

AGENIKAI

Operational AI

for the Real Economy

Agents that work while you sleep.

Seed Round · \$5M First Close · \$15M Total Commitment · Q2 2026

Investor Pitch Deck



Generic AI is a tool. Operational AI is a workforce.

ChatGPT and Copilot work for knowledge tasks. They fail in operational verticals — because they cannot do these three things:

01

Hold deep domain ontologies

Vehicle systems · MLS data · loan products · parts catalogs · technician knowledge layers — generic models hallucinate where precision matters.

02

Orchestrate enterprise systems

DMS · CRM · MLS · LOS · telematics · accounting — operational work lives across many systems. Suggesting text isn't enough.

03

Take autonomous multi-step action

Schedule the appointment. Send the disclosure. Order the part. Update the listing. Execute, not assist.

\$7T+ of US economic activity runs in operational verticals — untouched by AI.



The three preconditions just aligned.

01 Foundation models crossed the reasoning threshold

Claude Opus 4 and GPT-5 reliably handle multi-step operational decisions in regulated environments.

02 Agent frameworks matured

MCP, persistent memory, tool orchestration — production-ready agentic infrastructure exists in 2026.

03 Operational labor crisis

80K+ technician shortage in US auto. Real estate brokerage margin compression after the 2024 NAR settlement.

2026 is the year operational AI becomes deployable. **We're shipping today.**



Operational AI agents that take action.

Generic AI suggests. Our agents execute — the same engine, deployed across verticals.

01

COMMUNICATE

Voice, SMS, email, chat across native interfaces.

02

DIAGNOSE

Vehicles, transactions, leads, workflows.

03

DECIDE

Routing, ordering, scheduling — autonomously.

04

ACT

Direct actions in DMS, CRM, MLS, parts, payments.

05

COORDINATE

Technicians, agents, brokers, customers.

Same engine. Live in production today.



We don't pick a vertical. We prove the platform.

AGENIKAI · OPERATIONAL AI PLATFORM

AGENIKAI
for Real Estate
PROVEN

- 10 paying customers
- \$120K ARR run rate
- 2 named enterprise teams
- 20 active agent seats · waitlist


for Auto
SCALE BET

- 3 pilot shops live
- \$435B US auto aftermarket
- 162K shops · 18K dealerships
- GA launch Q3 2026

Agents that work while you sleep.

The autonomous operations team for real estate brokers.

ONE PLATFORM HANDLES:

Onboarding · Inbound calls · Email response · Lead generation · Lead nurturing · Google Business · MLS posting (Bright MLS et al.) · Listing advertising · Call & transaction recording

\$120K

ARR run rate

\$10K

MRR

+\$20K

Services revenue

60

Days to revenue

10

Paying customers

20

Active seats

NAMED ENTERPRISE CUSTOMERS: Kerry Shull Team · Andrew La Fontaine Team

\$0 → \$120K ARR run rate in 60 days. Sales pipeline now exceeds delivery capacity.

The autonomous operations layer for the \$435B auto service industry.

INDUSTRY PAIN · US MARKET

35%

Inbound shop calls go unanswered

4+ hrs

Average parts sourcing time

23%

Estimates contain pricing errors

80K+

Technician shortage and growing

WHAT TORQUEDESK DOES:

24/7 phone reception · scheduling · diagnostics assistance · parts sourcing · technician routing · work-order generation · estimate generation · customer communication · payment

TODAY · 3 pilot shops live · GA launch Q3 2026

BONUS MOAT · 5-minute parts delivery network



The team that has already done it.

Each founder has built and operated companies in the verticals we serve.



Pavel Pilich

Co-Founder · CEO

OPERATIONAL SCALE-UP

Owner-operator of a smart construction business in Minnesota. Proven track record building and scaling complex operational businesses. Drives company growth, revenue strategy, and execution discipline.



Ella Selyukov

Co-Founder · President

REAL ESTATE · HEALTHCARE

Educational psychologist and business manager. Founder of companies in healthcare and real estate — direct domain experience in AGENIKAI's first vertical. Sets vision, strategy, governance, and partnerships.



Alex Ivenski

Co-Founder · CTO

AI · AUTO · ENGINEERING

Mechanical and AI engineer. Computer Vision researcher since 2008. Florida auto shop owner — direct domain experience in TorqueDesk's vertical. Architect of the agentic platform and product engineering.



Sized as a platform, not a vertical.

Two operational verticals. \$535B+ combined US TAM. International doubles. Adjacent verticals extend runway.

VERTICAL	TAM (US)	SAM	SOM (5-YR)
AGENIKAI · Real Estate	\$100B annual US commissions	\$30B AI-addressable agent operations	\$1.5B
TorqueDesk · Auto	\$435B → \$664B (US aftermarket, 2025→2028)	\$48B digitally-ready shops + dealerships	\$2.4B
TOTAL	\$535B+	\$78B	\$3.9B

Sources: Auto Care Association (2025), Yahoo Finance / Bain analysis on US real estate commissions, NAR data. International expansion + adjacent operational verticals (insurance, logistics, healthcare admin) extend runway.



Recurring revenue, real today.

AGENIKAI · Real Estate

\$1,000 / agent / month + setup fee

10 paying · \$120K ARR · \$10K MRR
+\$20K services · 20 active seats

WAITLIST EXCEEDS DELIVERY CAPACITY

TorqueDesk · Auto

\$399 – \$1,999 / shop / month + AI usage

3 active pilots · GA launch Q3 2026

Bonus: 5-minute parts delivery network

\$435B → \$664B · 10× THE OPPORTUNITY

\$0 → \$120K ARR run rate

in 60 days · Q4 2026 target: \$1M ARR · 50+ paying customers across both verticals

Demand exceeds capacity. This round funds capacity.



We have demand. We need capacity.

\$15M total commitment, structured as milestone-gated tranches.

TRANCHE 1 · TODAY

\$5M

First close. 18-month runway. Path to \$1M ARR.

- 50%** Engineering — TorqueDesk MVP → GA, platform expansion
- 30%** GTM — convert AGENIKAI waitlist, launch TorqueDesk
- 15%** Operations — compliance, infrastructure, finance, HR
- 5%** Reserve

TRANCHE 2 · MILESTONE-GATED

\$10M

Unlocks at \$1M ARR + 2 verticals live in production.

- National GTM scale across both verticals
- Enterprise sales hires (auto dealer groups, real estate teams)
- Vertical #3 R&D (insurance ops · logistics · healthcare admin)
- Path to Series A from operating revenue

Founder logic: *tranching protects investor capital and proves capital efficiency before scale-up.*

Every operational vertical, *augmented.*

We are building the agent platform for industries the SaaS revolution skipped.

- ▶ Live revenue today
- ▶ \$535B+ combined US TAM
- ▶ Founders with operator domain experience

Join the round · \$5M first close · \$15M total commitment