

# Meetra AI

Future of Remote Work with  
Conversation Intelligence 2.0



Andy Dobrucki – Founder/CEO

May 6, 2023

87% OF RESPONDENTS  
STATED THAT REMOTE WORK  
OPTIONS IMPROVED THEIR  
OVERALL WORK-LIFE  
BALANCE

64% OF WORKERS WOULD  
CONSIDER QUITTING IF ASKED  
TO RETURN TO THE OFFICE  
FULL-TIME

**REMOTE  
IS THE  
FUTURE**



# WHY IS IT FAILING THEN ?



ALICE  
LEADER

I want in-person interaction that cannot be measured by productivity alone



JOHANN  
DEVELOPER

I feel **dis**connected from the culture and its people

Executives believe 2 out of 3 workers will quit because of feeling disconnected



Source: Global Survey of Working Arrangements  
19,027 respondents



# HOW DISCONNECT HAPPENS

**ALICE** LEADER  
Talks A LOT  
Fear of taking  
feedback

**NEELA**  
Has bad internet  
Afraid of losing job



**DARRYL**  
Low energy  
Internal struggles

**JOHANN**  
Feels unheard  
Introverted

**LANEY**  
Tunes out,  
thinks of quitting



DISENGAGEMENT / BURNOUT / QUIET QUITTING





# MEETRA AI

HUMAN INTERACTION ANALYTICS  
FOR THE FUTURE OF REMOTE WORK

**1 INVITE MEETRA BOT TO ZOOM / MEET**

**2 DO YOUR TEAM MEETINGS AS ALWAYS**

**3 GET LEADERSHIP RECOMMENDATIONS**



**INVITE MEETRA BOT. AI WILL DO THE REST.**

Meetra AI | active.address@domain.com  
Organisation Name ▾

Performance trends of [all meetings](#) ▾

Sentiment <b>64%</b> ↓ 8,3%	Energy <b>59%</b> ↓ 8,3%	Balance <b>64%</b> ↑ 8,3%	Interactions <b>64%</b> ↓ 8,3%	Quality <b>64%</b> ↓ 8,3%
-----------------------------------	--------------------------------	---------------------------------	--------------------------------------	---------------------------------

21 dec 25 dec  
last 30 days ▾

Meetra AI | active.address@domain.com  
Organisation Name ▾

[+ analyse a new meeting](#)

### Leadership AI recommendations

MEETING	INSIGHT	ACTION
Dev daily at 10 am +2	Jeanne is being less active recently. Perhaps she's having hard time?	<a href="#">Schedule One on One</a>
MKT planning at 2:45 pm 	Tammy and Pete have no interactions during meetings.	Invite them to work together on a small project
Dev daily at 10 am +2	Most interactions are towards the leader.	Improve self-organisation with these <a href="#">simple techniques</a>

### Technical

Internet interruptions and webcam off happens more often recently  
[remind your team](#)

Bad audio quality for 3rd time in a row with 1 user  
[Notify the participant](#)



# EXECUTIVE DASHBOARDS FOR CEOs

MONITOR ENTIRE ORGANISATION FROM ONE CONTROL CENTER

AI active.address@domain.com Organisation Name ▾ + analyse a new meeting

### Organisation Overview

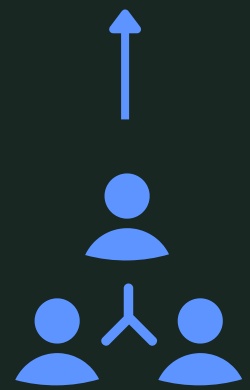
sort by: trends decreasing ▾

TEAM	PARTICIPANTS	SENTIMENT	ENERGY	BALANCE	INTERACTIONS	ALERTS
Product		↑ 2%	↑ 2%	↓ 5%	↓ 2.8%	
Research	+2	↑ 2%	↑ 2%	↓ 5%	↓ 2.8%	
<b>INSIGHT</b>		<b>ACTION</b>		<b>MEETING</b>		
Most interactions are towards the leader.		Improve self-organisation with these <a href="#">simple techniques</a>		Dev daily (17-03-2023) >		
Too low meeting attendance for 3 weeks in a row		<a href="#">reschedule the meeting</a>		Dev daily (18-03-2023) >		
Marketing		↑ 2%	↑ 2%	↓ 5%	↓ 2.8%	
Customer Service		↑ 2%	↑ 2%	↓ 5%	↓ 2.8%	



## WELL-BEING DASHBOARDS FOR HR

**BURNOUT ETC  
PSYCHOLOGICAL FLAGS  
THAT REQUIRE ATTENTION  
AND/OR TRAINING**



Own Network of Consultants and Coaches



# CONVERSATION MEMORY AND MAPPING

## MEMORY

- Full transcripts
- Topics Cloud
- Meeting Synopsis
- Key Speaker Points
- Speaker Summaries
- Question Tracker

## COLLABORATION

- annotate
- mention
- share
- search

## INTERACTION

- map org conversations
- jump through topics
- who talks about what
- heated topics?

The screenshot displays a web interface for meeting analysis. At the top, it shows the user's email 'active.address@domain.com' and a dropdown for 'Organisation Name'. A button '+ analyse a new' is visible in the top right. The main content area is titled 'Dev daily (17-02-2023)' and has two tabs: 'PERFORMANCE' and 'SMART NOTES'. Below this is a 'Search the meeting' section with a searchbox 'searchbox - by speaker, by phrase?'. Underneath are 'AI Filters' with buttons for 'Key Points (12)', 'Questions (8)', and 'Action Points (2)'. The right side of the interface shows a 'Speech Points' section with a list of items, each featuring a speaker profile picture, the text 'ASKED BY ANDREW' or 'ASKED BY AIMEE', and a 'copy as quote' button. At the bottom, there is a bar chart visualization.

# BENEFITS

## USE AI TO MEASURE ORG WELL BEING

Invite Meetra BOT and let the AI tell you about your teams' trajectory

## IMPROVE EXEC'S CONNECTION W/TEAMS

Meetra helps executives and leaders to easily connect to their teams' challenges

## TAP INTO ORG CONVERSATIONS

Full X-Ray for all organisation Meetings

## MAKE REMOTE DEFAULT WITHOUT RISK

By increasing human connection bandwidth between leaders and team members we help build sustainable teams

## IMPROVE TEAM SELF- ORGANISATION

Using Meetra teams naturally move towards-self organisation away from the top-down model

## GIVE HR TOOLS TO HELP YOUR PEOPLE

Introduce HR Dashboard early warning system for burnout



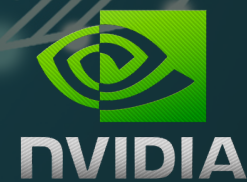
# CI20 AI – From Scratch to Infinity

**20** Months in development

In full time collaboration with  **UMCS**  
UNIWERSYTET MARII CURIE-SKŁODOWSKIEJ  
W LUBLINIE

**10+** Dedicated AI  
and ML scientists

**90%** Algorithm Accuracy  
ASR 1, ASR 2, GlowTTS, LLM, MelGAN, CN, RW

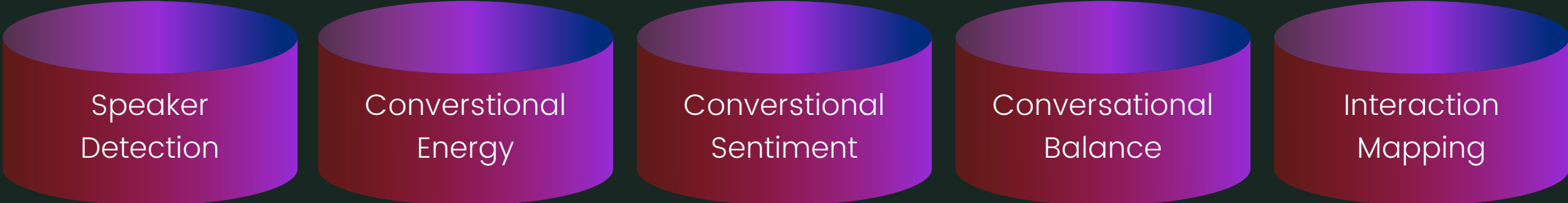


Using in-house models  
together with state-of-art  
pre trained models

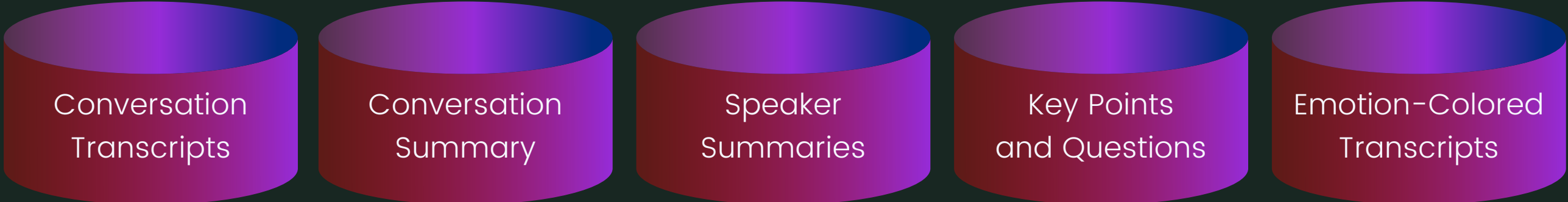


# THE CONVERSATION INTELLIGENCE 2.0 BUILDING BLOCKS

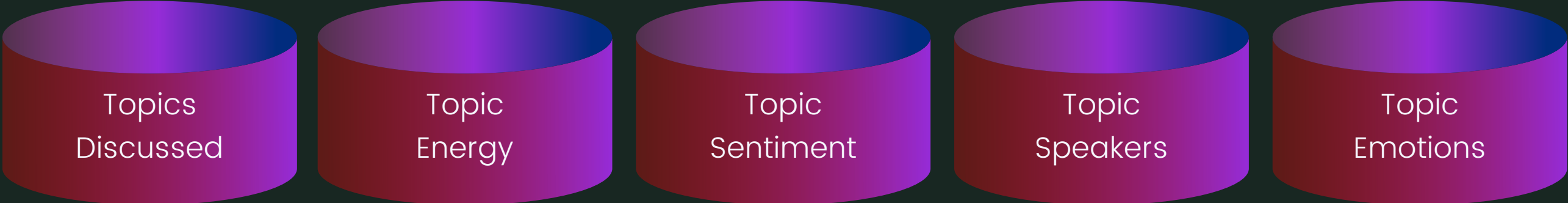
Group Dynamics Layer



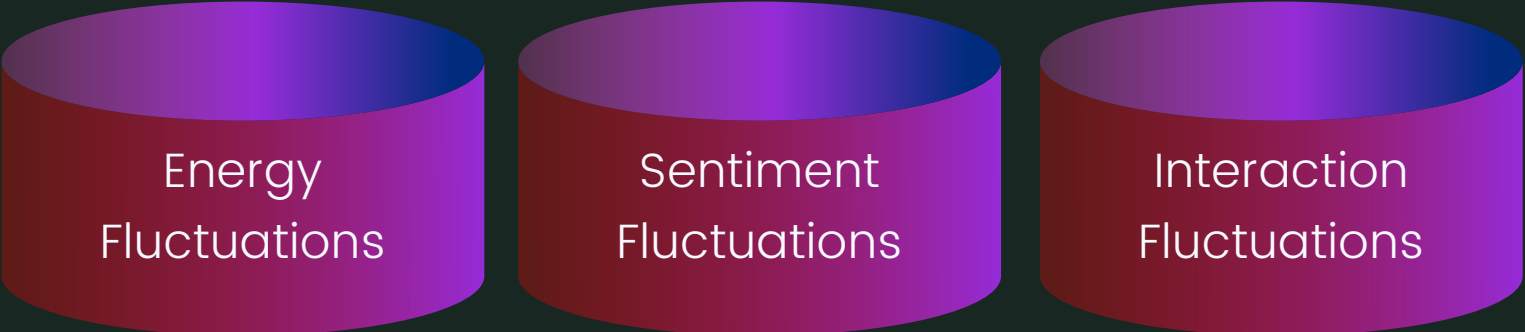
Context Layer



Topic Overlay

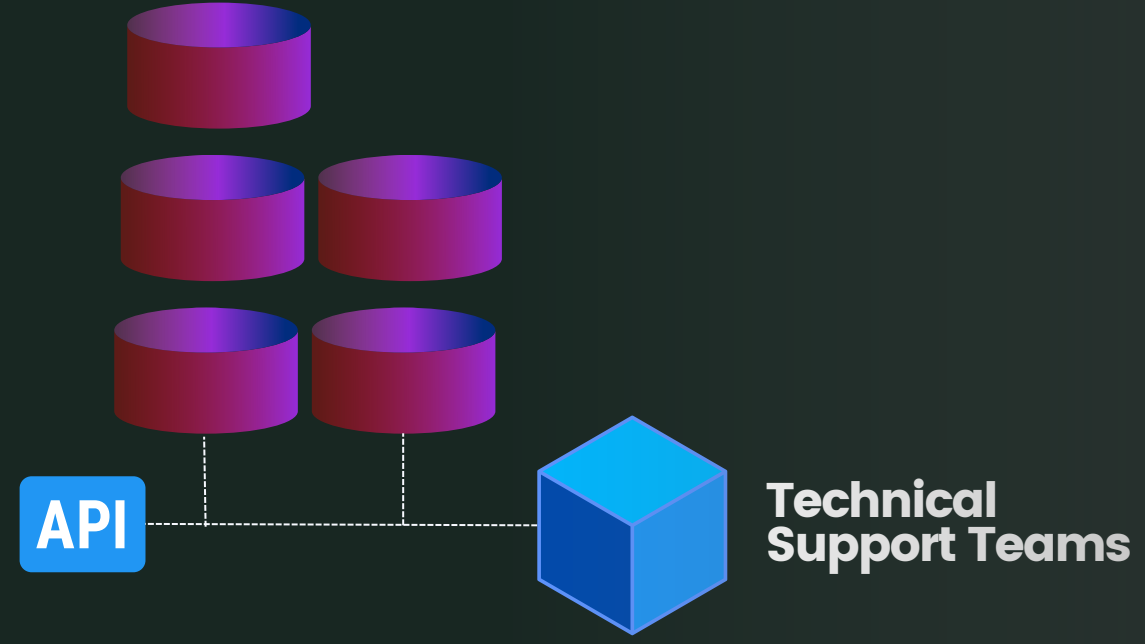
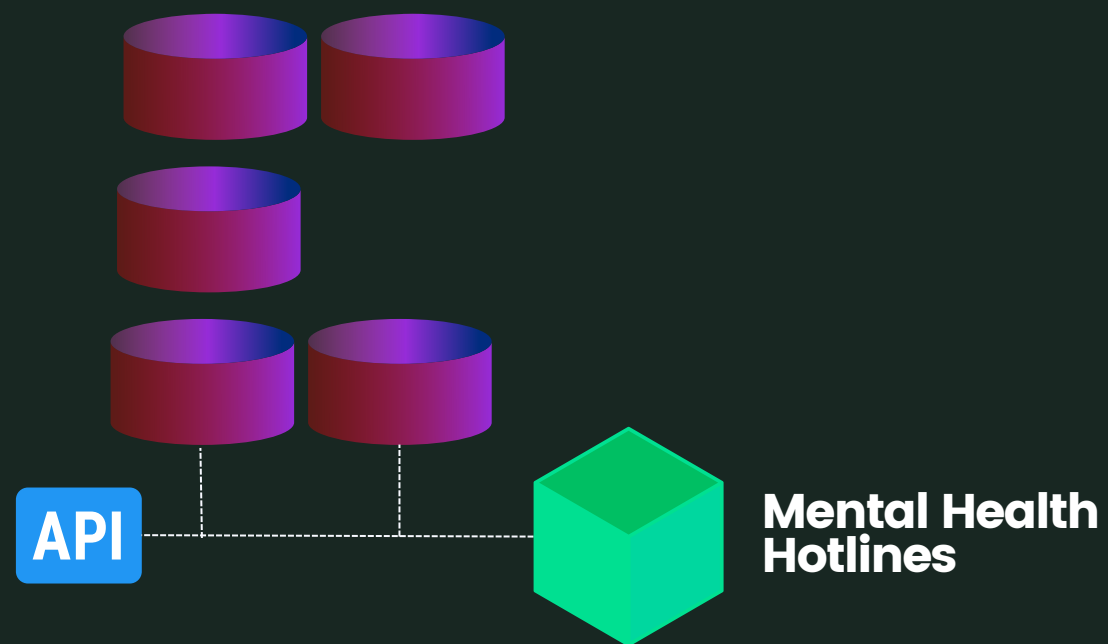
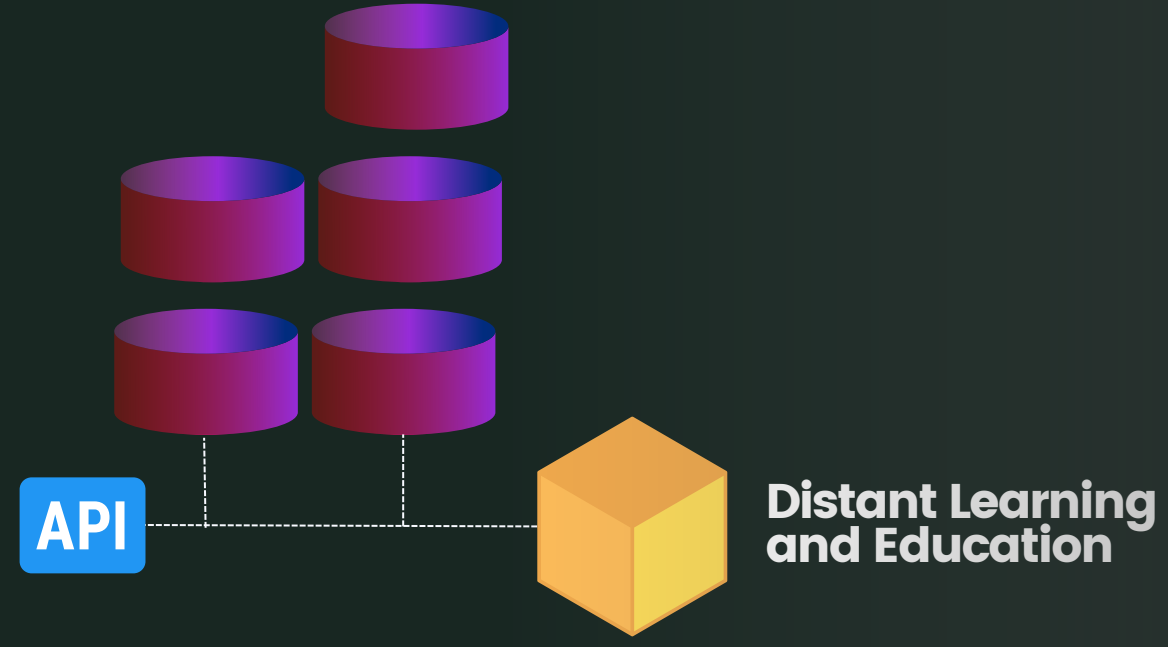
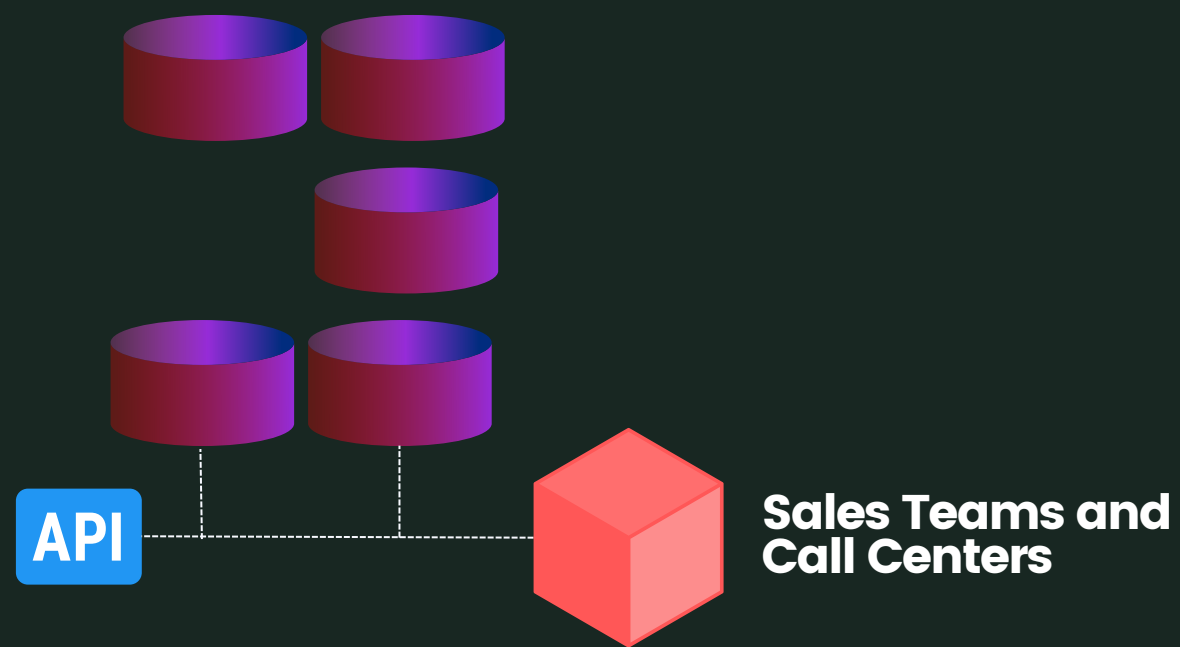


Fluctuation Layer



API

# BUILDING SOLUTIONS FOR **UNLIMITED** BUSINESS CASES



# ROADMAP

1

## Meetra AI MVP

### Early API

Meetra AI Self-Service Demo showcasing AI's capabilities

May 2023

3

## Modular AI Platform

Train Meetra Models with own data and build new products that solve real problems

Mid 2024

2

## Meetra 1.0 + API

Up-train Models  
Analyze Meeting Interactions with AI suggesting Leadership Changes including Executive, HR Dashboards to monitor org well-being

December 2023

4

## Conversation Intelligence 2.0 Space

Build Ecosystem of Organisations that Utilise CI20 to improve their business intelligence

December 2025



# Competitors

## Transcription AI

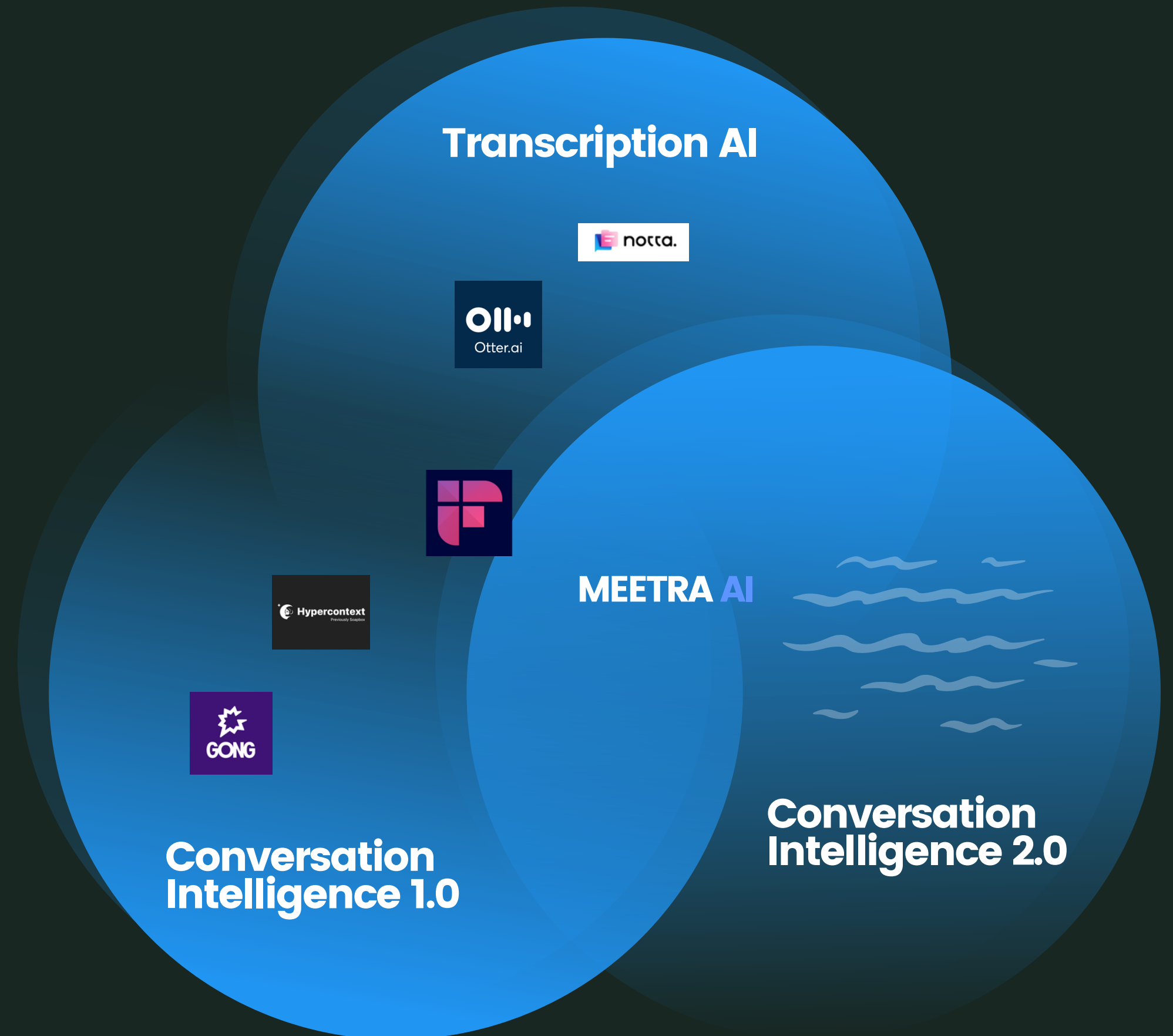
Recording, Transcribing and Summarizing human conversations

## Conversation Intelligence 1.0

Natural Language Processing Based Analytics

## Conversation Intelligence 2.0

Analyzing Sentiment, Energy, Emotions, Interactions and more from raw audio in addition to Transcription and NLP



**AI BASED ON DECADES OF RESEARCH**

Agile Management

Complex Systems Theory

**Aristotle**



**MANAGEMENT 3.0**

Google

*Reinventing  
Organisations*



**Akademia WSEI**



**UMCS**



## FOUNDERS



### ANDRZEJ DOBRUCKI

Founder / CEO / Head of Product

MA in Asian Philology, Agile Coach, Facilitator, Software Engineer, Product Owner, Team Lead, 18+ years experience in business, i.a. Samsung R&D, Bosch & Siemens Home Appliances, Crossover for Work, MakerDAO, Music Producer & DJ.



### MIKOLAJ SKUBINA

Founder / Chief Operations Officer  
Head of Finance

MA in Finance & Accounting at Warsaw School of Economics (SGH)  
Venture Analyst, Researcher, Strategist. 8+ years experience in business, i.a. The Heart Tech, IPF Group, Techwise, multiple companies founder. Triathlon & Marathon racer. Currently learning the Unreal Engine. Passionate about investigative journalism.

## AI DEVELOPMENT



### MATT KOZŁOWSKI

AI Team Lead

Professor at UMCS

10+ years in AI design and development leading scientific R&D around AI and ML



### MICHAŁ WYDRA

Electronic Engineering Lead

Professor at UMCS

14+ years in software and hardware engineering.  
UMCS Lecturer.

## GROWTH TEAM



### KRYSTIAN ODROBIŃSKI

Sales & Marketing Lead

Inbound / Outbound marketing strategy and content designer. Prolific Influencer

## ADVISORS



### PIOTR BOULANGE

Director @ Founder

Institute, WeWork Labs  
Startup mentor. Exp: Bolt, ING, Orange, T-Mobile



### PAK CHAU

Serial entrepreneur, AI ambassador and Conversation Intelligence Expert



### RUDRADEB MITRA

Serial entrepreneur,

CEO / Founder at Omdena

Impact Investor dedicated to solving real world problems through AI



### BARTEK BRACH

Top-Profile Business Coach

Founder of BrightLight

Specialized in human-oriented new wave of organisation management



### PIOTR PRZEWROCKI

Serial entrepreneur,

business angel, & startup manager

16+ investments

University of Glasgow graduate

## INVESTORS



### SZYMON ARACZEŃSKI

Angel investor

VP Software Development @ Bosch

Lecturer @ Warsaw School of Economics (SGH)



# GO 2 Market

## Target Markets

## Target Segments

**HR TECH**  
7,5% CAGR  
+ Team Collaboration  
+ Org Well Being and  
Mental Health

**22 B** 2022  
**40 B** 2029

**Remote First**  
Executives & HR

Scaling Basic  
Business Case

**Hybrid  
Enterprise**  
Executives & HR

Testing Alternate  
Business Case

**Small  
Sales  
Teams**  
Team Managers

## Strategy

Self - Service Demo & SaaS  
Opening **CI20** API to Organisations  
Building Strong **CI20** Community

## Theory

Bill Aulet's 24 steps of  
*Disciplined Entrepreneurship*

PRICING PLAN

# AI is the Limit

## BASIC AI

Platform access with additional 5 team members. Additional member access can be added.

- Insights and tracking
- Smart Notes
- AI Leadership Coach

**\$49.00**

per month per seat

## PRO AI

API Access for dev oriented business teams. Incorporate mixture of Meetra AI Models into your business workflow.

- + API Access
- + Integrations

**\$99.00**

per month per seat

## LIMITLESS AI

Use Meetra Machine Learning Platform to train AI models on your own data and create new CI20 products!

- + CI20 ML Platform
- + CI20 Council Seat

**\$299.00**

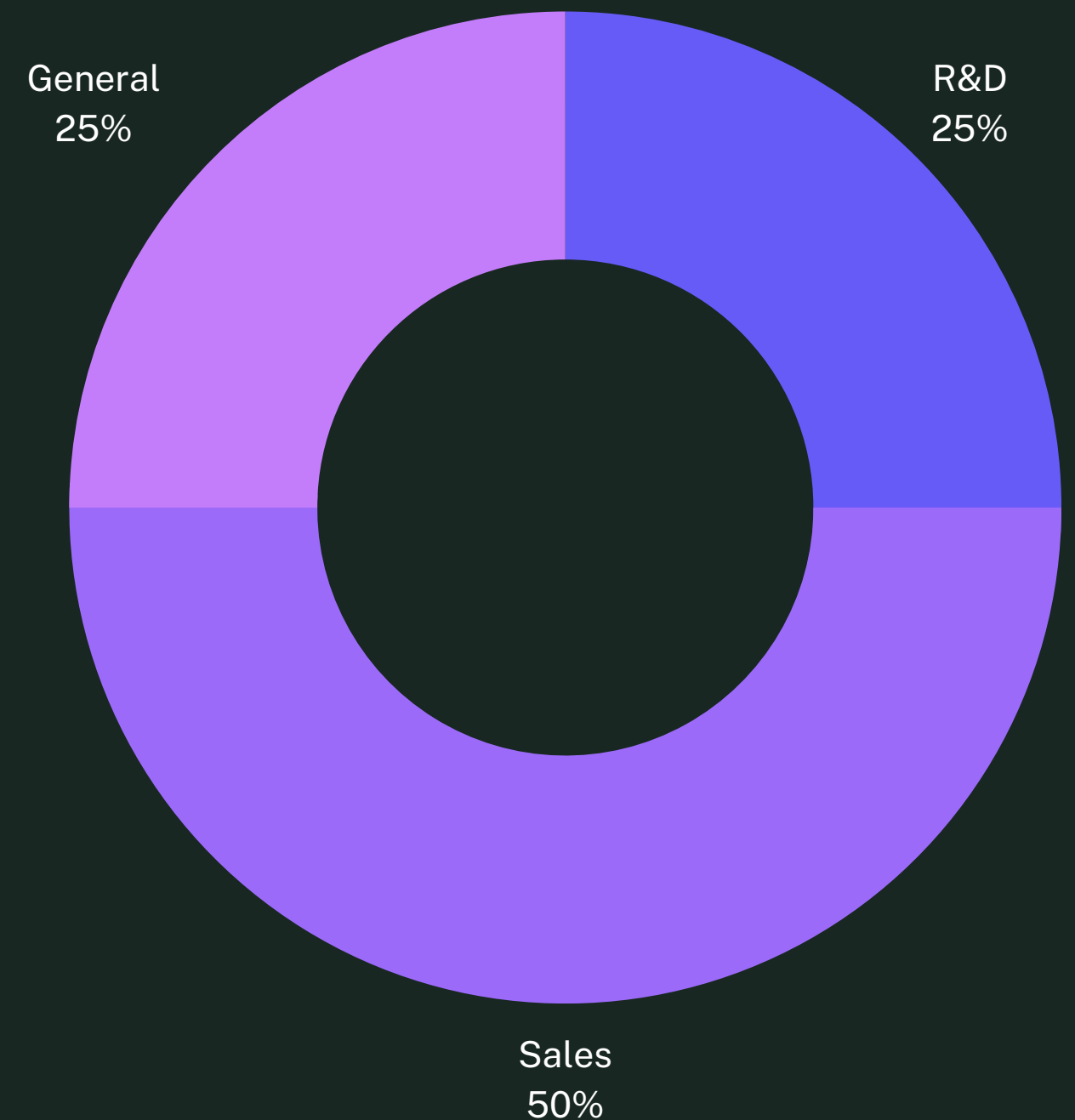
per month per seat

# Seeking 1.5M PLN (350K €)

First 12 month investment funds allocation

- Research and Development 0.36 M PLN
- Sales & Marketing 0.74 M PLN
- General, Administrative, Other 0.40 M PLN

TOTAL 1.5 M PLN



We can 5x current revenues to 1.5 M PLN annually within the first 12 months from investment





[linktr.ee / meetra\\_ai](https://linktr.ee/meetra_ai)

**WE ARE**  
**Conversation  
Intelligence**

**MEETRA AI** Join our voyage