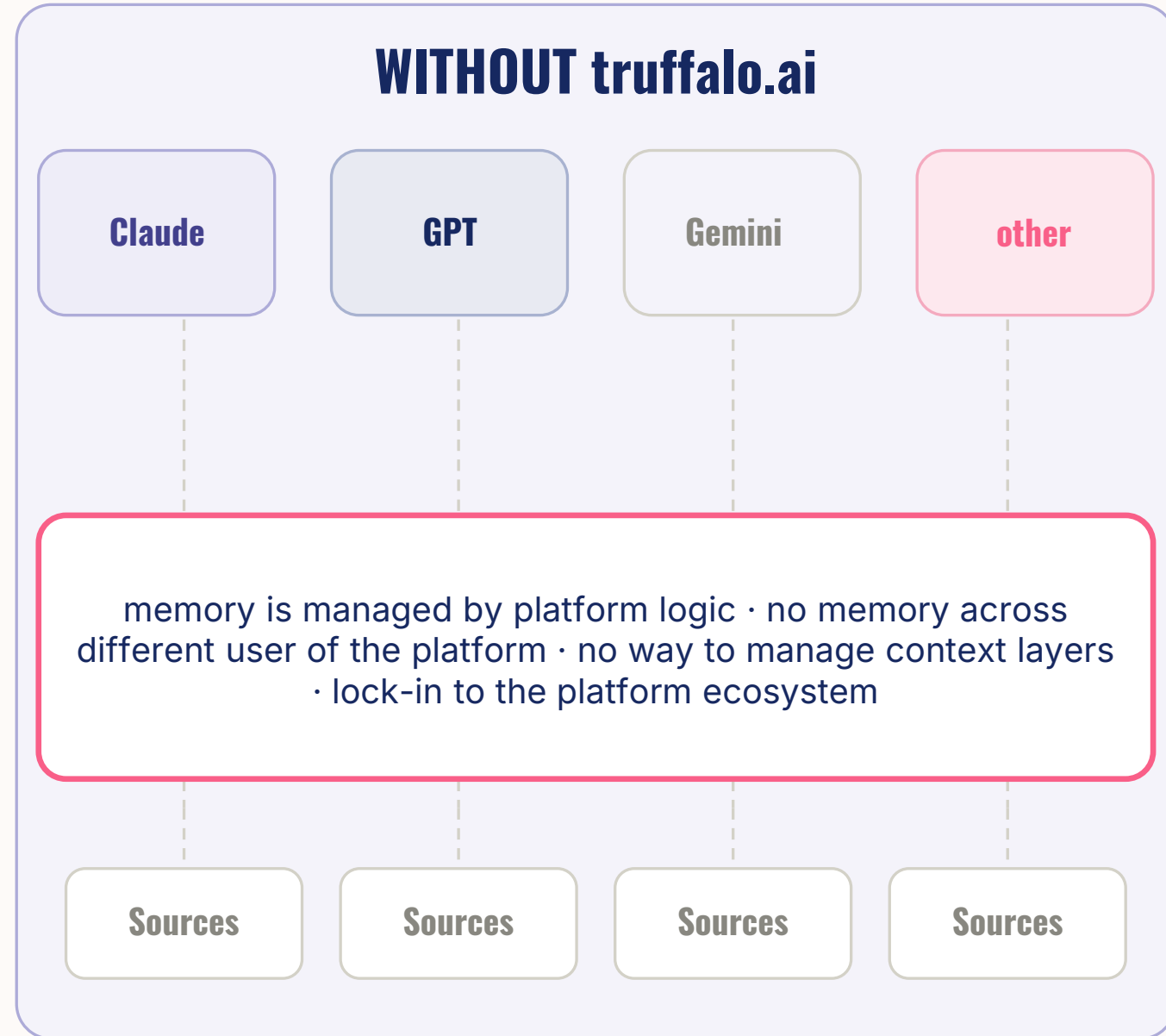


USPs - Value - Moats

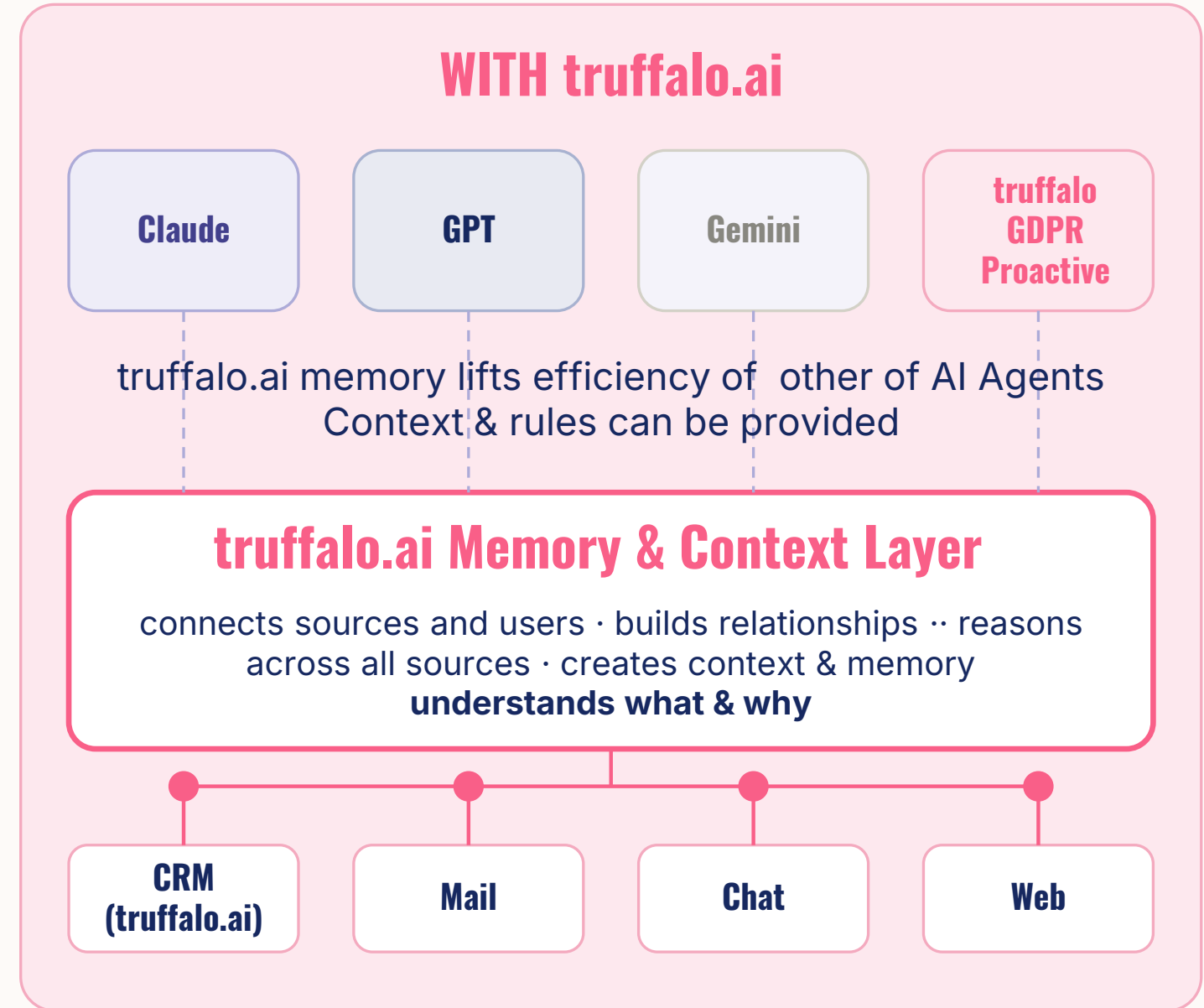
	Technical USP	Customer Value	Strategic Moat
Sovereign-by-Design (Trust)	Split-Brain-Architecture & Local LLM for private data processing	Sensitive data never leaves your infrastructure — full GDPR compliance by design	Trust barrier against US competitors and the US Cloud Act
Sales Intelligence (Logic)	Proprietary Context Graph , Sales Memory & Pro-active Action Card logic	More time , higher precision , better decision-making to make more money	Proprietary sales logic & compounding memory which increases switching costs .
Model-Agnosticism (Independency)	Interchangeable LLM layers & modular architecture	Future-proof and independent from individual AI providers	Platform infrastructure grows with technological development



Models come and go. **Memory compounds.**



vs



You choose the intelligence - truffalo.ai adds memory and context



Market



Why now?

AI reasons | builds memory | doesn't hallucinate: and is being validated by the market

+700%

Agentic AI Market Volume
\$7.5B (2025) > \$60B (exp. 2031)

+40%

Agentic AI CAGR (2025-2031)
8x the Software Market average

+300%

Investments in Agentic AI 2024-2026
\$3.8B (2024) > \$8.2B (2025) > \$15B (exp. 2026)

Validation

Attio: 5,000 paying customers & 4x ARR
Day.ai: 5,000 sign-ups in 72h



Market Potential



Serviceable Obtainable Market (SOM) €3.8M: Media & Agencies | DACH | 8.750 seats

Serviceable Available Market (SAM) €1B: Media & Agencies & Consulting | DACH - EU - US

Total Addressable Market (TAM) €50B: All professional Services globally

Note: SAM/SOM is calculated conservatively based on Professional Services (Sales/CRM).

Horizontal expansion (Vision) will progressively unlock further market segments in Enterprise Ops & HR - see Vision.



Vision

Sales Expert
Vertical Excellence (DACH)
2027-2029

Full Suite
Horizontal Expansion (EU+, Balkans)
by 2030

Data Safe Haven
IP-Sovereignty as a Service (Global)
from 2031

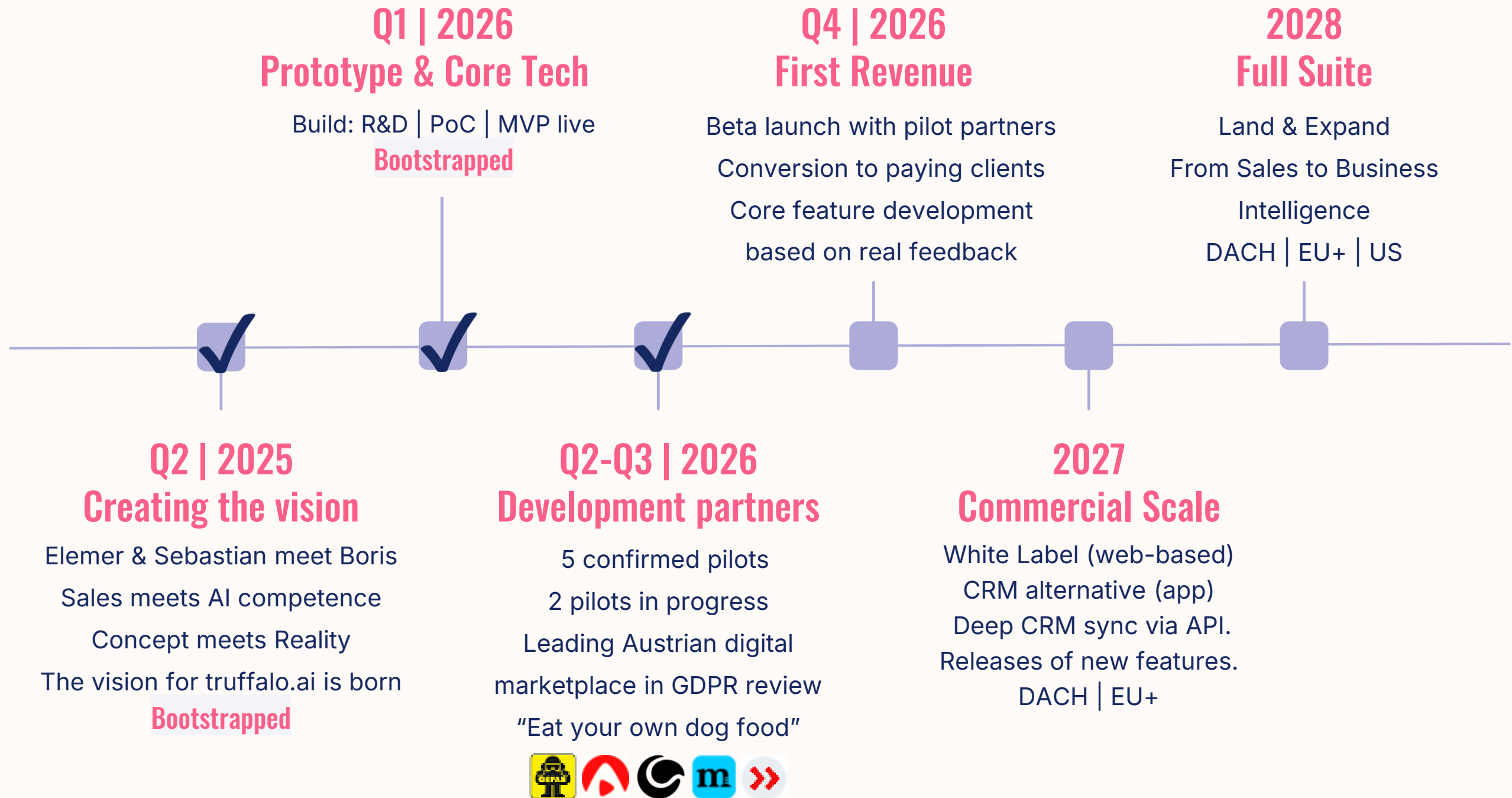
Sales Expert: AI-powered sales execution for media & agencies. DACH-first, immediate ROI.

Full Suite: Cross-departmental intelligence platform. EU & Balkans expansion.

Data Safe Haven: Europe's answer to the US Cloud Act. IP-sovereignty as a service, globally.



Traction





Business Model: Hybrid Pricing

Transparent & usage-based: Setup in 1 week with no fees

Stability: Seat Pricing

Price: Scalable packages for SMPs to Enterprise

Focus: OPEX coverage & stable cash flow

Growth: Agentic Credits

Price: Standard to Premium (High-Volume vs. Deep-Dive)

Focus: Scaling through exponentially increasing validation

Gross Margin Target: +80%

Margin optimization: We combine open-source AI models with specialized high-performance AI

Growth: Through deep integration into workflows and a land-and-expand dynamic, we secure growth against churn

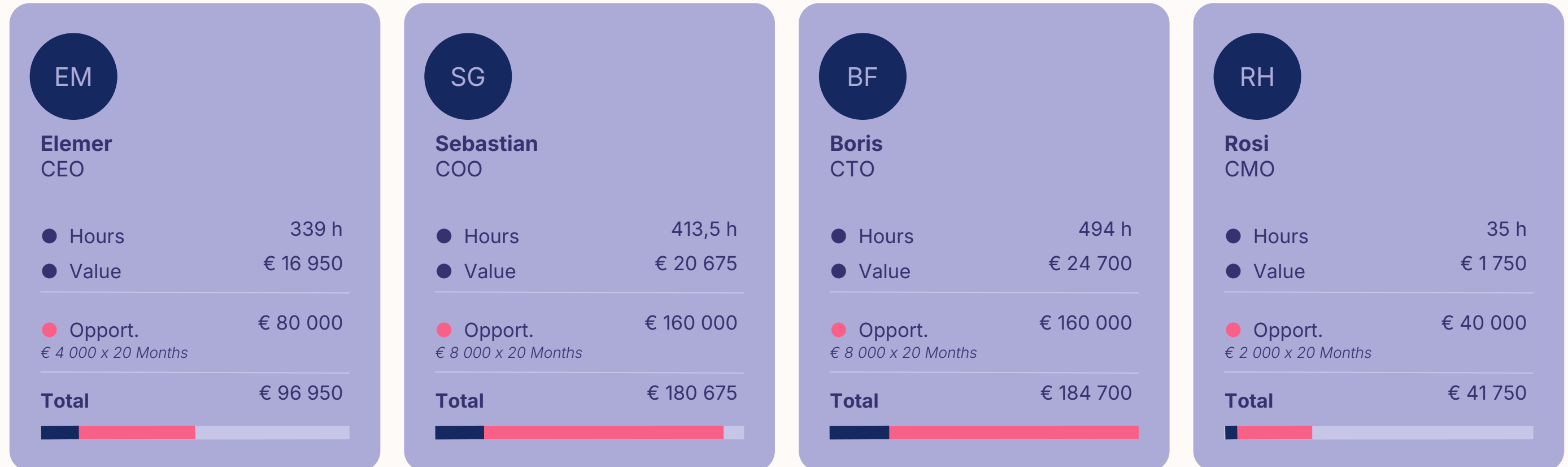


Financial



Skin in the Game

● Value (Hours x € 50) ● Opportunity Costs (Salary)



TOTAL HOURS

1 281,5 h

TOTAL VALUE

€ 64 075

OPPORTUNITY COSTS

€ 440 000

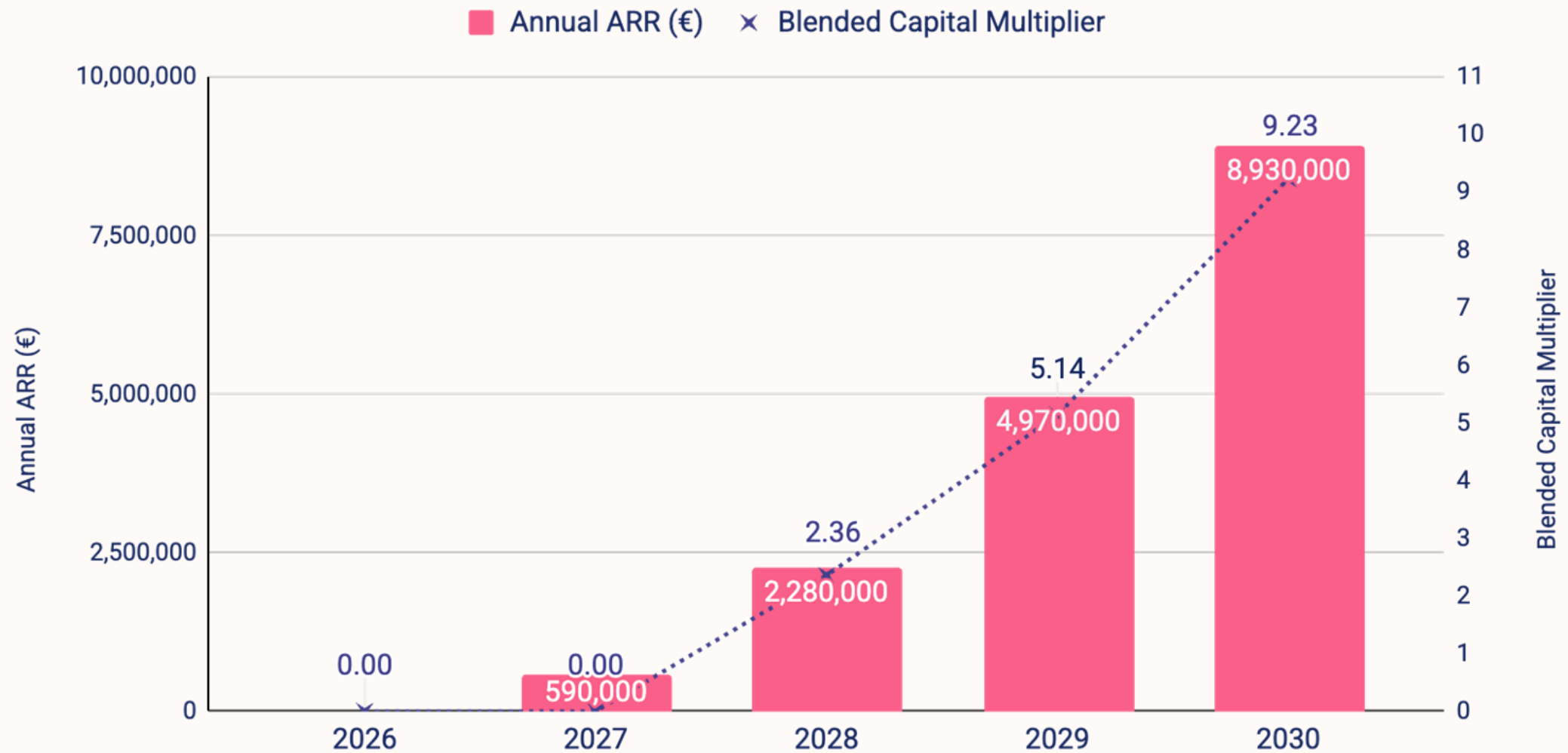
TOTAL COMMITTED VALUE

€ 504 075



From Investment to Impact

Grant **€367k** Investment **€600k** 5-year ARR **€8.9M** Capital Multiplier **9.23x** €1 invested generates **€9.23 ARR**





Ask: Strategic Partnership & Resources for the Future

Partnership First:

We are seeking **strategic partners** who share our **vision of Agentic Sales-Tech** and will **accelerate** our path to market fit through their **network and expertise**.

Total € 600k for 15 months



65% Product Excellence

Finalization of the mature pilot and expansion of the Agentic engine (TEE architecture).

3 FTEs



25% Market Validation

Pilot phase with design partners to ensure product-market fit.

1.5 FTEs



10% Operations

Establishing the legal and administrative foundation for scaling.

0.5 FTEs

Upon completion of this phase, we will have a validated product, initial paying reference customers, and a playbook for the roll-out.

GET IN TOUCH

Let's hunt some truffles together

Tell us about your sales org. We'll come back inside one working day with a tailored walk-through

EMAIL hello@truffalo.ai

BASED IN Vienna, Austria

TIMING Pilot in 4 weeks | Go live in 8

LINKEDIN [Elemer](#) | [Sebastian](#) | [Boris](#)

