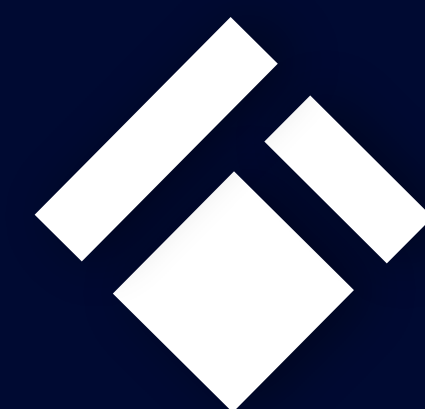




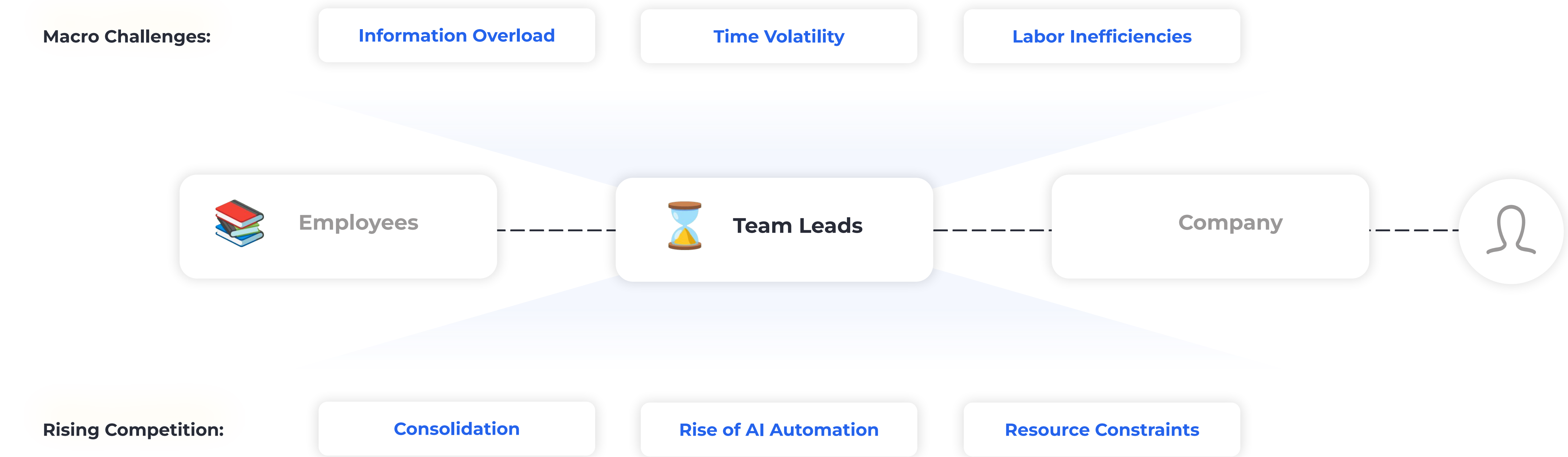
Alexander

ONBOARDING AUTOMATION FOR SMB's

ALEXANDER's AI AUTOMATES LEGACY ONBOARDING OPERATING IN THE \$92B
HR TECH SECTOR ENABLING SMB's TO REMAIN COMPETITIVE WITH A
FRACTION OF PEOPLE

Problem statement

HR professionals see major problems within the clarity (48%) and quality (49%) of onboarding processes which in 62% of the cases leads to onboarding processes over 3-12 months.

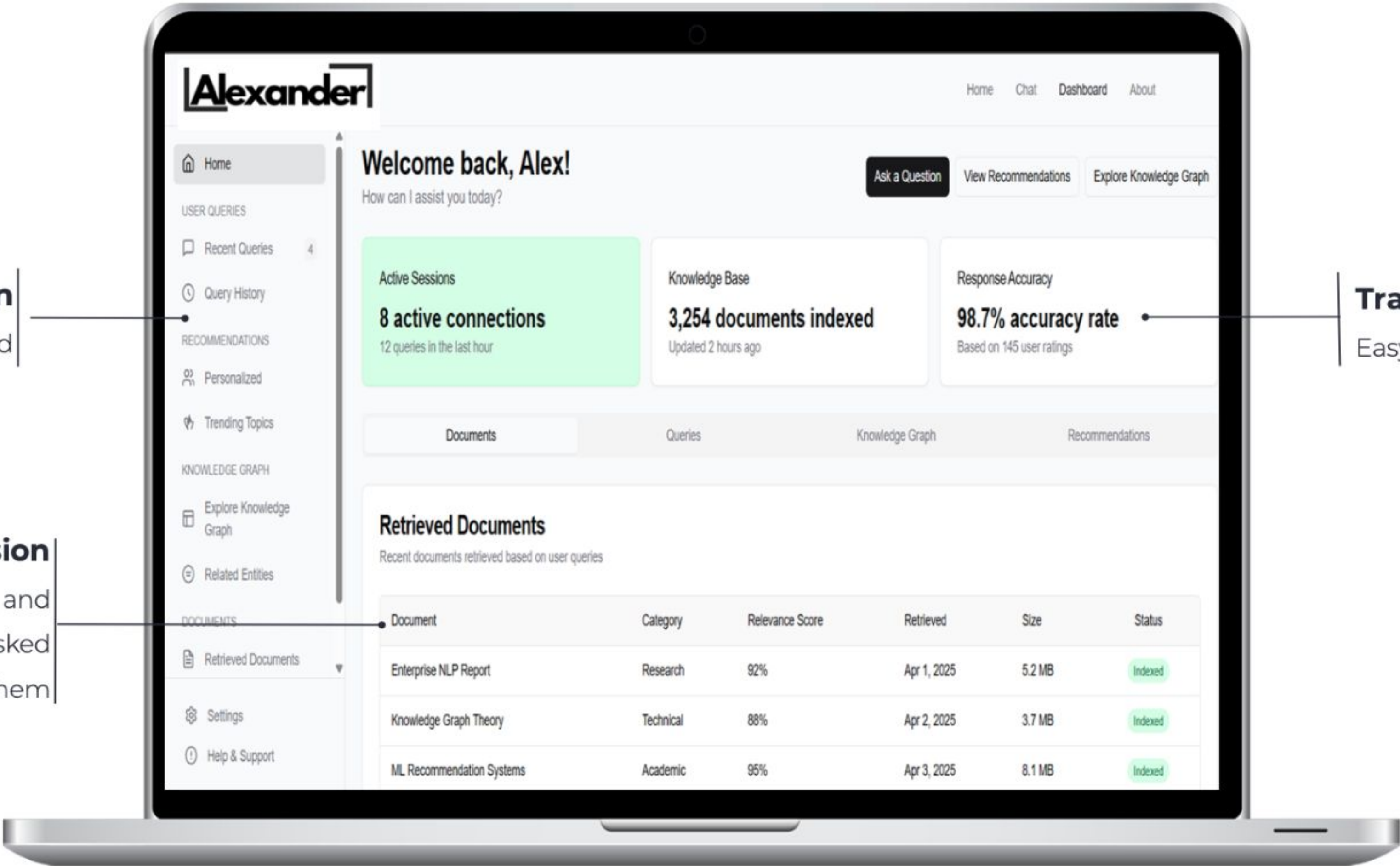


➔ **Problem:** Macro challenges and rising competition require SMB's to be onboarding efficient to remain competitive

Alexander’s solution is the future of onboarding and knowledge centralization.

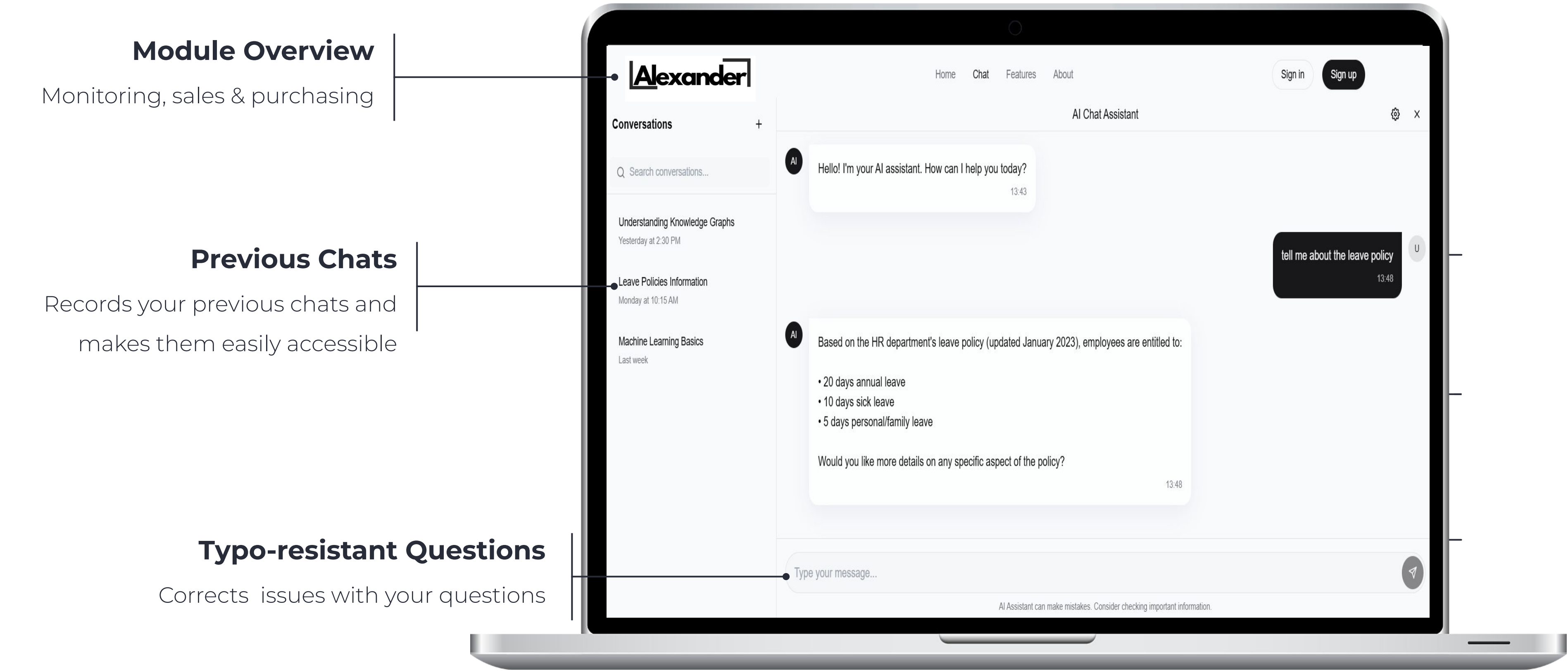
Responsive Menu Design
Built with the user in mind

Track what your progression
Predicts what you will ask next and seeks to fill commonly asked questions before you ask them

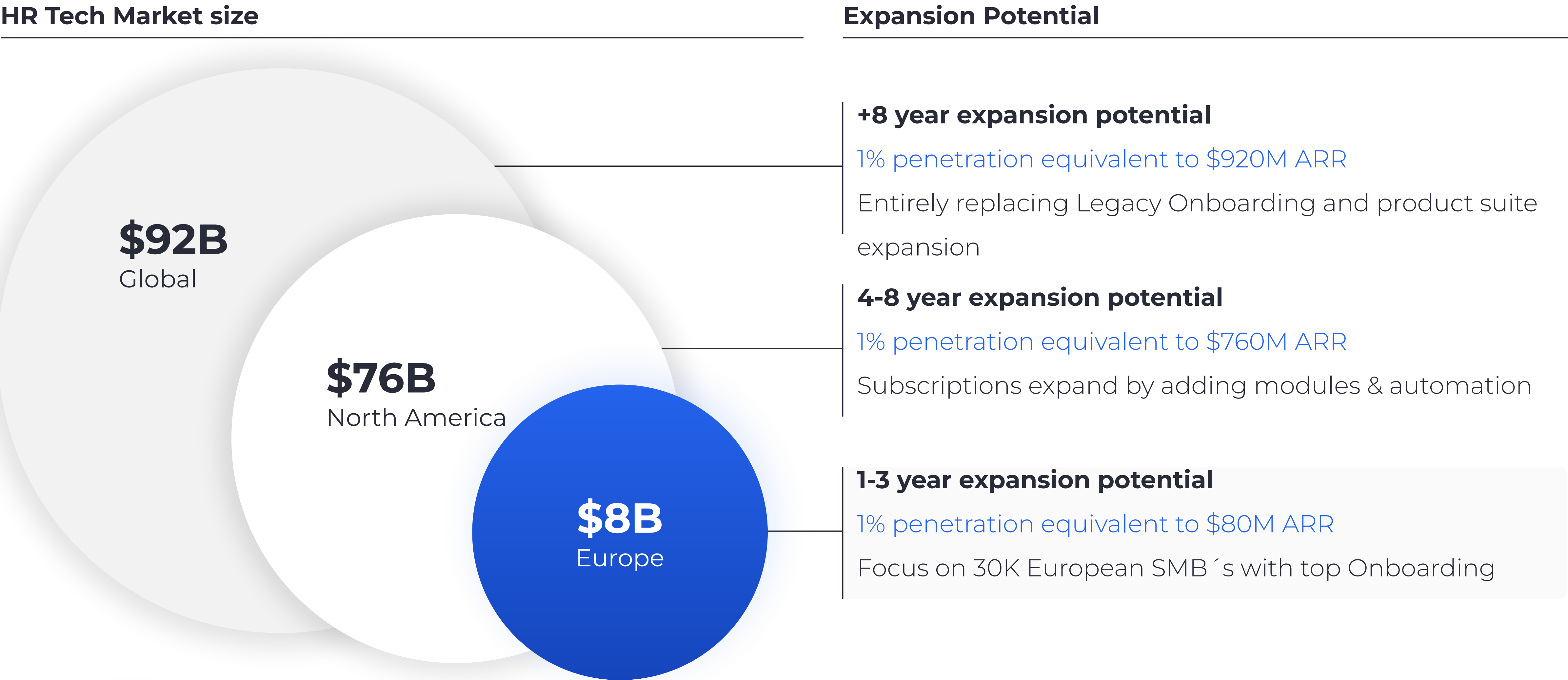


Track what you have indexed
Easy to see what you have available

Alexander’s Chat interface is clean, easily accessible and designed to last.



We build a category-defining Onboarding product in the \$92B HR Tech Market at a 10.1% CAGR².

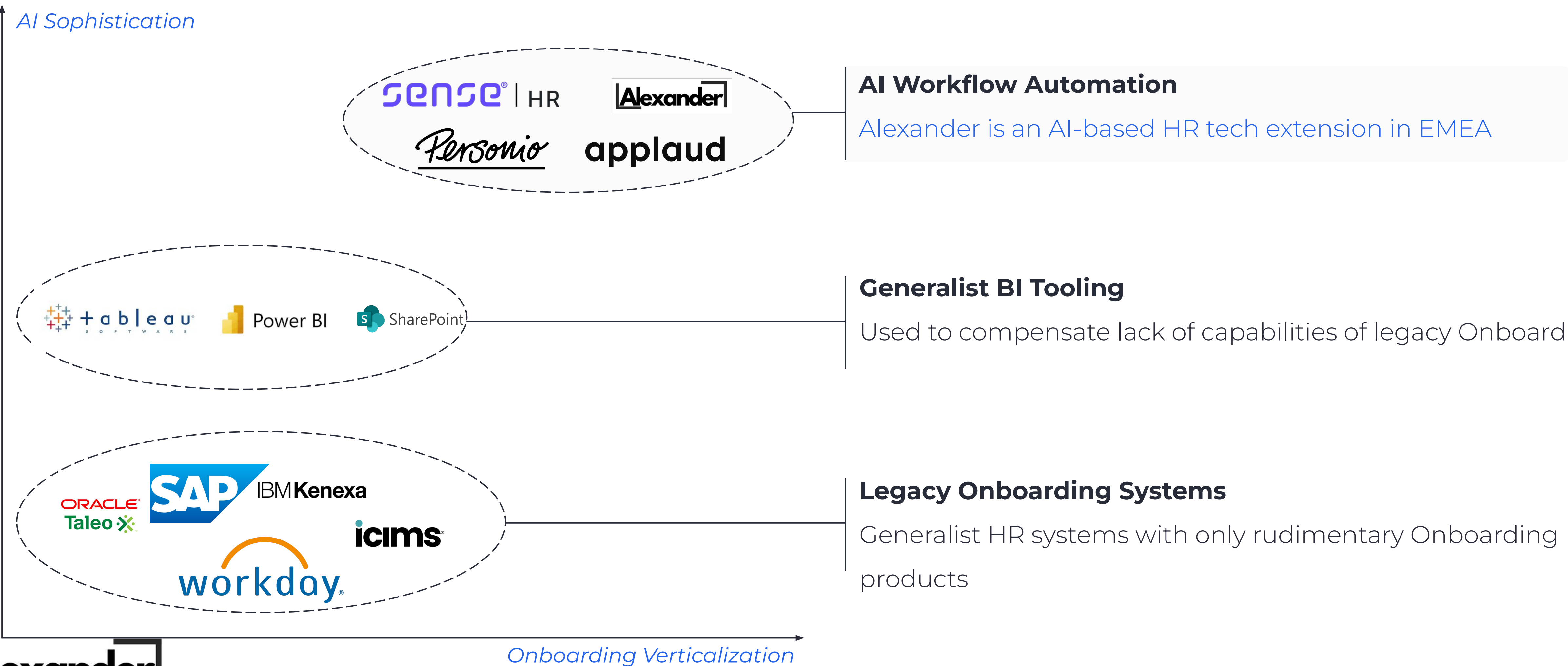


Competition

Alexander’s cutting edge Onboarding chatbot augments existing technology to reduce time waste accessible to a maximum.

Competitive Environment

Cluster Analysis

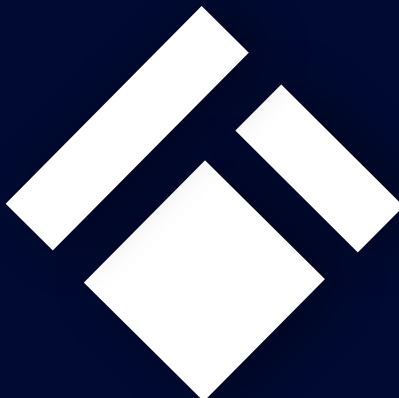


Alexander

Department of Management
London

FREEING TIME THAT REALLY MATTERS!

Nisanth Chandran
Fabrice Coulombe
Santos Gentini Crespo
Naoise Law
Justus Nolte
Stanley Yang



APPENDIX

Who We Are

We are high level operators by background and experienced product builders understanding SMBs & tech.



SANTOS GENTILINI
CO-FOUNDER & CEO



FABRICE COULOMBE
CO-FOUNDER & COO



NAOISE LAW
CO-FOUNDER & CTO



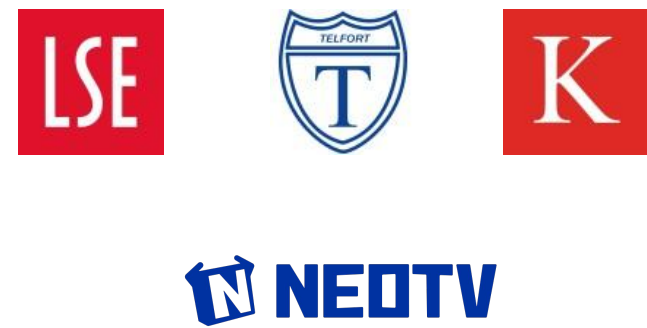
JUSTUS NOLTE
CO-FOUNDER & CFO



NISANTH CHANDRAN
CO-FOUNDER & CMO



STANLEY YANG
CO-FOUNDER & CIO



SWOT Analysis and Unique Value Proposition

Alexander has the ability to streamline and enhance the onboarding experience by providing instant, high-quality, and standardized responses

Strengths

- **Time & Cost Efficiency** - Reduces senior employees’ time spent on onboarding,
- **Scalability** - Supports unlimited new joiners without increasing HR workload.
- **24/7 Availability** - Provides instant, AI-powered responses anytime, reducing delays.
- **Consistent & High-Quality Answers** - Eliminates variability in onboarding knowledge transfer.
- **Data-Driven Optimization** - Identifies recurring pain points for HR to improve processes.

Weaknesses

- **initial Training & Integration Effort** - Requires setup, company knowledge input, and AI fine tuning.
- **Limited Handling of Subjective/Complex Queries** - AI may struggle with nuanced, context-heavy inquiries.
- **Adoption Resistance** - Employees might prefer human interaction, leading to slower adoption.

Opportunities

- **Growing HR Tech Market** - Demand for AI-driven onboarding and training solutions is rising.
- **Integration with Existing Systems** - Can be embedded into HR tools like Workday, Slack, or Microsoft Teams.
- **Customization & Personalization** - AI could adapt to different roles, industries and learning styles.
- **Expansion Beyond Onboarding** - Potential to evolve into full-fledged internal knowledge assistant.

Threats

- **Competition from Established HR Tech Players** - Large firms like SAP, Workday, or startups might develop similar AI-driven assistants.
- **Trust & Accuracy Concerns** - If the AI provides incorrect or outdated information, credibility may be questioned.
- **Data Privacy & Compliance Risks** - handling sensitive company data must align with GDPR and corporate policies.

B2B Software as a Service Subscription Model - Pay-Per-User

