



Your inbox ?

# While You Were Away

15 new contacts  
7 meeting requests  
25 emails to follow-up on  
300 commercial emails

# Kwaga

*Let's make email fun again*





## *Team*

*NLP or IA  
engineers and  
doctors*

*And an  
experienced  
entrepreneur*

*Philippe Laval*

# WriteThat.name

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- *Automate your address book ...*
- *Automate your CRM ...*

QuickTime™ et un  
décompresseur  
sont requis pour visionner cette image.

WriteThat.name

# WriteThat.name

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- *Automate your address book ...*
  - ➔ *1 year*
  - ➔ *17 000 users*
  - ➔ *works with GMail, Outlook, LotusNotes*
- *Automate your CRM ...*
  - ➔ *100 companies are paying customers*
  - ➔ *works with HighRise, SalesForce*

# Kwaga 2012

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- *Total funding to date 2 M€*
- *10 persons (5 Sales&Marketing, 5 R&D)*
- *65% customers in US, 30% in France*
- *Premium/Freemium model*
- *10 % Premium transformation*





Under the hood

# Core Technology

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- *Hybrid NLP & AI*
- *Based on patent + R&D Projects*
  - *Collaborative email in corporate context*
  - *Email & Enterprise Social Networks*
  - *Open-source IDE for computational-linguists (Gramlab FEDER project 2011)*

# What are we looking for?

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- ▶ *Participation in collaborative transnational R&D project*
  - ✓ *Open data wave.*
  - ✓ *At Kwaga, we know how to extract information.*
  - ✓ *How do we interpret data ?*
  - ✓ *How do we show results ?*
- ▶ *New consortium or join existing consortium as a partner.*

Thank you ...Gaëlle

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