

Pilot Generative AI: The Dual Value Engine

A Defensible Moat: Combining SaaS Traction with Explainable, Mission-Critical AI (NSAI)

Peter Chatwell

Founder/CEO, Pilot Generative AI Limited

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The Problem: The AI Trust Barrier

- The Black Box Dilemma
 - The promise of LLMs remains huge, but their core weaknesses prevent adoption in the most valuable, mission-critical sectors.
 - Large Language Models (LLMs) are "black boxes." They offer outputs without auditable reasoning.
 - **Prevents deployment in Defense, Security, and Healthcare where safety, legality, and accountability are non-negotiable.**
- Reliability & Hallucinations
 - LLMs are prone to confidently incorrect outputs (hallucinations), making them unsafe for expert domains.
 - **Requires constant human oversight, undermining efficiency gains.**
- Size & Cost
 - **Training and running massive models is expensive, slow, and non-private**, creating prohibitive barriers for specialised clients.
 - Limits utility to large, consumer-facing applications.
- **The gap: The world needs small, smart, reliable AI experts, not large, generalist guessers.**

The Solution: Pilot's Neuro-Symbolic AI (NSAI)

A Defensible Moat: Explainable AI for Mission-Critical Tasks

- Pilot has developed a proprietary approach that bypasses the Black Box dilemma: Neuro-Symbolic AI (NSAI).
 - Neural Component (Generative Layer): Optimised SLMs.
 - Symbolic Component (Expert Layer): Integrated rule-based, logic-driven AI layer.
- **The NSAI was first developed and used in financial market trading. This is tried and tested.**
- Pilot deploys on UK hardware for UK customers. No LLM-wrappers. No IP leakage.

Feature	Pilot NSAI Advantage	Benefit to Clients
Explainability	Full audit trail and reasoning for every decision.	Unlocks regulated sectors (e.g., medical diagnostics, operational defense planning).
Reliability	Logic systems intercept and correct generative 'hallucinations.'	Trustworthy, high-accuracy expert models.
Efficiency	Models are significantly smaller and cheaper to run than generalist LLMs.	Deployable on-site for security and privacy; lower operating costs.

The Traction Engine (EddyAI Group)

Validated Revenue: Funding Our IP with Proven SaaS Traction

- The EddyAI Group products validate our core AI capability and provide immediate revenue momentum.

Product (Vertical)	Focus Area	Traction/Pipeline
EddyAI MIND (Education)	Student/Teacher Wellbeing & Learning Assistant (SEMH focus).	Piloted with one SEN school, three SEN post-16 learning colleges. In talks with large colleges.
EddyAI FLOW (Recruitment)	Entry-level employee coaching, job-seeking, and training.	Partnership with Chatham Job Centre. In talks with HMP services. Spinoff, Pilot 2 Work CIC created.
EddyAI LEAD (Coaching)	Mental fitness coaching for leaders and managers.	18 pilot users, aiming for monthly acquisition of 60 users per month. White-labelling via partners.

- Established user base and proven PMF across three distinct B2B markets.
- EddyAI is our proven GTM engine, providing the foundation for our valuation.

The IP Engine (The Defense & Health Pivot)

The High-Value Opportunity: Targeting £100B+ Markets

- Our NSAI is uniquely suited to solve the "trust problem" in the highest-value sectors. The funding allows us to dedicate a team to this pivot.

Target Sector	Core Problem NSAI Solves	Total Addressable Market (TAM)
Defense & Security	Need for explainable, rapid decision support in complex mission planning and intelligence.	£100B+ globally (e.g., Simulation, C2)
Healthcare Diagnostics	Need for auditable AI assistants for differential diagnosis and treatment path generation.	£50B+ globally (e.g., Clinical Decision Support)

- The Pivot Strategy:
 - Use EddyAI Group cash flow to prove product-market fit.
 - Use Seed Capital to establish the NSAI R&D team and build a defensible technological moat.
- Launch sector-specific MVPs to secure major enterprise/government pilot contracts.

The Valuation Thesis

- SaaS Traction Multiple (The Floor): **EddyAI Group's existing revenue, pipeline, and validated PMF provide a clear, established baseline multiple**, de-risking the entire investment.
- Deep Tech IP Premium (The Ceiling): The investment premium is paid for the Neuro-Symbolic AI IP. **This is a rare, explainable solution that unlocks the massive, high-margin, regulated markets (Defense/Health)** that standard LLMs cannot touch.
- Capital Efficiency: We operate with a highly efficient, neurodiverse 5-person technical team, operating in a deprived area of the UK. **Through Pilot 2 Work CIC, we have access to abundant, unconventional talent.**

Milestones & Team

18-Month Milestones (Target for Series A)

Category	Deliverable	Impact
GTM Acceleration (EddyAI)	Achieve £1.5M+ in Current ARR and maintain 10x LTV/CAC ratio across the group.	Demonstrate financial momentum and sustainable growth.
IP Validation (NSAI)	Launch the first Defense/Health MVP Pilot secured by the proprietary Neuro-Symbolic AI.	De-risk the deep-tech pivot and validate market entry into regulated sectors.

Founder: Peter Chatwell - a 25 year veteran of building AI/ML for macro research and trading for global investment banks.

Core Technical Team: A highly specialised, 5-person engineering group with a neurodiverse foundation that naturally tackles complex, non-obvious problems in AI architecture.

Conclusion (Investment Summary)

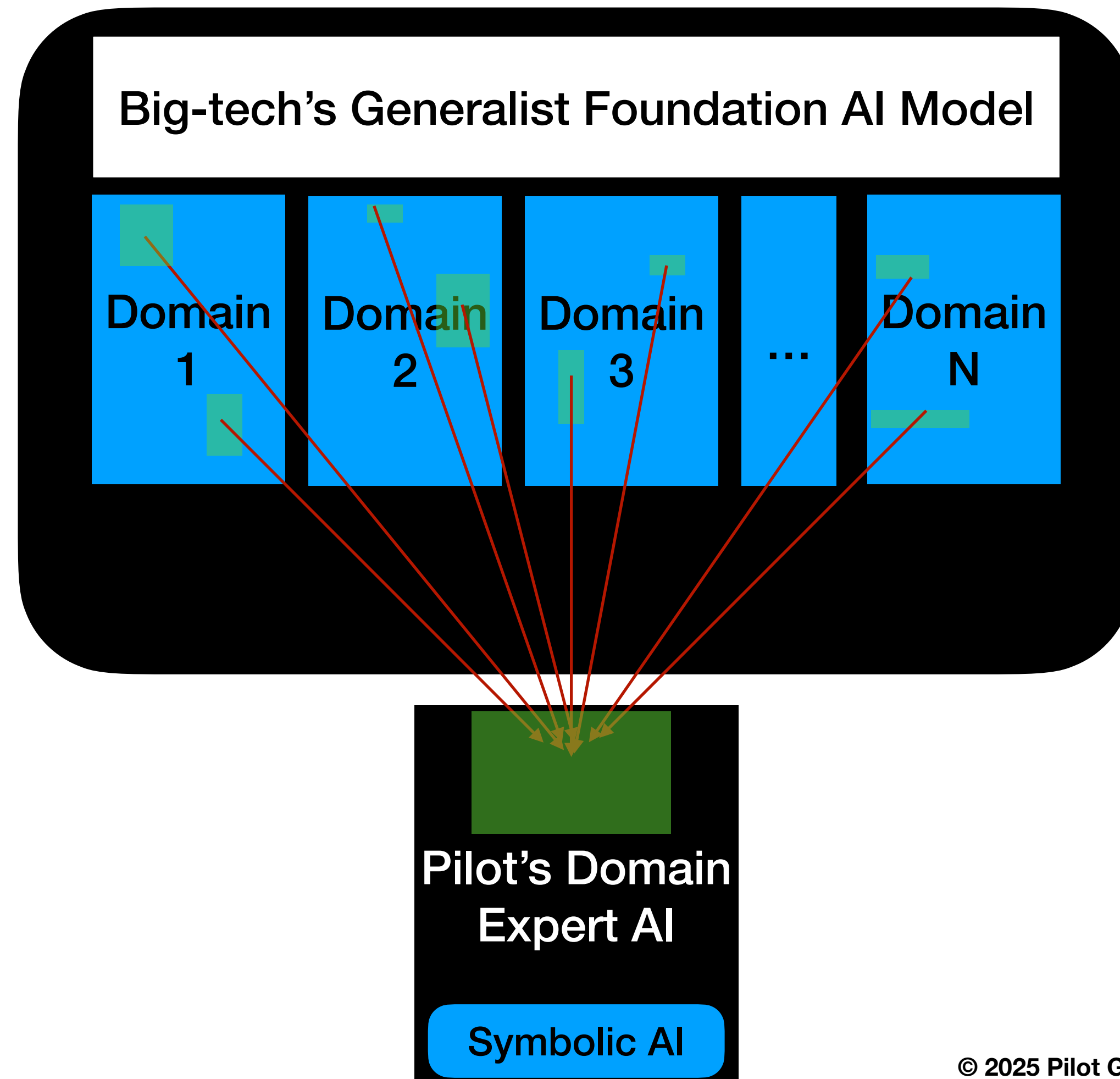
Pilot Generative AI: Ready for Scale

Invest in a company with:

- **Product-Market Fit (EddyAI Group)**
- **Technological Moat (NSAI Explainability)**
- **Massive Potential (Defense & Health Entry)**
- **Next Steps: Let's schedule a deep-dive on the technical architecture and the EddyAI pipeline conversion strategy.**

Pilot's Domain-Expert Focus

No Jack-of-all trades here



- Pilot Gen AI is not part of the AGI race.
- Pilot creates genuine, reliable, self-improving AI expert models.
- LLMs are only part of Pilot's methods. Symbolic AI and machine learning create stability, reliability and explainability within these systems.
- Pilot's AI solutions are small, smart, adaptable, explainable.