

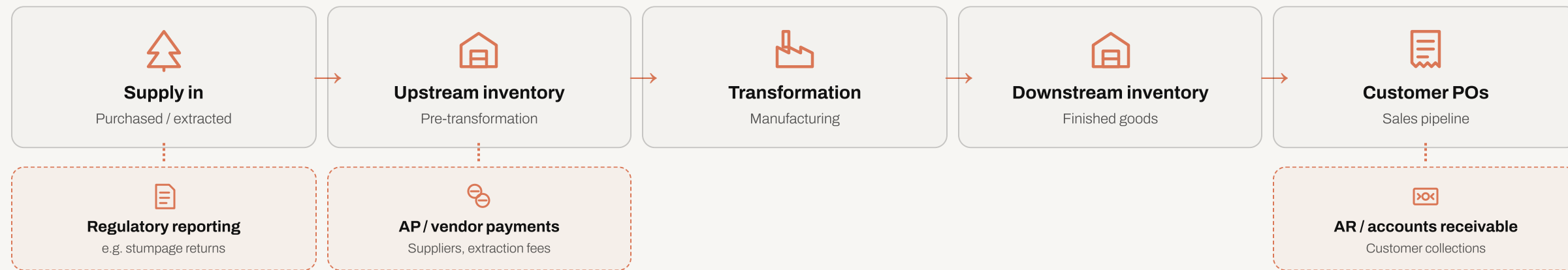


Quarri

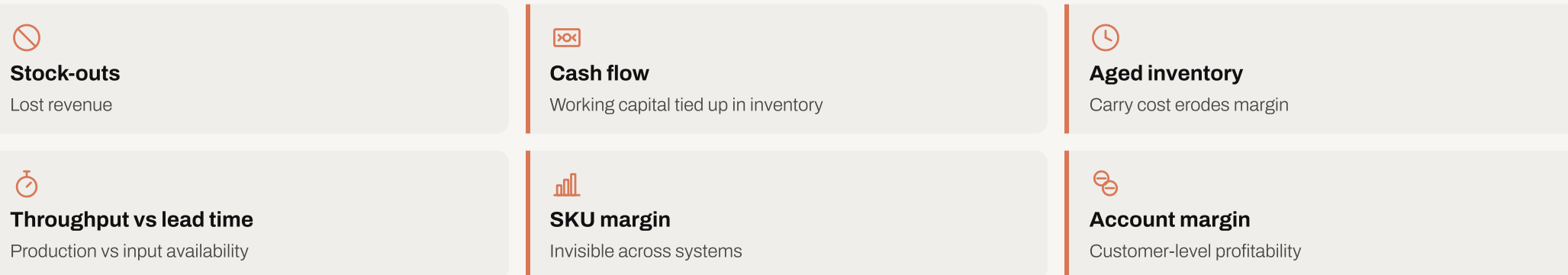
AI-native operations for mid-market **industrials.**

PROBLEM

The optimisation problem.

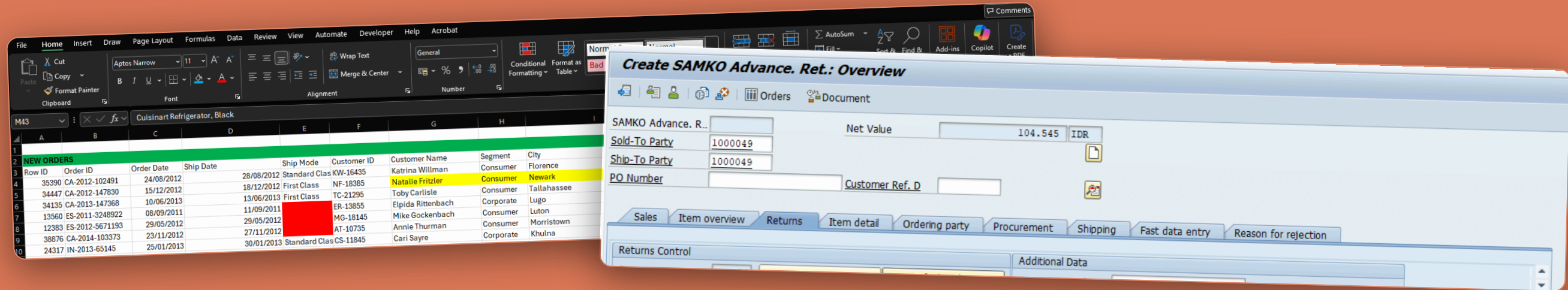


Extraction and manufacturing — multifaceted and complex optimisation.



THE GAP

Mid-market lacks the tools to optimise.



SMB

THE GAP

MID-MARKET (\$10-200M)

ENTERPRISE

PRODUCTS

NetSuite · QuickBooks

Excel + legacy ERP

SAP · Snowflake

CUSTOMISATION

None — off-the-shelf is enough

None affordable → Excel workarounds

Palantir, in-house data teams (~\$400k+/yr minimum)

OPTIMISATION

Simple — not required

Stuck in Excel

Custom data teams

94%

SPREADSHEET
ERROR RATE

65%

ANALYST TIME ON
DATA GATHERING

THE STACK

Deterministic toolkit. **Agentic orchestration.**

HORIZONTAL AI General-purpose LLMs

A Anthropic

 OpenAI

Open source

Model-agnostic surface. Skills ship to whichever LLM the customer uses.

↑ READ ↓ WRITE

QUARRI · An MCP plugin

SKILLS

Cash flow

Account margin

Throughput vs lead time

Inventory optimisation

PRODUCT LAYER

DETERMINISTIC EXECUTION

100+ MCP tools

Versioned workflows

INFRASTRUCTURE LAYER

CONTEXT LAYER

Semantic model

Vector store

Company glossary

Memory of work

DATA LAYER

Data Warehouse

Agentic modelling

Company schema

RBAC

Read + write

CONNECTORS & INGESTION

Legacy ERP

Spreadsheets

Databases

PDFs

External

Deterministic infrastructure.

Persistent · **Cheaper** · Faster · **Contextualised** · Vastly larger data.

MORE INFORMATION AVAILABLE ON REQUEST

MARKET

\$52B global market. \$2.25B serviceable today.

\$52.2B

GLOBAL TAM

Mid-market industrials · GDP-scaled

\$28.1B

4-GEO TAM

US + EU + UK + Canada · bottom-up

\$10.7B

SAM

Target industries · SaaS >74% · ~81% GM

\$2.25B

SOM · ADDRESSABLE NOW

SaaS >65% · ~79% GM

KEY SOM VERTICALS



Forestry & Lumber

Existing customer base · 60% SOM



Manufacturing

Target vertical · 60% SOM



Wholesale & distribution

Target vertical · 60% SOM

Bottom-up: US Census + Eurostat + ONS + StatCan firm counts × Quarri ACV in 4 geos. Global TAM extrapolated by IMF 2025 GDP. SOM modifiers: US/UK/CA 1.0× (signed deals), EU 0.1× (regulatory/language friction). Russia excluded.

MORE INFORMATION AVAILABLE ON REQUEST

TRACTION

3 months post-MCP.

RESEARCH & DEVELOPMENT · MONTHS 1-6

No target verticals

- 100+ product interviews across industries
- Hand-cranked pilots
- Stress testing pricing
- Developing infra
- No live deployments

COMMERCIAL PROOF · MONTHS 7-9

\$47k ARR

WORKING PIPELINE

\$130k CONTRACT EXPANSION / PILOT CONVERSION **\$300k+** QUALIFIED PIPELINE **3** ANCHOR CUSTOMERS

PIPELINE CONCENTRATION: Forestry, Mills, Manufacturing

Concentration: 1 anchor account currently 77% of ARR. Q3 2026 target: 5+ accounts, no single account >25%.

REVENUE MIX & MARGIN



Already SaaS-dominant. Services is the wedge into mid-market; agentification pulls services margin up over time → see The Flip.

MORE INFORMATION AVAILABLE ON REQUEST

MARKET CONTEXT

Why foundational models **won't build this.**

100× cheaper per execution

LLM ONLY

\$1

per invoice · probabilistic, 300+ pages of context

QUARRI TOOL

\$0

per invoice · deterministic, cached

Every **\$1** of compute Quarri saves
is **\$1** of lost revenue for the horizontal AI provider.

Model companies will never ship a cheaper tool — even from their own deployment teams.

PLUS · NO MODEL LOCK-IN

Quarri is the deterministic layer. Skills and tools lift-and-shift to whichever LLM or harness wins next.

MORE INFORMATION AVAILABLE ON REQUEST

EXAMPLE WORKFLOWS

Three things Quarri enables that **AI can't do alone.**

4 hrs → 2 min

FORESTRY ORGANISATION · AUTOMATED REPORTING

Weekly reconciliation replaced. Same workflow, encoded once.

\$300k

FORESTRY ORGANISATION · MIS-ACCURAL CAUGHT

Mis-accrual flagged in pilot week 1, missed across 8 months of invoices.

\$60k

MARINA OPERATION · PRICING EXCEPTION

Pricing exceptions surfaced across 1,000s of line items — margin unlocked.

“This has saved me days of work and is actually accurate versus what we were doing.

OPERATIONS LEAD

Forestry customer, North America

MORE INFORMATION AVAILABLE ON REQUEST

WHY NOW

Every AI tailwind.



MCP shipped

Feb 2026 · the mid-market stack became buildable. Quarri shipped 100+ tools in week 1.



App store inevitable

Distribution flows through LLMs. Build for them, not against them.



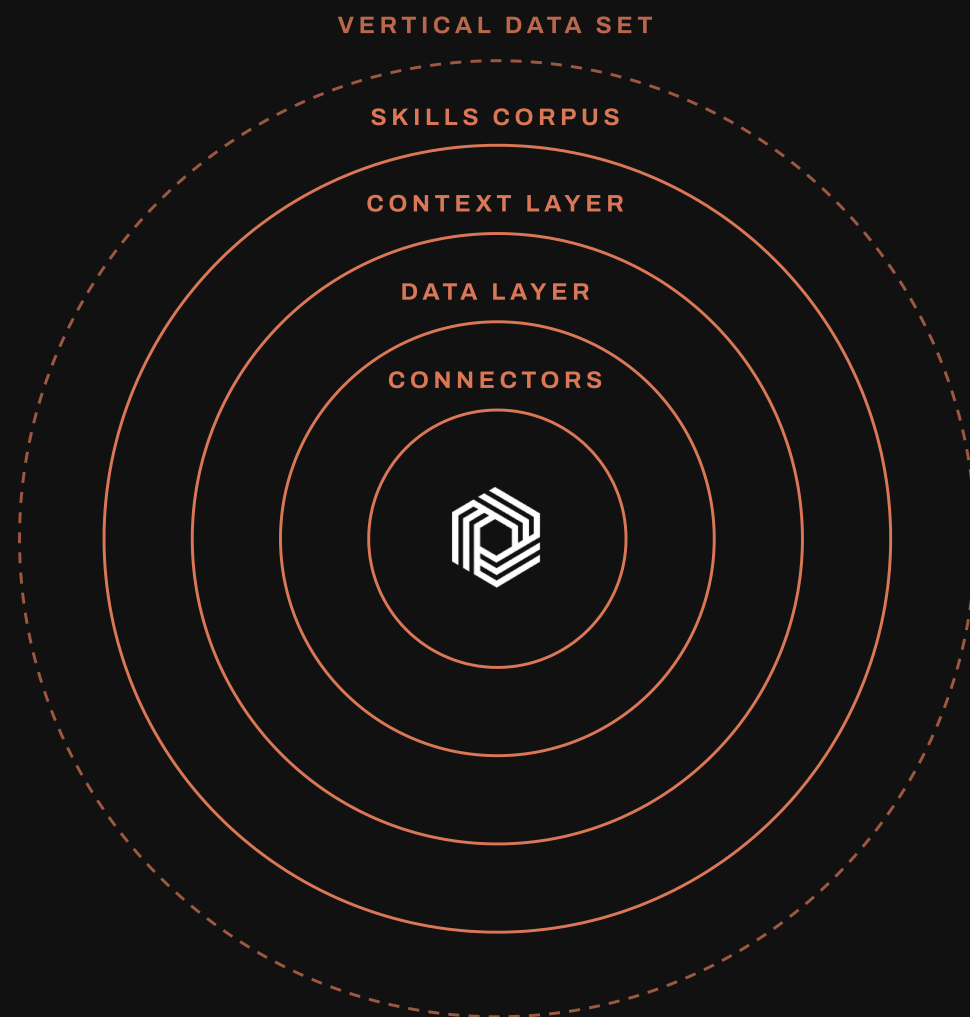
Vertical AI on foundational models

Inject verticalisation into general-model power. Don't lose horizontal AI — extend it.

Build for LLMs. Don't build against them.

THE MOAT

Moats compound **outward.**



VERTICAL DATA SET

Opt-in benchmarking + optimisation. External data sets.

SKILLS CORPUS

Productised customisation; lifts and shifts to new customers and becomes industry-specific insight.

CONTEXT LAYER

Semantic model learns from previous deployments.

DATA LAYER

Agentic modelling skillset deepens.

CONNECTORS

Built once — less lift every new client.

MORE INFORMATION AVAILABLE ON REQUEST

THE FLIP

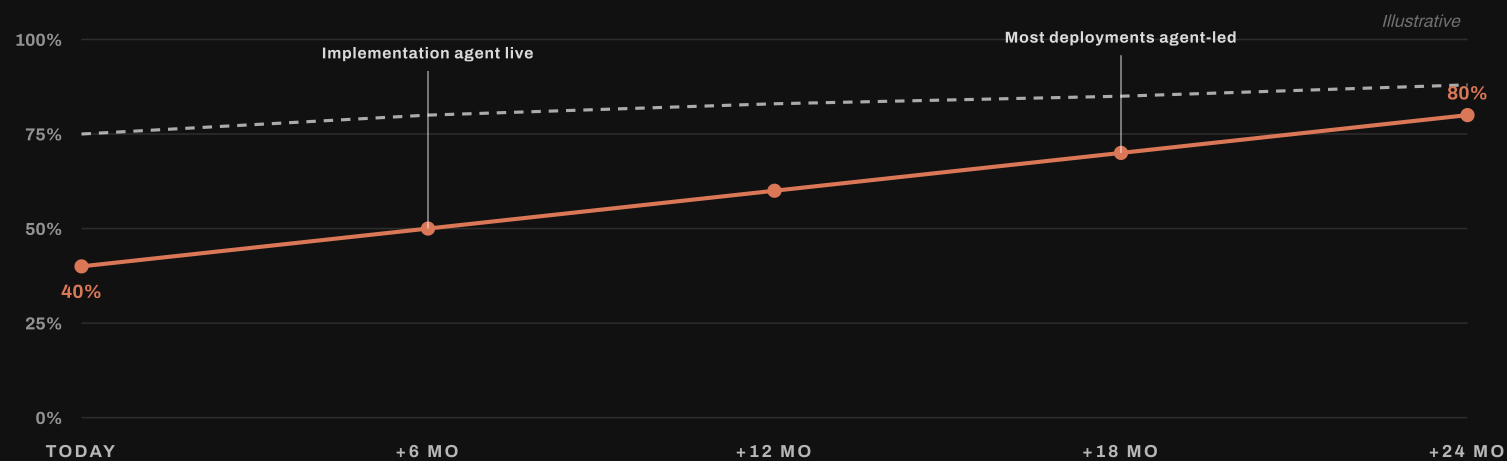
Quarri will run deployments solo.

Three forces drive services-to-software economics.

MARGIN TRAJECTORY

— SERVICES GM

— BLENDED GM



As services agentify, margin tail rises toward SaaS economics.



Growing data corpus

Every deployment is captured — call scripts, emails, workbooks, final automations.

Trains the deployment agent.



Horizontal AI gets more powerful

Foundational models improve. Our skills ride the tailwind.

Cheaper compute, smarter orchestration.



Skills become reusable products

First deployment of a skill is custom work. Every next deployment is lift-and-shift.

Skill creation cost falls. Margin recovers.

Three flywheels: **data, model, product**. All compound to margin.

THE TEAM

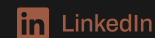
Operator + architect.



Theo Leslie

CEO · OPERATOR

- Director of Strategy at Worldpay — \$100m+ ARR product launches
- VP Growth at fintech (Red Sky) — built lending product 0 → \$500k ARR
- Founding team for delivery division at major mid-market hospitality group
- Chartered accountant (PwC)
- Lived the Excel-heavy data pain for 10+ years



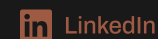
LinkedIn



David Jayatillake

CTO · DATA ARCHITECT

- 3x founder (1 exit — Delphi Labs acquired by Cube)
- Former VP of AI at Cube (semantic layer)
- Founded 2 semantic layer startups
- Leading voice in the semantic layer space (high-profile thought leader)
- Data leadership at Lyst and Worldpay
- 20 years in data infrastructure and engineering



LinkedIn

The operator who lived the pain + the architect who owns the technical stack. \$13.5M raised between us — both founders have shipped venture-backed products at scale before. Expanding to **6 FTEs (including founders) in 2026.**

GET IN TOUCH



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