# inbenta

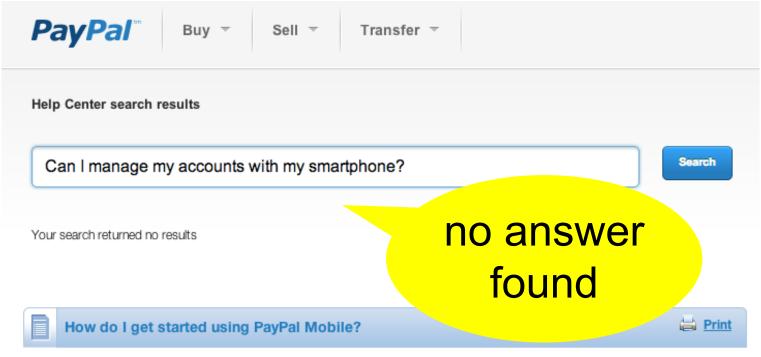


## about us

- Software company
- Started in 2005
- HQ in Barcelona
- Team: 62
- Provider of NLP software
- Series A investment







Here's how you can get started with PayPal Mobile:

- Download the PayPayMobile App at www.paypal.com/mobile
  Or
- From your eb browser, go to m.paypal.com.

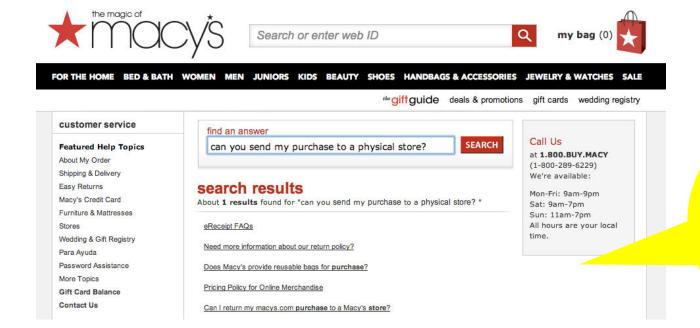
But there is an answer!

one number today and begin using our SMS payment services





### The problem...



no answer found

but there is an answer!

ու Registry

... Ayuda

Contact Us

Password Assistance More Topics Gift Card Balance

Can I buy online and pick up in a Macy's store?

Search or enter web ID

Yes you can at select stores! Here's how it works:

· You place your order online.

find an answer

- · The selected store receives your order.
- · We find and prepare your items.

Search Customer Service

- . We contact you when it's ready and notify you if anything changes.
- · You pick up your order, no shipping fee incurred!

Click on the links below for more information.

D & BATH WOMEN MEN JUNIORS KIDS BEAUTY SHOES HANDBAGS & ACCESSORIES JEWELRY & WATCHES SALE # gift guide deals & promotions gift cards wedding registry

SEARCH

Call Us at 1.800.BUY.MACY (1-800-289-6229) We're available:

Mon-Fri: 9am-9pm Sat: 9am-7pm Sun: 11am-7pm All hours are your local

time.







**CompuCom**<sub>®</sub>

- 60% users cannot find wanted information in a web site
- 57% of online consumers abandon their purchase if they can't quickly find the answer to their question
- 20% of users will contact a call center if they can't find information online
- 56% of calls in a call center come from users that could not find online information previously

### The Solution: Natural Language Processing



Help Home / View All FAQs / Contact Us

powered by inbenta

does my son have to pay?



#### Your question 'does my son have to pay?'

#### Do I need to buy a ticket for my kid?

If it's a children's show, such as The Wiggles or Sesame Street Live, then yes - usually all kids need a ticket to get in.

For all other events, it depends. Rules vary from venue to venue and from event to event, so your best bet is to search by venue at the top of any page on Ticketmaster.com, click the venue name under "Location," and scan "Venue Information" on the right. Call the box office number for more information.

#### Related contents

- · How do I find an event?
- Monster Jam kids ticket and pit pass information

Was this answer helpful?

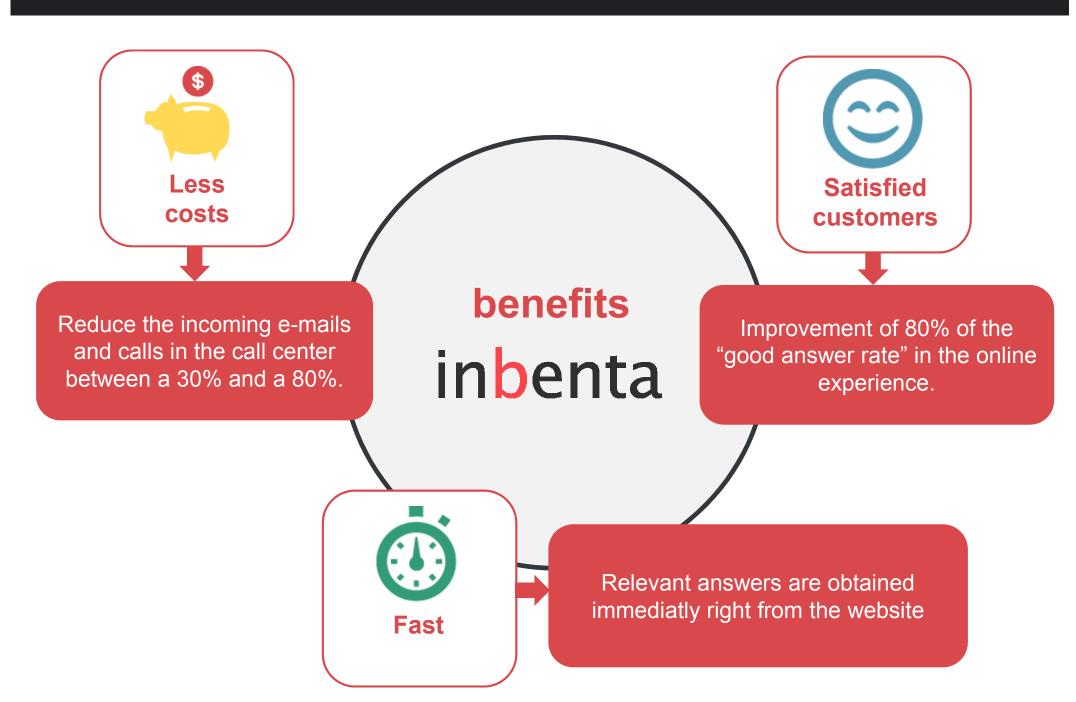






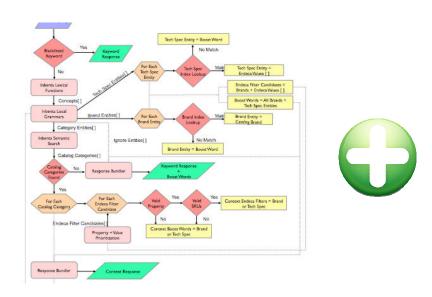


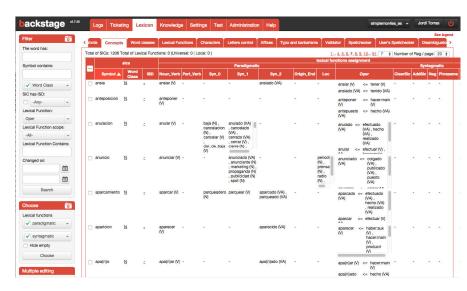
The customer care suite with the best self-service rate in the market, thanks to our patented Natural Language Processing technology





# inbenta





- Patented Meaning-based
   Matching Algorithm
- Based on Meaning-Text Theory
- Response time under 100ms

- Lexicon with 500k+ semantic relationships
- 20+ languages supported and growing
- 3 levels: general, vertical sectors and company-specific

### Patented Technology



## Semantic search engine using lexical functions and meaning-text criteria

EP 2400400 A1

#### **ABSTRACT**

Semantic Search Engine using Lexical Functions and Meaning-Text Criteria, that outputs a response (R) as the result of a semantic matching process consisting in comparing a natural language query (Q) with a plurality of contents (C), formed of phrases or expressions obtained from a contents' database (6), and selecting the response (R) as being the contents corresponding to the comparison having a best semantic matching degree. It involves the

Publication number EP2400400 A1
Publication type Application
Application number EP20100006460
Publication date Dec 28, 2011
Filing date Jun 22, 2010
Priority date (?) Jun 22, 2010

Inventors Mañá Jordi Torras

Applicant Inbenta Professional Services, S.L.

Patent Citations (4), Non-Patent Citations (2), Classifications (10),

Legal Events (3)

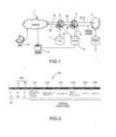
External Links: Espacenet, EP Register

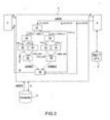
transformation of the contents (C) and the query in individual words or groups of tokenized words (W1, W2), which are transformed in its turn into semantic representations (LSC1, LSC2) thereof, by applying the rules of Meaning Text Theory and through Lexical Functions, the said semantic representations (LSC1, LSC2) consisting each of a couple formed of a lemma (L) plus a semantic category (SC).

#### **IMAGES** (4)





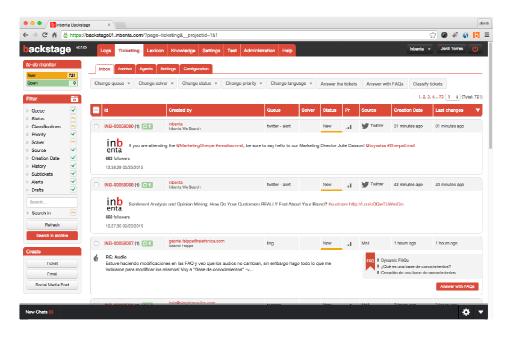


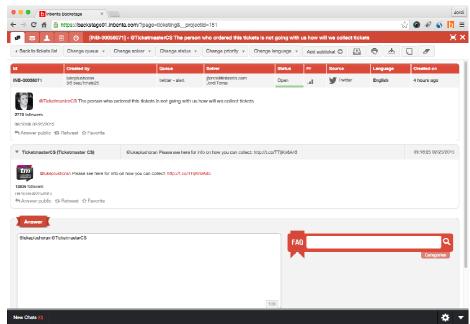






### It also comes with a Ticketing System





- Web-based Ticketing System
- Multi queue, multi-channel,
- Supporting Web forms, e-mail, Live Chat, Twitter, Facebook, SMS and more
- Integrates Natural Language Search [automatic FAQ detection, canned responses, sentiment detector]

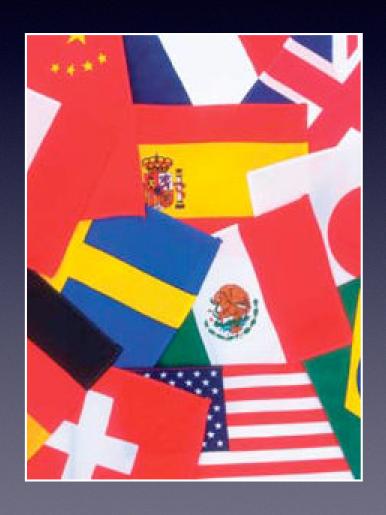


# they have something in common



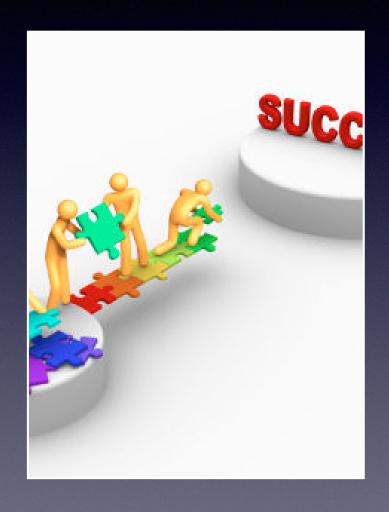
## Languages available

- Spanish
- English
- French
- Portuguese
- German
- Italian
- Turkish
- Dutch
- Russian ... and more



## Business model

- Recurrent SaaS
- One-off setup fee
- ROI guaranteed 1st year



## Market focus

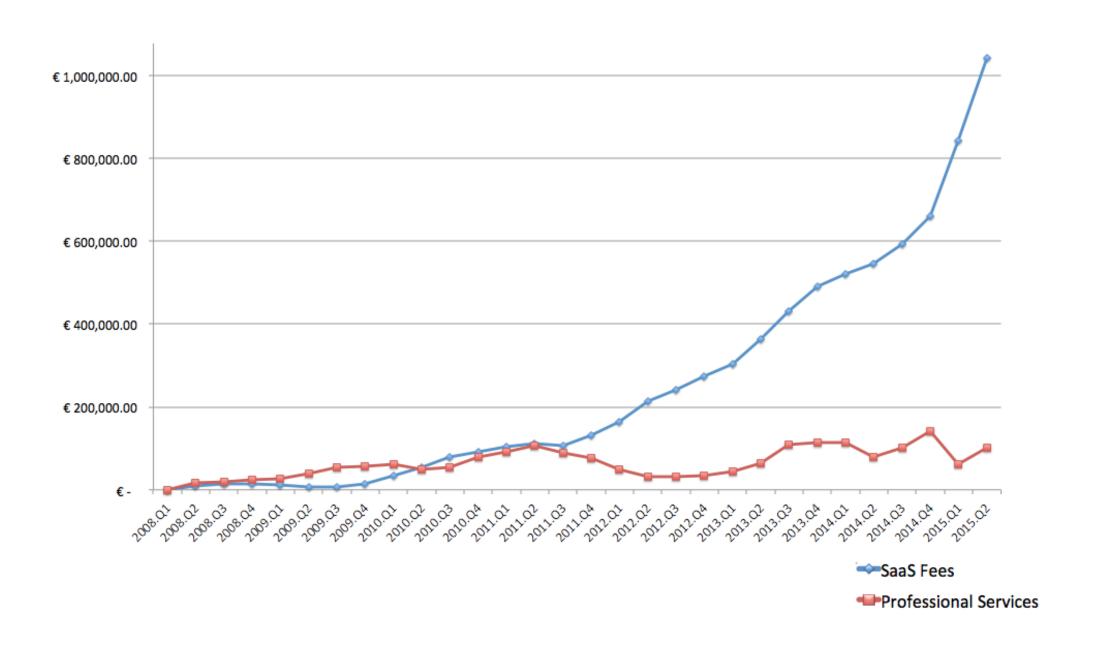
- Corporate companies
- eGovernment
- eCommerce
- SMEs and startups



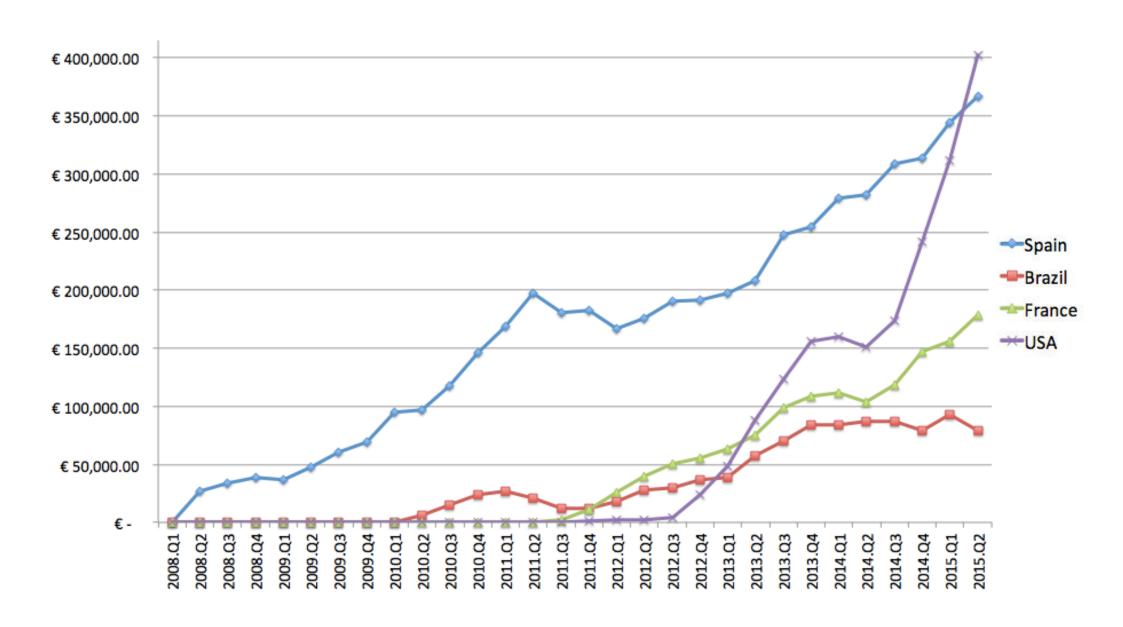
• internet / extranet / intranet

### Quarterly Revenue SaaS / Professional Services (€)

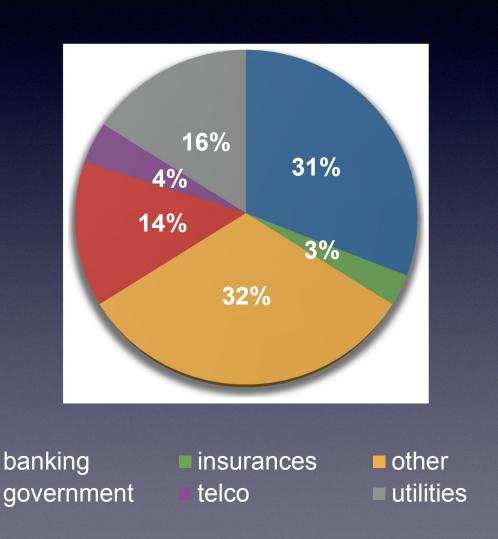








# Current revenues by vertical sector





Revenue 2013	\$2.2m
Revenue 2014	\$3.1m
EBITDA	2.49%
Expected Revenue 2015	\$5m
Yearly Growht Rate	60%
Average SaaS Annual Contract Value [ACV]	\$30k / year
Biggest ACV	\$290k / year
Average Contract Length	12 months
Yearly Churn Rate	4.31%
Customer Acquisition Cost	\$0.82 per \$1 ACV
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## Competitors











- Smaller: fast, flexible, feasible, focused
- On premise
- Performance
- Cheap

## Management team

Tounder: Jordi Torras, VP Q-go, Country mgr. Alten, EUO Sbd, Ass. professor at EADA, EuroMBA, Harvard S, UAB

CEO: Julio Prada, Project mgr British Telecom, Sun nicrosystems engineer, Sbd engineer, UAB, IE

CLO: Caterina Balcells, Linguist Team Leader at nbenta, Universitat de Barcelona, Universitat Rovira i Virgili

CTO: Ferran Saurina, R+D at Inbenta, PHP developer LT at UPC, Universitat Politécnica de Catalunya

# Internationalization, future

- Milestone 1: European Market
- Milestone 2: Series A2 (10M€)
- Milestone 3: Asia



## Questions?

jprada@inbenta.com