GLOSSARE

Solution Management:
CEO: Arq.Lucas Romagnoli
CTO: Damian Girardi
CBO:Federico Rosemberg
COO:Celina Parodi

Industry: *IA aplicada a la construcción (Contech)*

Number of Employees: 3

Financing Sought:
U$500.000

Use of Funds:

1500 suscriptores en 9 meses, generando un revenue anual de u$ 1.800.000.

Aplicación de inversión:

Marketing y adquisición de clientes (u$300K)

Expansión internacional (u$50k)

Escalar producto (u$125k)

Operaciones y contrataciones (u$25k)

Mission: *Development of a virtual purchasing manager, **a copilot** for the construction industry.*

Business Description: *A web-based platform powered by AI that helps construction professionals eliminate errors in decision-making for materials and labor purchases, directly impacting the profitability and sustainability of projects.*

Company Background: *Born from the professional story of Lucas Romagnoli, who combines an active role as a purchasing manager for his construction projects for over 20 years with experience running a software company for 9 years.*

Products/Services: *Glossare digitizes, interprets, and compares quotes up to 290 times faster than a professional, without errors, reducing cost overruns and overspending while increasing profitability and sustainability in construction projects.*

Technologies: *Glossare is a productivity tool enhanced by AI that delivers an improved user experience thanks to the following features: Digitizes, interprets, and compares quotes using Computer Vision algorithms for data digitization and generative AI models for interpretation and comparison of nomenclatures, completing the process with the generation of the most convenient purchase order. Analyzes the user to ensure the decisions made by the platform align with their thinking and preferences.*
Proactively generates alerts.
Predicts demand anticipation.
Interfaz intuitiva
Assistant that negotiates for the user's benefit
Integrates with other software through APIs.
Chatbot that acts as the user's virtual assistant.

Markets: The target market includes value chain actors, professionals, and construction companies in LATAM. The global construction and contech market invests 1.5% in software and is growing at an annual rate of 8.9%.

TAM: U$S 240 M (global)
SAM: U$S 12 M (LATAM represents 5% of the global market)
SOM: We project ARR 2026 = USD 18M (equivalent to 0.15% of the TAM)

Our business model is SaaS B2B with monthly subscriptions (BASIC, PRO, ENTERPRISE) and upselling for storage purchases and pay-per-use credits for comparisons.

Distribution Channels: *Our products will be distributed through a combination of strategic channels:*

1. ***System Integrators:*** *Partnerships with companies that integrate technological solutions in construction.*
2. ***Independent Software Vendors:*** *Collaborations with software developers to offer Glossare as a complement.*
3. ***Commercial Partners:*** *Associations with companies in the construction sector for broader distribution.*
4. ***Direct Sales Force:*** *A dedicated sales team to attract and manage clients directly.*
5. ***Digital Marketing and Social Media:*** *Campaigns to generate leads and increase product visibility.*

Competition: *Glossare has no direct competitors using AI to digitize, interpret, and compare quotes in construction. However, we face indirect competition from platforms such as:*

- *Procore: A robust platform for construction project management.*
- *PlanSwift: Specializes in cost estimation and quantity takeoffs.*
- *CoConstruct: A project management solution for custom home builders.*
- *Nuqlea: A marketplace offering solutions for construction procurement.*
- *Oboloo: A tool for procurement management.*

The market is highly competitive and dynamic, with a growing focus on automation and efficiency. Glossare, powered by AI, stands out for its unique ability to predict and anticipate demand while addressing the tangible, everyday challenge of comparing quotes in different formats and file types. Additionally, it matches what was requested with the quoted items and their prices, preferences it learns from the user, such as delivery times, payment methods, reliability, material quality, and preferred suppliers, which gives us a significant competitive advantage.

Financial Projections:

	FY 2024	FY 2025	FY 2026	FY 2027
Revenue	6160	2.500.000	34.000.000	92.000.000
Operating Income	14.640	1.330.000	4.500.000	11.000.000

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