

Consono Executive Summary

Dynizer an AI-SAAS platform for Data Analytics as a Self-Service
Analyzing Un-Structured Data and Linking to Structured Databases



Consono

Michaël Brands, Founder - CEO



Michaël Brands, inventor, and serial entrepreneur is a master's graduate in literature and linguistics, a master's in philosophy and postgraduate degree in Computer Linguistics. Michael is holder of six patents all related to the subject of efficient agnostic data analysis.

Having set out with Lernout and Hauspie Speech Products as a language specialist, Michaël successfully started and grew the Belgian software-company, i.Know, which developed a domain agnostic multilingual engine for semantic text analysis. i.Know was bought in 2010 by the American database management platform vendor, InterSystems, of Boston (USA).

He created Consono in 2014 together with Paul Matthys.

consono

History of Consono

Consono was founded by Michaël Brands and Paul Matthys as Dynactionize n.v. in 2014. It began with a core development team in Europe and a testing team in India. The company's name Dynactionize was changed to Consono at the end of 2019. By 2021 Consono's team had grown to an international group of more than 30 experts with the head office in Antwerp and subsidiaries in UK, Austria, India, with a UI development team in Spain and with business developers in Belgium, The Netherlands and Luxembourg.

Product: dynizer

The Dynizer is a patented semantic data platform that automatically analyzes the narrative content in documents and links it to the data already within databases. This not only significantly speeds up the most difficult and risky step all data

projects must overcome – data integration and preparation – but also substantially improves the usability and quality of the data it makes available.



The Dynizer automatically reveals connections in the data that would otherwise need adding to the model by human intervention.

At its core, the Dynizer uses a unique combination of Artificial Intelligence (AI), Natural Language Processing (NLP), and semantic abstraction to connect data from the different models and document forms.

For all this, it retains a small, high-performance footprint by intelligently deduplicating recurring data.

The Dynizer bridges the gap between documents, data warehouses and data lakes and provides extremely easy access to all this data, which means that in many cases end users can self-start with the data they need.

Almost every organization has large volumes of documents, emails, presentations which hide a wealth of information.

To make real use of this information, it is necessary not only to identify the precise nature of the data hidden inside, such as names, places, organizations, etc., but also their context, mutual connections, and any associated emotions. The Dynizer automates this process and makes the results readily available.

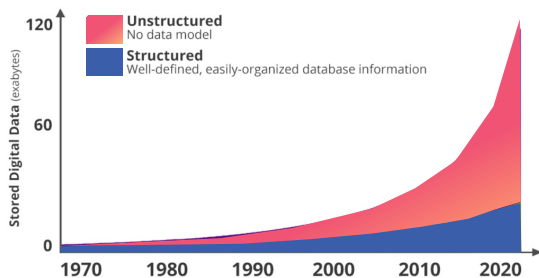
To fully exploit the real value of the narrative data from documents, it is also essential to combine them with the data that is already available in databases. The Dynizer simplifies the two key steps needed to make this combination: firstly, by bringing together the information from the relevant databases and secondly, creating the link between the formal and the document data.

As a patented data solution, the Dynizer combines its integrated NLP (natural language processing and AI (artificial intelligence) into the defining functionalities of a data warehouse, a data lake and of data virtualization.

The Market for Dynizer

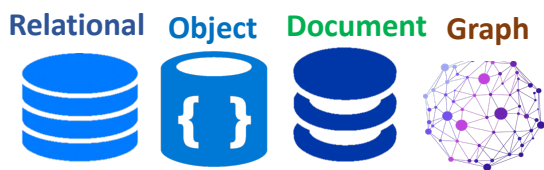
Structured and UnStructured Data

When people talk about data, they're usually only thinking about structured data, but that's only 20% of the data they hold - and they're spending 80% of their budget trying to make use of it.



Structured data are kept within Databases. They can be described as a What, they are rational. It is IQ.

Databases



Unstructured data comes in multiple formats: Text, PDF, Word, PPT, social media, FB, Twitter, chat box, email, helpdesk, audio, video, images, archives, annual reports, patient notes, visit reports, inspection reports, contracts, meeting minutes, proposals, legislation, regulation. They are more likely a why and a how. They are full with emotions, processes and justification. They are narrative. It is EQ. Unstructured data is also described as Big Data



Unstructured Data

Master Data Management (MDM)

Master Data Management is defined by Gartner as a technology-enabled discipline in which business and IT work together to ensure the uniformity, accuracy, stewardship, semantic consistency and accountability of the enterprise's official, shared master data assets.

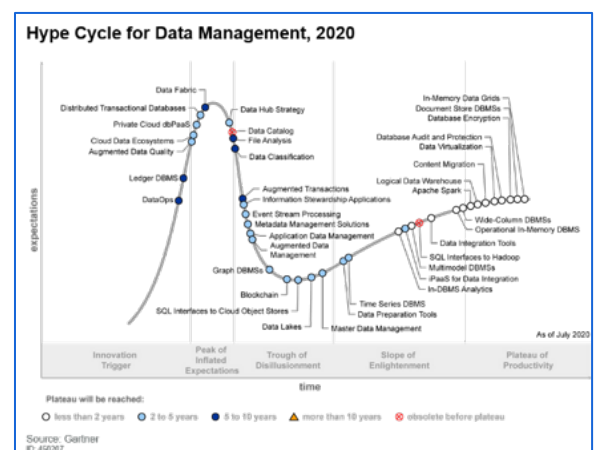
By 2022, over 75% of centrally organized analytics programs will be replaced by a hybrid organizational model that shares power with local domain data and analytics leaders.

By 2023, composable decisions that leverage a data fabric will reduce operational costs and accelerate time to insight by 20%, while improving explainability.

By 2025, 50% of enterprises will have devised artificial intelligence (AI) orchestration platforms to operationalize AI, which is a significant increase from less than 10% in 2020.

Gartner identified by keyword search the following trends in the market. Most of the search for data management comes from Banking Finance and Insurance companies closely followed by Government and Manufacturing.

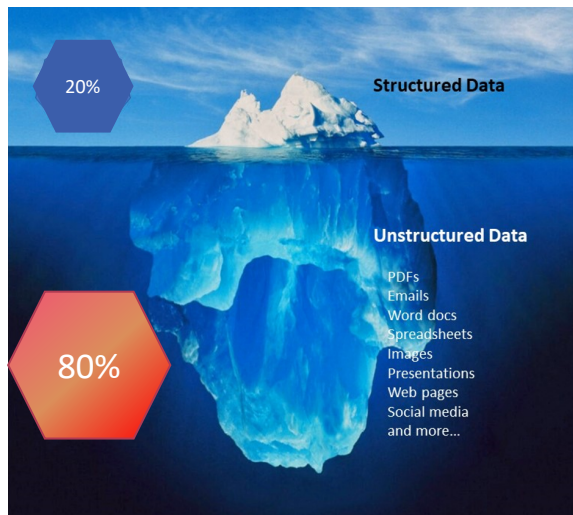
Gartner's Hype Cycle for MDM



Go to market

Market of Structured and Un-Structured Data

Structured data presents only 20% of all data. The 80% of unstructured data is rapidly increasing and hardly used.



Market Segmentation

Consono's divides the market of data management through:

Industrial segmentation

Following their pain points in data handling:

1. Government -> Pseudonymization
2. Finance & Insurance -> Compliance
3. Healthcare & Pharma -> Privacy & GDPR

Data Entry segmentation

- Enterprise Data Integration
- Big Data Integration
- Data Efficiency Management

Target market overall Criteria

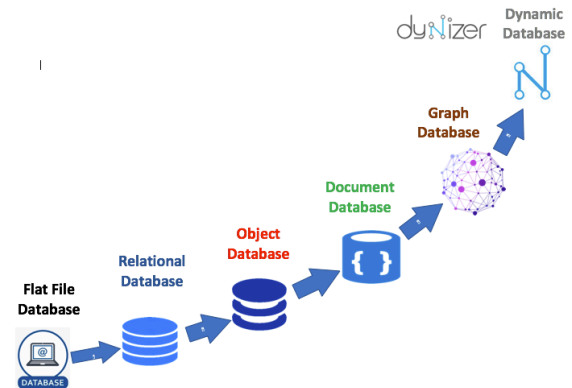
- Multiple large and complex databases
- Unstructured data in documents
- Many customers
- Budget

Kind of Data

- Unstructured data (Databases)
- Unstructured data (Documents)
- Combination of the two

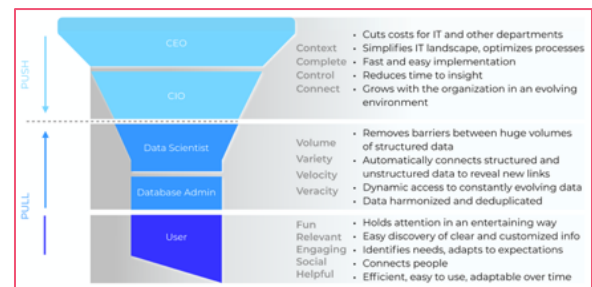
Market messages of the Dynizer

Dynizer is the next step in the evolution of data technologies; in effect taking data beyond the database.

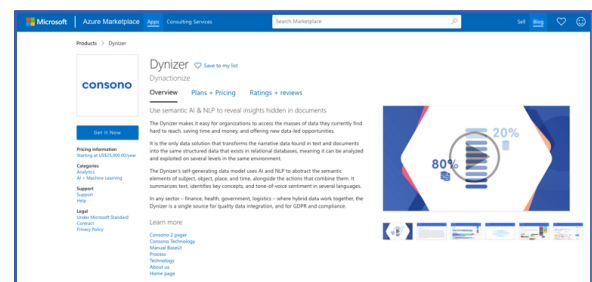


Different messages to different users

Consono has different messages will be conveyed to different decision-makers and influencers at the level of CEO, CIO, Data Scientist, and Database Administrator.



Dynizer on Microsoft Azure Marketplace.



Partner Alliances

Indirect Sales through Partners

Consono established a network of medium sized European system integrators, starting with outsourcing implementation closed followed by co-selling.

To reduce the time lapse between initial contact and signing contract and to lower Cost of Acquisition, Consono will also orient its sales from direct to indirect through System Integrators and Technology Providers.

Indirect sales is currently 20% of the business and will evolve to 70%.

Consono's go to market is focused on partner sales through:

1. Value Added Resellers

Lyncx.md, Semantic Arts, Daltex, ...

2. System Integrators

Cronos, Enetum-RealDolmen, ...

3. International Consultants

Accenture, Deloitte, Gapgemini, PWC, ...

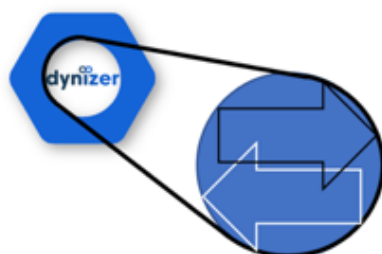
4. Technology Providers

Oracle, Microsoft, ...

Partner Program

Consono worked out a Partner Program where the following 5 aims are integrated:

1. Low upfront Investment
2. Extended service opportunities
3. Quick payback period
4. Special pricing of license fees
5. Partner incentives



25% increase in
productivity for
data scientists

Implementation Model

The methodology of implementation of the Dynizer is extensively described in Consono's 5 steps Strategic Data Canvas inspired by and based on:

- Principles of DMBOK
- Analysis of causes of projects failure
- Our team's many years of data experience

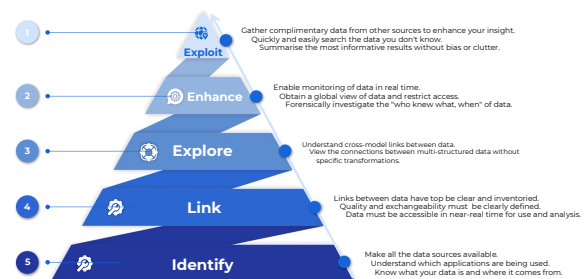
Strategic Data Canvas Methodology

Technology's one thing, but if you don't have the methodology to implement it in the appropriate way, it will fail.

Consono has developed their own methodology -the Strategic Data Canvas- which use the principles of the Data Management Book of Knowledge, which is seen as an industry standard.

Consono's Strategic Data Canvas enables its partners to implement the Dynizer in five consecutive steps:

1. Connect & Unlock
2. Link & Use
3. Explore & Understand
4. Enhance & Apply
5. Exploit & Strategize



Each step demands specialized data experts:

1. Data Engineers make connections
2. Data Architects implement models
3. Data Visualization design dashboards
4. Data Scientists upgrade data quality
5. Strategic data experts analyze the data

Pricing Model

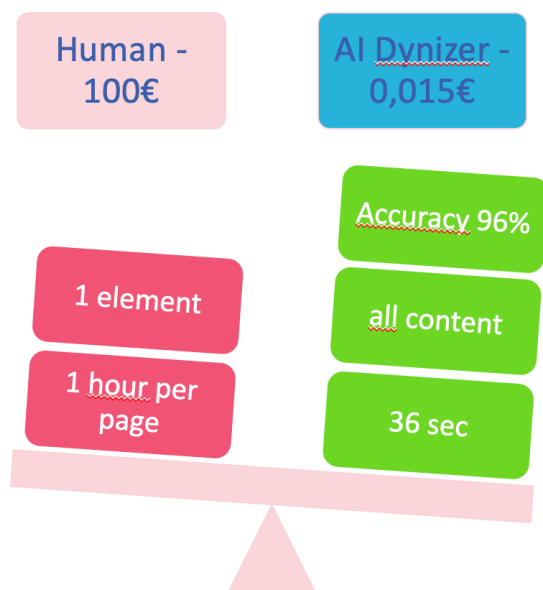
Consono's Pricing Model is kept simple and is based on the principles of the analytical management of Big Data. Consono's license pricing model is based for Structured data on the number of records and for Un-Structured data on the number of documents.

A document is defined as a text of maximum 1,000 words.

A license is for 3 years split in a yearly fee calculated on the used volume.

ROI

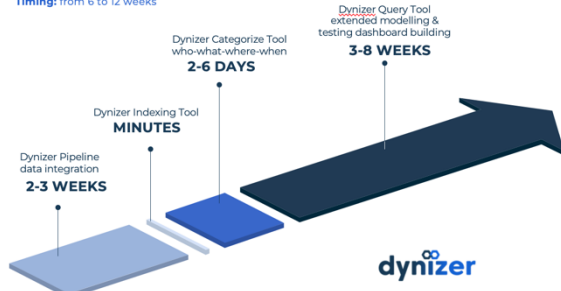
Analyzing a textual document of 1.000 words takes about 2 hours for manual treatment as where it takes only 36 seconds for the Dynizer with a UGent-verified accuracy of 96%.



Delivery & Implementation

Fast implementation without copying in 12 weeks.

Timing: from 6 to 12 weeks



Customers as a Reference



For Arbo Unie, a Dutch health and safety service company based, Consono built several integration solutions to help Arbo Unie support its daily operations.



For Cevi, a market-leading software company supporting infrastructure across municipalities, Consono built a new document management solution that serves a range of social services.



For Tertio, a Flemish Catholic opinion weekly magazine, Consono upgraded their archive with a fully automated solution that will make it more user-friendly for journalists and more accessible for subscribers.



For Acta Marine, a maritime support provider with a versatile fleet of over 30 vessels, Consono built a central message broker that facilitates the communication between applications both onshore as on vessels.



At the Court of Appeal of Antwerp, Consono installed a system that converts judgements into a fully searchable database that is fully compliant with GDPR legislation.



ACV Puls, a trade union federation, uses the Dynizer to seek answers confronting workers in their relationship with employers. It allows full GDPR compliant anonymizing and profiling of people and organizations.



For the National Company of the Belgian Railways (NMBS), Consono developed a new data management solution that improves network planning by integrating several separate databases into one comprehensive, integrated system.

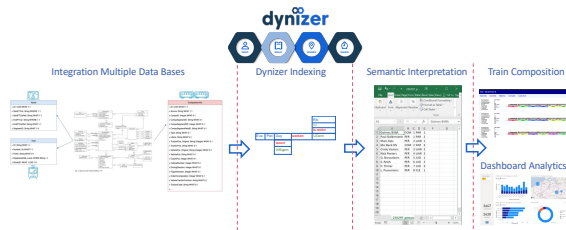
Use Cases

Structured Data:

Input Validation & Automation at NMBS through integrating multiple databases to improve train composition at the Belgian Railways – Ypto



For the Belgian Railways (NMBS) Consono developed a new data management solution that improves network planning by integrating several separate databases into one comprehensive, integrated system.

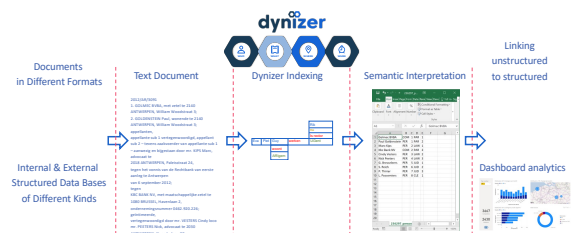


Structured & Unstructured Data:

Hybrid Integration of data out of Unstructured into Structured data



For Cevi, a market-leading software company supporting infrastructure across municipalities, Consono built a new document management solution that serves a range of social services.



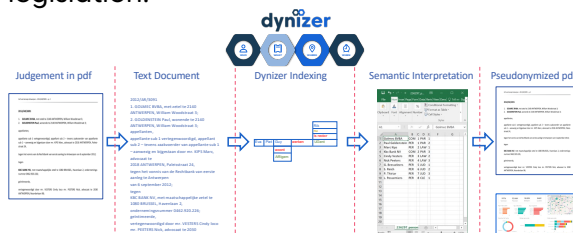
Unstructured Data:

Output information: pseudonymization, sentiment & Risk analysis, through intelligent access to anonymized judgement content.



Collège des cours et tribunaux
College van de hoven en rechtbanken

At the Court of Appeal of Antwerp, Consono installed a system that converts judgements into a fully searchable database that is fully compliant with GDPR legislation.



Technology

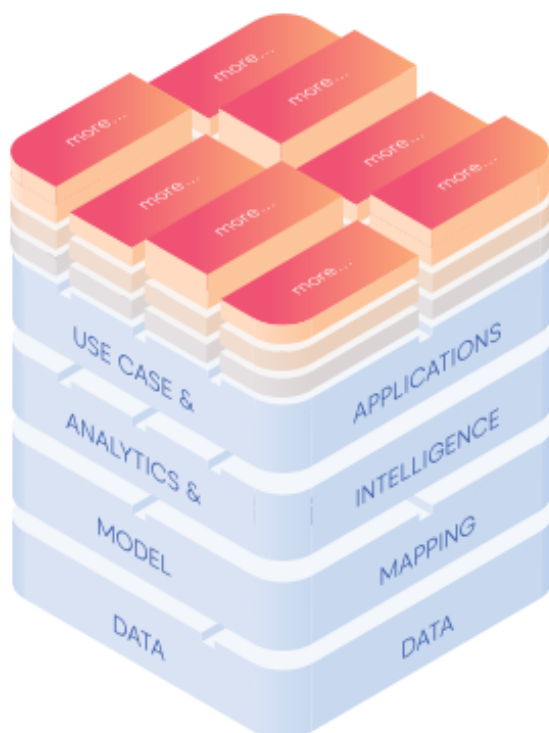
In house developed

The Dynizer is unique among data management technologies. Where others focus only on data management, data virtualization or data integration - the Dynizer harmonizes data into one universally useful resource. Its patented technology can virtualize, integrate and manage data of all types, from any source, to make it useful in any application.



The Dynizer handles unstructured, semi-structured and structured data in exactly the same way without restricting data to its original structure or data modelling.

Key to the technology is its ability to characterize any data from any source as one of four essential elements: People, Things, Places or Locations; Times or Dates. Simply put: Who, What, Where, When.



Patented



Dynizer it is protected by European patents EP 3 249 557 B1, EP 3 499 379 B1, and pending patent application EP 3 805 956 A1, as well as US patents US 10 437 872 B2 and US 11 068 459 B2.

Patent 1: Storage

The first patent describes the use of universal semantic categories (who-what-where-when) in combination with bit matrices to model and store data.

Patent 2: Querying

The second patent describes the unique way in which the Dynizer uses the combination of who-what-where-when as universal semantic categories and the representation of the context specific links between the members of these categories by means of a series of bit matrices to solve simple and complex queries.

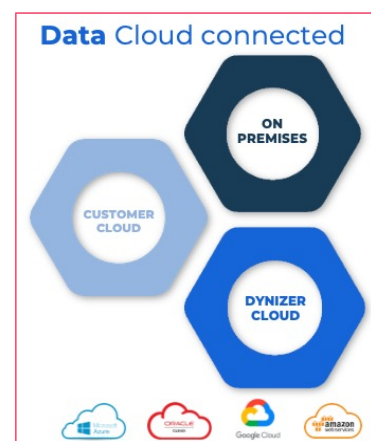
Patent 3: Object modelling

The third patent describes a technique to combine data that is not stored in the Dynizer with data represented in the Dynizer and to construct data objects that allow to access the data in an object-oriented way without needing to change the underlying data model in the Dynizer.

Dynizer, an AI-SAAS as a Self-Service

Dynizer is an AI-SAAS platform for Data Analytics as a Self-Service, analyzing Un-Structured Data and Linking to Structured Databases.

Dynizer can be used as a cloud service or can be installed on premises.



Team

International organization

In 2021 Consono's team had grown to an international group of experts with head office in Antwerp and subsidiaries in UK, Austria and India with a UI developer team in Spain and with business developers in The Netherlands and in Luxembourg. As the company is still young and informal, a functional structure has been established for further growth.



Dynamic and Flexible

- Works with you to identify your data problem then helps you solve it
- Talks the language of data
- Knows data, knows business, knows people
- Small in number, big in talent, huge in experience
- Does data differently
- Is receptive, responsive, resourceful
- Ready to take you on a journey to efficient data
- Puts Who, What, Where & When in How & Why
- Believes easy-to-use data that connects people
- Adapts expectations and teaches something new.
- Has a CEO who says he 'sees words as numbers'

Functional Structured

As the company is still young and informal, a functional structure has been established for further growth.

| Michaël Brands | | | | | | | | | |
|---|--------------------|-----------------|-------------------|---|-----------------|-------------------|------------------------|-------------------------------|--------------------|
| Florian Lechner | | | Vincent De Preter | | Geert Berckmans | | | Patrick Lemmens | |
| Product Development | | Testing | | Deployment & Deliv. | | Sales & Marketing | | | Finance & Funding |
| Head Developers | Assistants | Junia Antony | | Project & POC | | Pres Sales | Sales | Marketing | Administration |
| Hugo Janssen AI & NLP | Maarten Doclo | Anjana Krishnan | Clyde Correya | Cloud engineer (tbh) infrastructure | | Michaël Brands | Romain Verstraeten | Roy Williams copy writing | Diedrik Herbert |
| Enzo Brands integration & deployment | Bart Steyaert | Linda Gonsalves | Aswin Prasad | Data Scientist (tbh) Business Intelligence | | | Junior Sales tbh | Urban Lemmens inside sales | Ratheesh Babu |
| Jordan de Braekell user interface (UI) | Laurens Wissels | Naveen Thomas | Vishnu A | orchestration | | | Partner contact tbh | Junior marketeer tbh | |

Management Team



Michael Brands, CEO

Master in linguistics, philosophy & IT
IT - Language specialist @ L&H
Founder of i.Know (2002)
Sold i.Know to InterSystems in 2010
Founded Consono in 2014
Holder of six patents



Geert Berckmans, CSO

Bachelor in Computer Science
Develop Direct & Indirect
sales strategy Implementation
& execution of sales
Hires, develops & coaches
the S&M team



Vincent De Preter, COO

Master in Advanced Business Management
Responsible for project delivery,
management & organization
Specialist in Dynizer
Microsoft Azure &
PowerBI implementation



Patrick Lemmens, CFO

Civil Engineer & Master in Applied Economics
Responsible for daily financial management,
rolling forecast & strategy

More than 30 years' experience
in Finance and Venture Capital



Florian Lechner, CTO

Master in Communications Engineering from the Höhere
Technische Bunde- und Versuchsanstalt, Innsbruck.

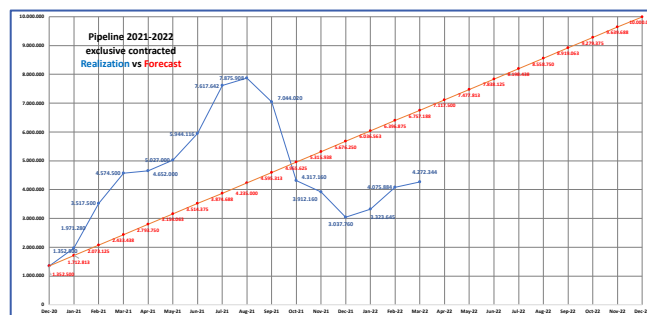
He gained experience as a software developer in different
Austrian companies.

He joined Consono at the start in 2014 as CTO.

Pipeline

Since the end of 2020 Consono's pipeline is built up to an extend of 4,7 M€ of which 1,9 M€ of Suspects and 2,7 M€ more sustainable.

The more sustainable part is weighted over Lead (5%), Prospect (10%), Meeting (20%), Demo (30%), (BANT (50%), POC (75%), Proposal (80%), Selected (90%) and Contracted (100%) to reach a forecasted revenue for 2022 of 1,3 M€.



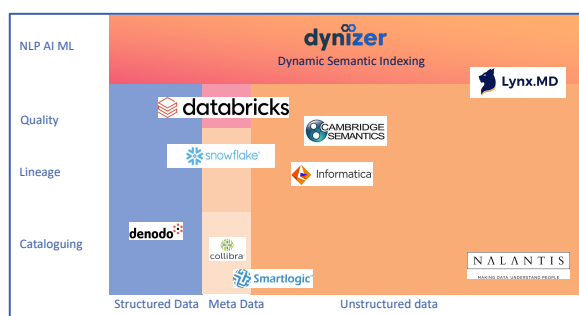
| Stage | Lead | Prospect | Meeting | Demo | BANT | POC | Proposal | Contract | Total | Total |
|--|----------------|----------------|----------------|----------------|---------------|---------------|----------------|----------------|------------------|------------------|
| Weighted | 5% | 10% | 20% | 30% | 50% | 75% | 80% | 100% | Pipeline | Weighted |
| Sparkle | | | | | | | | 165.000 | 165.000 | 165.000 |
| Arbo Unie | | 150.000 | | | | | 182.344 | 113.674 | 446.018 | 274.549 |
| Cevi | | | | | | | | 112.335 | 112.335 | 112.335 |
| Acta Marine | 100.000 | | | | | | | 36.300 | 136.300 | 41.300 |
| Tripwire Solutions | | | | | | | | 26.220 | 26.220 | 26.220 |
| VMM | | | | | | 50.000 | | 13.200 | 63.200 | 50.700 |
| Tertio | | | | | | | | 1.200 | 1.200 | 1.200 |
| Belgische Justitie | | | | | | | 600.000 | | 600.000 | 480.000 |
| Schelstraete Delacourt Associates | | | | | | | 25.000 | | 25.000 | 20.000 |
| Timmerman EHS | | | | | 25.000 | | | | 25.000 | 12.500 |
| Atradius | | | | 25.000 | | | | | 25.000 | 7.500 |
| CM gezondheidsfonds | | | 25.000 | 25.000 | | | | | 50.000 | 12.500 |
| De Nederlandsche Bank | | | | 25.000 | | | | | 25.000 | 7.500 |
| Lynx | | | | 25.000 | | | | | 25.000 | 7.500 |
| Inetum-Realdolmen | | 25.000 | 50.000 | | | | | | 75.000 | 12.500 |
| UZ Gent | | | 50.000 | | | | | | 50.000 | 10.000 |
| Universiteit Gent | | | 25.000 | | | | | | 25.000 | 5.000 |
| Oracle | | 25.000 | 25.000 | | | | | | 50.000 | 7.500 |
| Vlaamse overheid | | | 25.000 | | | | | | 25.000 | 5.000 |
| argenx | | | 25.000 | | | | | | 25.000 | 5.000 |
| Galapagos | | | 25.000 | | | | | | 25.000 | 5.000 |
| Katholiek Onderwijs Vlaanderen | | | 25.000 | | | | | | 25.000 | 5.000 |
| Korian Group | | | 25.000 | | | | | | 25.000 | 5.000 |
| Lotus Bakeries | | | 25.000 | | | | | | 25.000 | 5.000 |
| BOSA - Beleid en Ondersteuning | | 100.000 | | | | | | | 100.000 | 10.000 |
| VDAB | | 100.000 | | | | | | | 100.000 | 10.000 |
| European Parliament | | 50.000 | | | | | | | 50.000 | 5.000 |
| Atlas Copco | | 25.000 | | | | | | | 25.000 | 2.500 |
| Boortmalt | | 25.000 | | | | | | | 25.000 | 2.500 |
| DXC Technology | | 25.000 | | | | | | | 25.000 | 2.500 |
| imec | | 25.000 | | | | | | | 25.000 | 2.500 |
| Iantana.be | | 25.000 | | | | | | | 25.000 | 2.500 |
| Nipro Europe NV | | 25.000 | | | | | | | 25.000 | 2.500 |
| Indra | 100.000 | | | | | | | | 100.000 | 5.000 |
| European Union | 50.000 | | | | | | | | 50.000 | 2.500 |
| Nokia | 50.000 | | | | | | | | 50.000 | 2.500 |
| AG Insurance | 25.000 | | | | | | | | 25.000 | 1.250 |
| Deloitte | 25.000 | | | | | | | | 25.000 | 1.250 |
| FOD Volksgezondheid | 25.000 | | | | | | | | 25.000 | 1.250 |
| Pipeline Total exclusive Suspects | 375.000 | 600.000 | 325.000 | 100.000 | 25.000 | 50.000 | 807.344 | 467.929 | 2.750.273 | 1.337.554 |

Competition

Direct competition

Direct competition for Dynizer doesn't really exist because Dynizer is a unique and patented product with a unique set of features.

However with respect to Dynizer's functionalities for structured data integration, Dynizer is compared quite a number of times with well-known and established vendors such as databricks, Snowflake, denodo.



But what Dynizer sets apart from them is the ease to create data models and use the data enabled by its semantic Who-What-Where-When instruments.



At the level of Dynizer's functionalities for unstructured data different, rather small and recent players, show up. Often these companies are specialized in specific industries. What they all have in common is that they're using NLP and AI to extract series of specific predefined entities from those documents.



Unique Selling Proposition (USP)

What differentiates Dynizer from other market players are the following elements:

Dynizer is generic, not domain specific.

Dynizer does not lose information by identifying Who, What, Where and When and can couple this W-W-W-W extraction with any existing domain specific interpretation models (e.g. ontologies, dictionaries etc).

Dynizer uncovers and stores the links between the who's, what's, where's and when's so that the system automatically builds the model and doesn't suffer from the limits of predefinition.

Dynizer automatically links the relevant content of the document to the available structured information

Dynizer makes all the features it generates during the WWW-discovery process, available to the user by simple SQL.

This is a big advantage for data scientists because Dynizer can highly automate the most time consuming, risky, labour-intensive and ever recurring part of any AI-project which is data analysis and preparation.

What sets us apart from any competitor is the unique and automated way of integrating and connecting unstructured and structured data and making it accessible via standard SQL.

Shareholding & Board

Shareholding

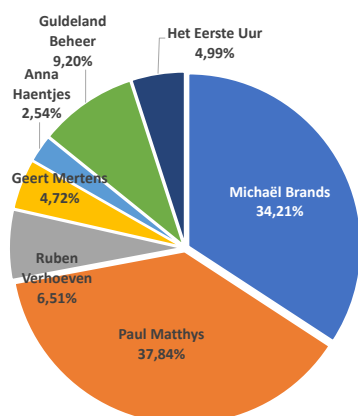
Dynactionize was founded in 2014 by Michaël Brands and Paul Matthys.

Several capital increases resulted end of march 2022 in a capital of 5,5 M€ and 400 K€ of subordinated shareholders loans.

| Shareholders | Shares | Share | Invested | Loans | Total | Valuation |
|------------------|--------|---------|--------------|---------|--------------|---------------|
| Michaël Brands | 16.597 | 34,21% | 1.704.898,15 | 50.000 | 1.754.898,15 | 4.983.311,37 |
| Paul Matthys | 18.355 | 37,84% | 1.898.241,71 | | 1.898.241,71 | 5.017.025,42 |
| Ruben Verhoeven | 3.156 | 6,51% | 333.344,00 | 50.000 | 383.344,00 | 5.123.949,32 |
| Geert Mertens | 2.290 | 4,72% | 526.251,57 | 50.000 | 576.251,57 | 11.148.260,33 |
| Anna Haentjes | 1.234 | 2,54% | 318.659,49 | | 318.659,49 | 12.527.398,04 |
| Guldeland Beheer | 4.461 | 9,20% | 650.067,99 | 250.000 | 900.067,99 | 7.069.289,02 |
| Het Eerste Uur | 2.419 | 4,99% | 87.753,00 | | 87.753,00 | 1.759.848,51 |
| Consono | 48.512 | 100,00% | 5.519.243,90 | 400.000 | 5.919.243,90 | 5.519.243,90 |

During the several capital increase four new Business Angels joined the shareholding.

The company “Het Eerste Uur” was incorporated as an option plan for the management and key employees.



Dynactionize Shareholders 18/03/2022

Consono's Board of directors

Michaël Brands
executive director

Paul Matthys
President of the board
Former CEO of Arcelor Mittal (Sidmar)
Former Chairman VDK Spaar Bank

Ruben Verhoeven
Board member
Former Managing Partner at McKinsey & Company

Geert Mertens
Board member
Management consultant EMEA at Johnson and Johnson

Consono's Advisory Board

Prof. dr. ir. Guy De Tré
Professor Department of
Telecommunications and Information
Processing UGent

Prof. Toon Abcouwer
Lecturer at University of Amsterdam
Researcher on information management

Prof. Dr. Dany Jaspers
Associate Professor at VLEKHO-Brussel
(Vlaamse Economische Hogeschool).

Investment for growth

Financing accelerated growth

Consono expects sales to grow organic from 2 M€ in 2022 to 3,5 M€ in 2023 and 7 M€ in 2024.

For accelerating this growth in 2023-2024 with an extra 5 M€, Consono wants to invest 5 M€ in Sales & Marketing.

Building Sales team and Sales channels

To reduce the time lapse between initial contact and signing contract and to lower Cost of Acquisition, Consono will orient its sales from direct to indirect through System Integrators, International Consultants and Technology Providers. Indirect sales is currently 20% of the business and will in time evolve to 70%.

Consono established already a network of medium sized European system integrators, starting with outsourcing implementation closed followed by co-selling.

Sales team will evolve to an international oriented network, starting from out of the Netherlands, over the Nordic Countries further on to the UK.

Marketing through Events and Social Media

Throug positioning Michaël as the guru of AI-NLP-ML in data management of Un-structured data through speaking and participating at international data analytic events, Consono wants to become the recognized expert in the field.

Being recognized by Gartner as a niche player in their Magic Quadrant and as a challenger by Forrester's on their Wave of Master data Management.

Further upscaling of Consono's and Michaël's presence on social media as LinkedIn, Twitter, etc through consistent content posting.

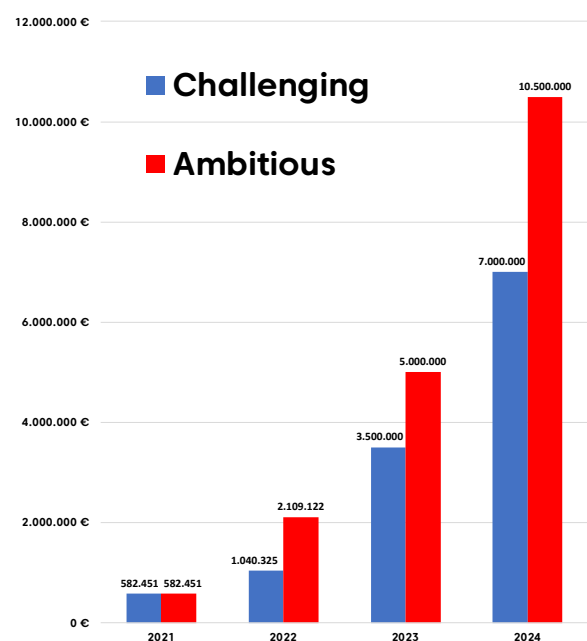
Turning Consono's website into a dialog platform with partners and (potential) customers.

Business plan in figures

Sales Evolution 2022 - 2026

Consono heavily invested in building partnerships with System Integrators, Technology and Solution Providers. We expect sales to reach 2 M€ in 2022 growing to 3,5 M€ in 2023 and 7 M€ in 2024.

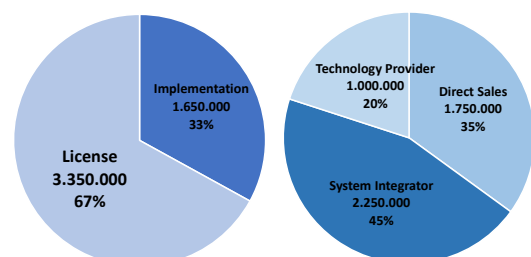
For accelerating this organic growth, Consono wants to invest 5 M€ to increase the expected revenue in 2023 and 2024 with an extra 5 M€.



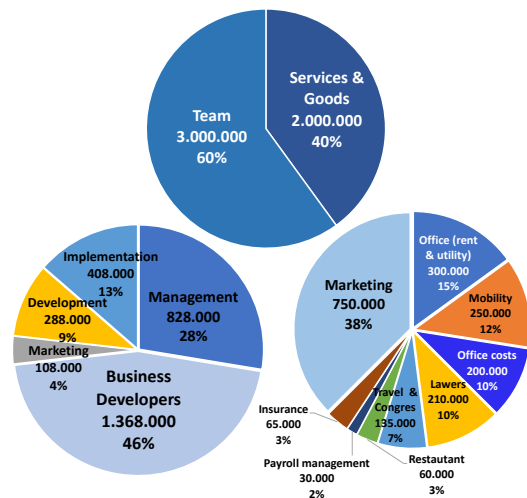
The extra revenue of 5M € will be expected to be split in:

License: 3.350 K€
Implementation: 1.665 K€

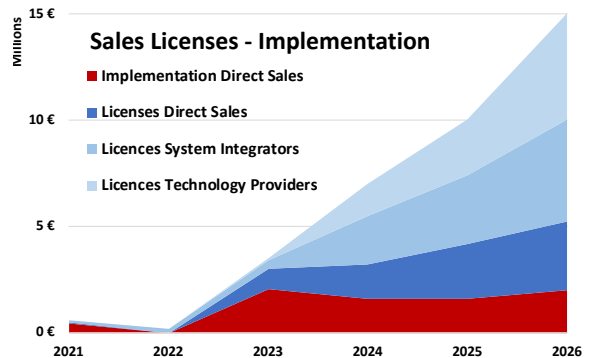
Direct Sales: 1.750 K€
System Integrator: 2.250 K€
Technology Provider: 1.000 K€



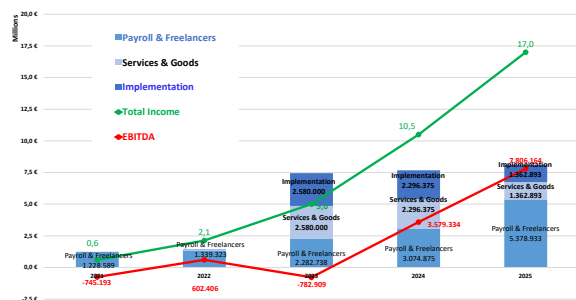
The amount of 5 M€ will be invested mainly in Sales & Marketing.



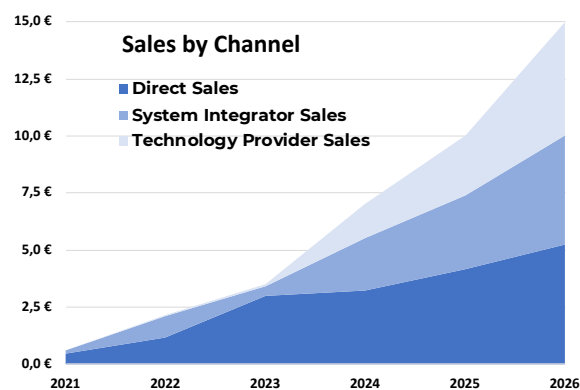
Consono's ratio Licenses vs Implementation evolves over the coming years from major part implementation to major part licenses.



In 2024 Consono's Ebitda will be positive.



Consono's ratio Licenses vs Implementation evolves over the coming years from major part direct to major part indirect sales.



Consono's internationalization will slowly start in 2023 and will grow further in line with the investment in the sales channels.

Value Proposition

Market

Big Data analyzing became a top priority
Huge & Growing fast
Un-Structured at a rate of 50% yearly
GDPR & Compliance are big issues

Solution

Semantic & Dynamic: AI & NLP
WWW & Actions
Linking Structured & Un-Structured
Generating Insights
Flattens the learning curve
Complementary to existing technology

Technology

Patented: 3 granted & 3 pending
Scalable
Performant

Team

Seasoned Management Team
High Performing Development Team

Sales

Focussed on 3 segments:

Government & Institutions
Finance & Insurance
Healthcare & Pharma

Spit into

Direct : 20%
Partner : 80%

Spread over

License : 80%
Service : 20%

Exit Candidates



For more information

Read Michaël's book

Data Harmonization in the Key of C
(or How to Tune Your Data)

Download our Strategic Data Canvas

The Consono mini guide to optimize your Master Data Management

Ask for a demo

The functionalities of the Dynizer can be shown on our in-house available data.

Ask for a Proof of Concept

For explaining what Dynizer can present for your data analytics Consono can work out a proof of concept in 1 to 2 weeks.

Buy Dynizer on Microsoft's Azure Marketplace

Dynizer can be purchased through Microsoft's contracts with its large customers or can be downloaded directly.

Don't hesitate to contact us

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