

Backed By  **Combinator**  **LeapYear**

o11

The AI Execution Layer for Capital Markets Deal Workflows

o11.ai





The Problem:

Capital Markets workflows are ~70% grunt work.

- Mid-market firms run on fragmented, non-cohesive toolsets that weren't built to communicate, let alone interpret what's happening.
- Workflows are still stitched together by analysts manually moving information between:
 - CRMs
 - Data rooms
 - Decks & spreadsheets
 - Email & internal notes

What This Costs The Mid-Market?

Because systems can't coordinate work:

- Analysts spend ~70% of time on repetitive mechanics
- Small firms miss opportunities because speed = everything
- Big institutions win by brute force, not better judgement

Impact: Mid-market firms are stuck fighting an arms race with no leverage.

Why This Matters Now?

The market is ready:

- Mid-market firms handle ~90% of global deal flow, yet still operate without AI-native infrastructure
- Most firms don't have the budget or engineering talent to build workflow intelligence internally
- Boutique teams win through relationships, but their processes don't scale without improving their execution capacity



Size of Market

Capital markets firms are the ecosystem of organizations raising, deploying, and restructuring capital that rely on manual, fragmented deal workflows.

Mid-market investment banks, M&A advisors, private equity, and private credit firms run high-volume processes with minimal engineering support. They're primed for an AI-native execution layer.

ACV: \$80K → \$300K

Conservative 30% penetration across primary ICP:
\$516M–\$1.94B ARR

21,500

Primary capital markets firms globally
(private equity, middle-market investment banks,
M&A advisors, private credit, etc.)

70%

of U.S. capital markets
activity is mid-market



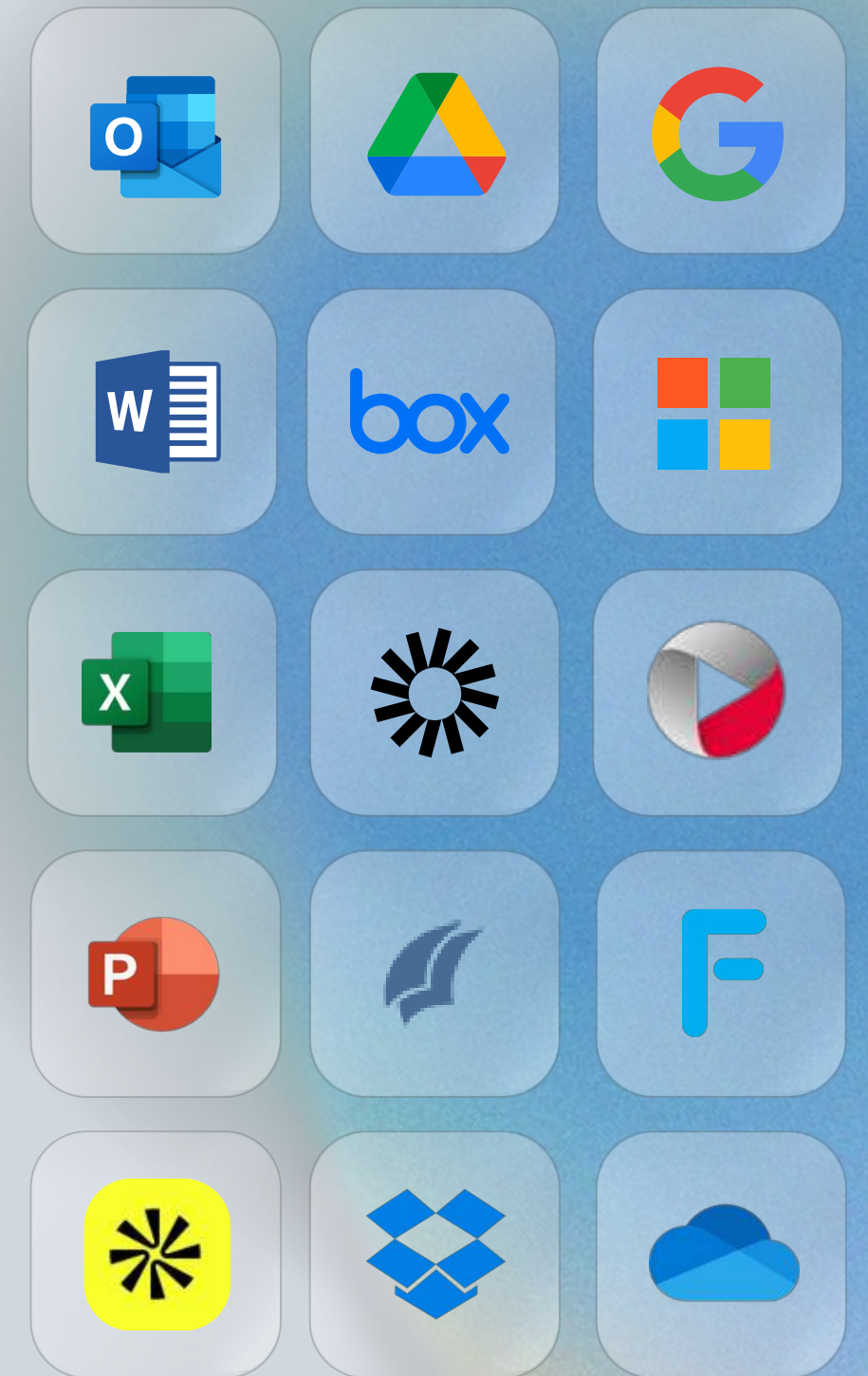
Introducing o11

o11 is the AI execution engine for boutique capital-markets and private-markets firms.

We automate the slowest, most painful parts of a deal:

- Building + editing DCFs, LBOs, and merger models
- Generating pitch materials and updating live decks
- Aligning data room → Excel → deck → email → notes

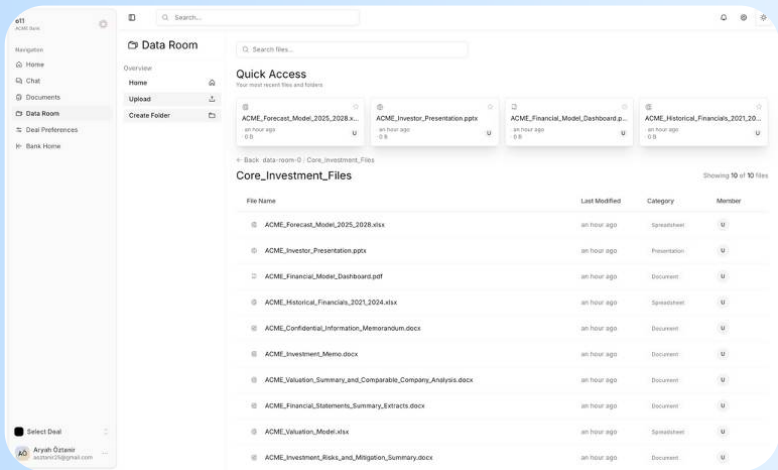
Today it's an automation engine that turns hours into minutes. Over time, o11 becomes the full operating system, automating every stage of a deal end to end.



The Product: An Integrated OS

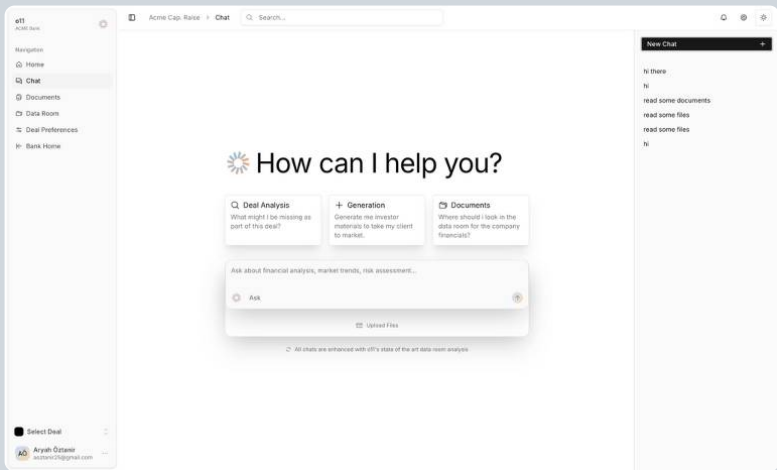
Intelligent Data Room

Automatically ingests files, captures updates, maps them to models and decks, and keeps the entire deal synchronized.



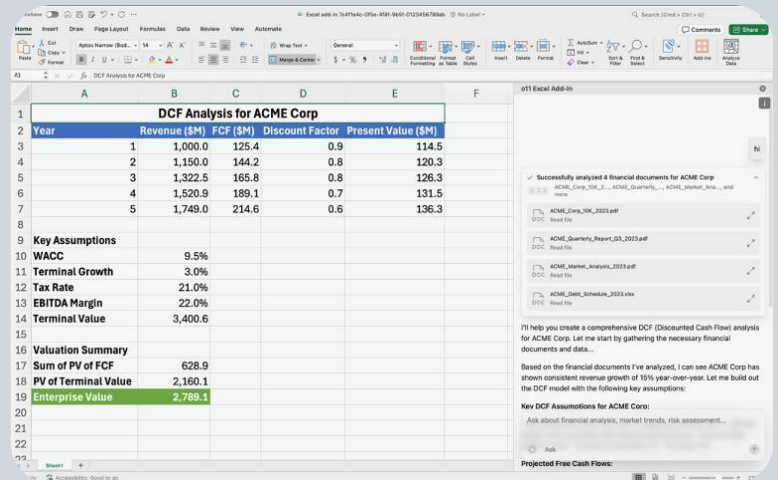
AI Workflow Chat

A deal-aware agent that lives across Outlook, PitchBook, Apollo, and your data room- answering questions, orchestrating outreach, and triggering updates in Excel and PowerPoint.



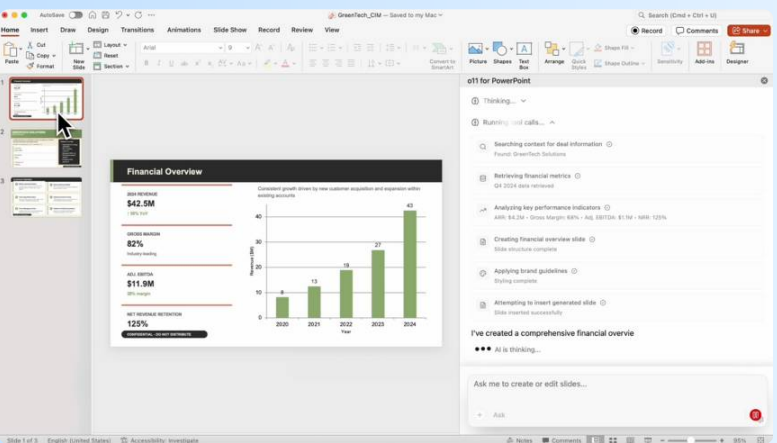
Excel Execution Plug-In

Builds schedules, checks formulas, validates models, and syncs outputs into decks and documents with one command.



PowerPoint Sync Plug-In

Automatically updates slide content from models, enforces formatting consistency, and generates firm-ready materials.



Traction

In the first 3 weeks:

- 61 firm interviews
- Demoing to 8 firms evaluating paid pilots:
 - ClearSight Advisors
 - Bengur Bryan
 - Gordon Dyal & Co.
 - Kate Capital
 - Trefilia Capital
 - Cerca Trova Advisors
 - + more
- Outbound:
 - 300+ emails/day
 - 15% response rate
 - 95% conversion into calls

Demand is extreme because pain is extreme.

Backed By

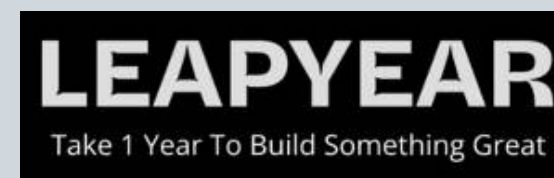
 **Combinator** Y Combinator's Winter 2026 Batch



1st Place @ Yale Pitch Competition



1789 Venture Labs Grant



Leap Year 30k VC



KPMG Launch



The Wedge: Focus on Mid-Market

Competitors ignore the mid-market because:

- Workflows are messy
- Tools are inconsistent
- Data isn't centralized
- Relationship-driven firms behave differently

But after 85 firm interviews, we learned:

- Mid-market firms desperately need automation, but only if it fits perfectly within their workflows, tools, and data rooms

And that's exactly why we win:

- We embed into their real workflows
- Zero onboarding friction
- Immediate "aha" moment on first model/deck sync



Why We're Different

Competitor Reality:

OffDeal:

Tries to replace firms and competes with mid-market firms → fails in a relationship-driven market.

Rogo.ai/Hebbia/ other AI for Finance:

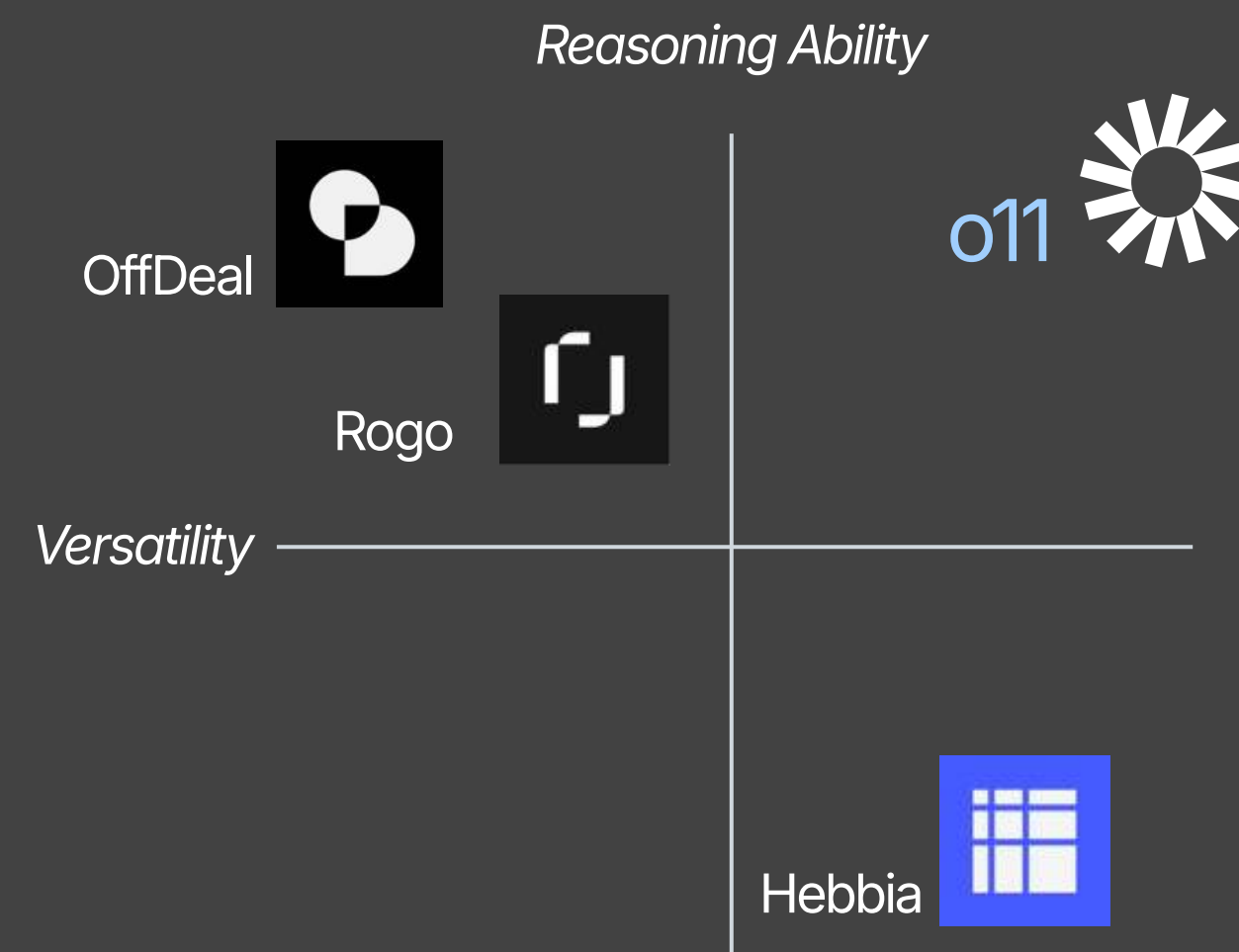
Built for big-firm research battles → not the messy mid-market.

OpenAI / Anthropic / Big firms internal teams:

Will fight on Manhattan turf for bulge-bracket clients.

o11's advantage:

Owns the much larger mid-market and becomes the default operating system that software has ignored for 20 years.



Business Model

SaaS per-firm contract:
Starts at \$80k/year for core Excel/PowerPoint automation.

Expansion → \$150–300k/year with:

- Model packs
- Client & investor Q&A module
- Private cloud / on-prem requirements
- Document & data-room automation
- Compliance add-ons

Margins: 90%+

Market size: 21,500 boutique firms globally.

Potential:

30% penetration × \$300k ACV = \$1.94B ARR

Long Term Vision

Mid-market deal-making is the wedge.

o11 becomes the operating system for:

- M&A Advisory
- PE
- Corporate development
- Independent sponsors
- Strategic finance
- Ultimately, the global private markets ecosystem

We're building the automation layer that Wall Street can't ignore, but mid-market firms will depend on.





Meet Our Team



Aryah Oztanir, Co-Founder

Morehead-Cain Scholar, built AI apps used by tens of thousands of users and professionals globally.



Ajay Misra, Co-Founder

Mayo Clinic's AI Lab, 2x exited founder, founding engineer @ Cal AI (40M+ ARR).

Developers Across:

Yale Duke
UNIVERSITY



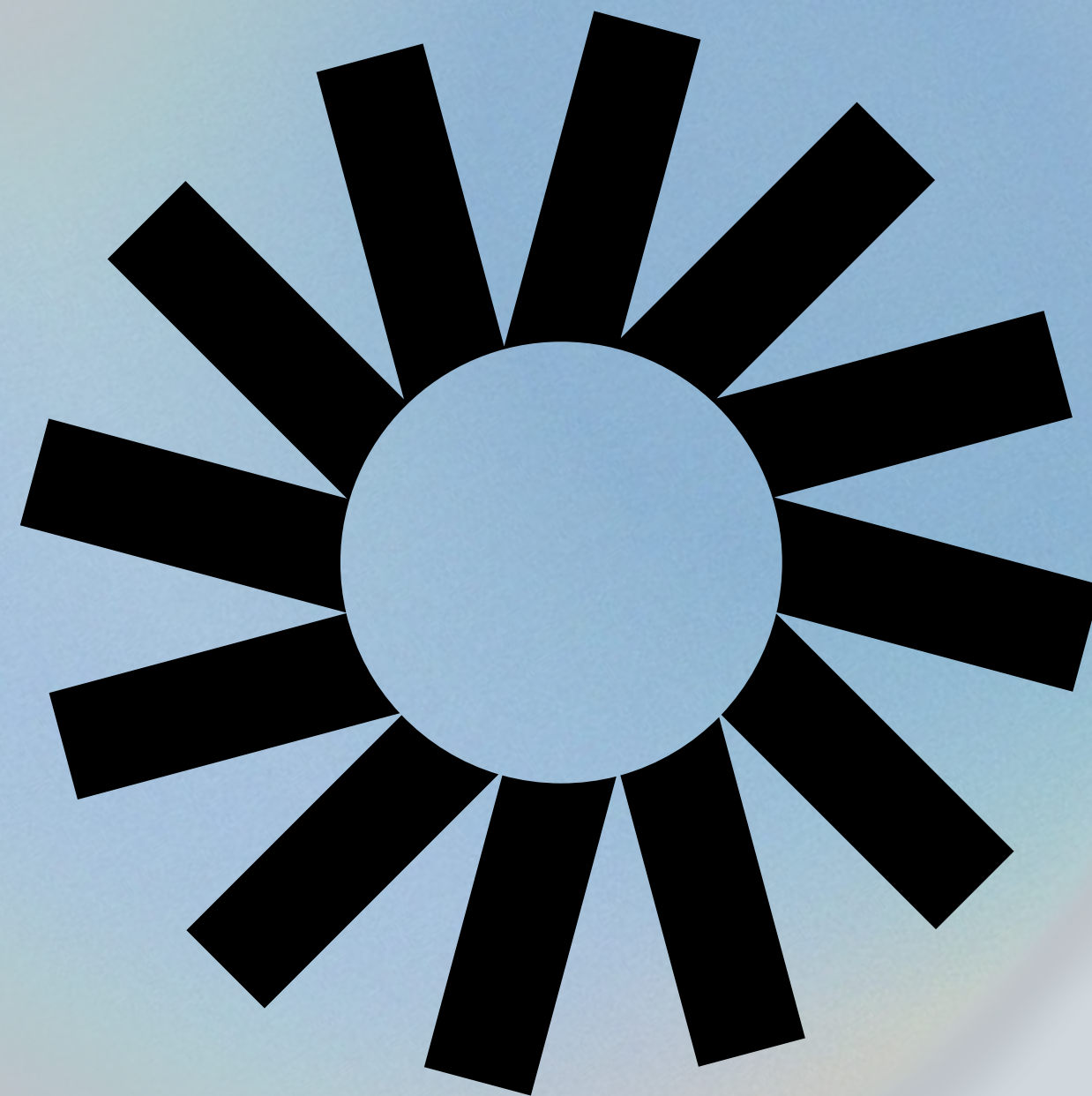
THE UNIVERSITY
of NORTH CAROLINA
at CHAPEL HILL



Backed By  **Combinator**  **LY** LeapYear

Thank You

for your time
and attention!



o11.ai