

iBizAI



The customer funnel

Seven stages from first contact to an institution opening its membership. No conversion figure is published and none is in the records, so every rate below reads as what it is.

STAGE	FIGURE	BASIS
Reads the free layer — a sector guide, a quick win, the glossary, an opinion article	plan assumption	plan assumption
Completes one of the four published AI-readiness assessments	plan assumption	plan assumption
Asks for a quote, a workshop or a readiness conversation	plan assumption	plan assumption
Scoped: what the company has, what can go into a vault, what the first useful thing is	plan assumption	plan assumption
Pays — a Suite subscription at its regional tier, or a commissioned build or engagement	plan assumption	plan assumption
Expands — more seats, a higher plan, or an extension of the build	plan assumption	plan assumption
Opens its institution — a chamber, association, cooperative or holding brings its membership or its subsidiaries	plan assumption	plan assumption

No conversion figure is published, and none is claimed. Every stage below is named; the rates that would sit beside them are what this round installs the instrumentation to measure.

Roadmap

iBizAI · Runway 18 months · periods derived from ROUND.runway · forward-looking statements

	Month 1–6 after close	Month 7–12 after close	Month 13–18 after close
PRODUCT	◆ Self-serve account provisioning, the private vault and usage metering live on the published Suite <i>Product and platform engineering</i> • The Chamber helpdesk build packaged as a repeatable engagement: ingestion, guardrails, multilingual answers, CRM capture <i>Delivery capacity for custom builds</i> • Investors Pitch Agent+ — parity with the open-source Claude for Financial Services reference pitch agent, then an investor-kit mode on the CEMI standard (docs/investors-pitch-agent-plus-brief.md) <i>Product and platform engineering</i>	◆ The Group / Holding console: isolated vaults per subsidiary, per-brand voice, cross-subsidiary benchmarking, one compliance view <i>Product and platform engineering</i> ◆ Further packaged assistant builds delivered, each at a lower unit cost than the one before <i>Delivery capacity for custom builds</i>	• The Enterprise integration surface: SSO, the published SLA, and integration into the stacks Enterprise accounts already run <i>Product and platform engineering</i>
MARKET	• First institutional agreements with chambers, associations and cooperatives in the Caribbean and Latin America <i>Go-to-market</i> • The trilingual content layer and the four assessments kept current — the acquisition surface stays the acquisition surface <i>Content and assessment platform</i>	• The European tier opened, on the developed-economy pricing the site already publishes <i>Go-to-market</i> • Sector material extended to the industries the new institutions bring with them <i>Content and assessment platform</i>	◆ A first Group / Holding contract signed — the upside the Group console was built for <i>Go-to-market</i> • The institutional route repeated outside the founding market <i>Go-to-market</i>
TEAM	• Delivery capacity beside the founder, so a second build does not wait for the first to finish <i>Delivery capacity for custom builds</i>	• Support capacity sized to the account base rather than to the forecast <i>Delivery capacity for custom builds</i>	• The operating team the next raise is argued on — and the honest statement of what it still lacks <i>Go-to-market</i>
FINANCE	◆ Billing and metering in production, so subscription income is measured rather than invoiced by hand <i>Product and platform engineering</i>	◆ Security review and the data-protection posture completed and documented — the question every regulated buyer asks first <i>Infrastructure, model costs and compliance</i>	◆ Unit economics measured per plan and per regional tier — assumed today, measured by here, and the basis of the next raise <i>Product and platform engineering</i> • Runway held to month 18 with the terms of the next round prepared rather than improvised <i>Infrastructure, model costs and compliance</i>

Use of funds: Product and platform engineering 40% · Delivery capacity for custom builds 20% · Go to market 20% · Content and assessment platform 12% · Infrastructure, model costs and compliance 8%
Roadmap · iBizAI · generated from the business profile / growth.json on 2026.09.12