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Pre-Seed Round
Pitch Deck Presentation

Sovereign, air-gapped AI for enterprises, governments, and mission-critical infrastructure

AI Sovereignty and AI Governance

Presented By:
Diemas Sukma Hawkins
Co-Founder & CEO

Date:
November 2027

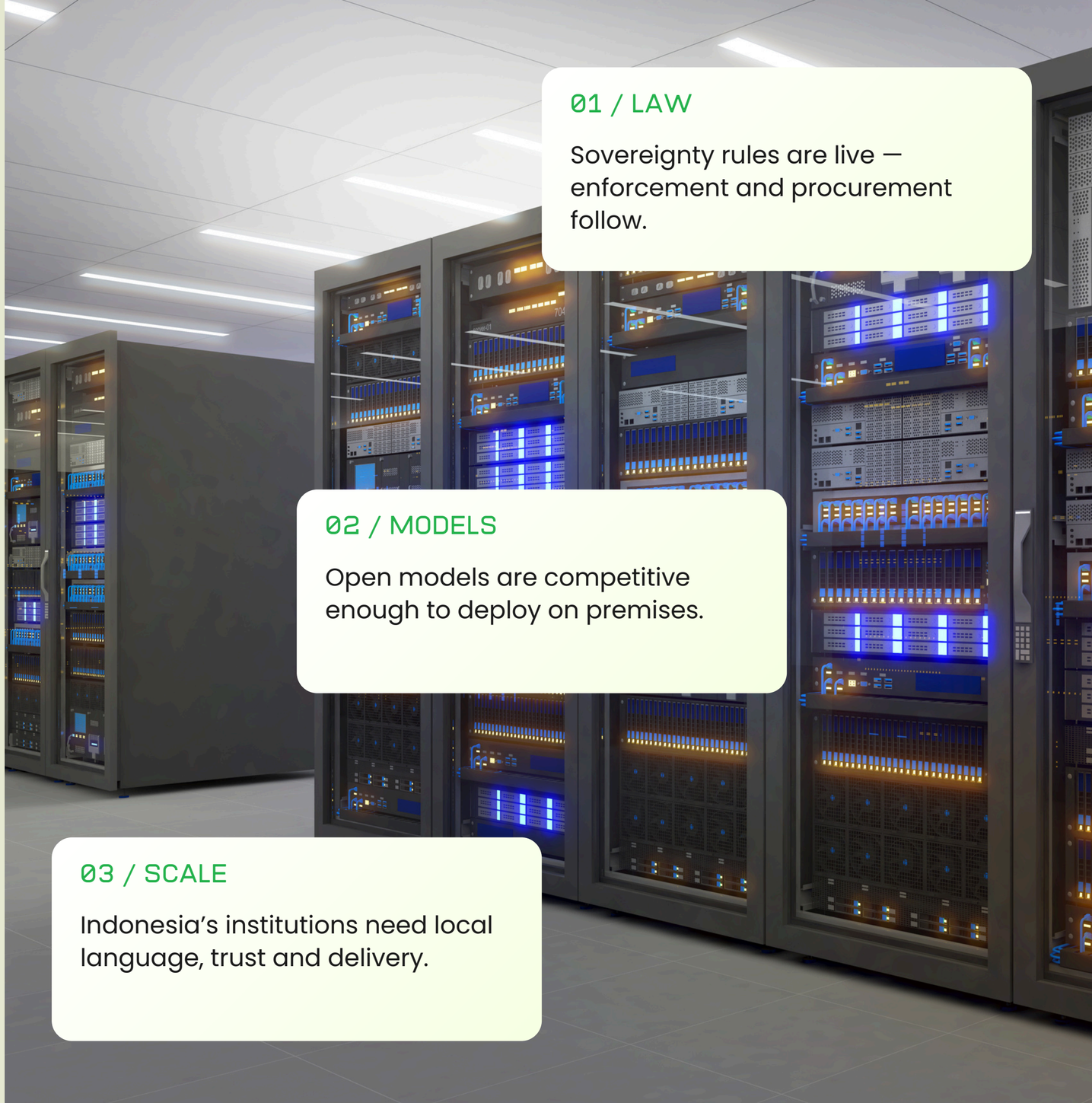
AI that you actually own, trained on your data safely on premise.

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The data that needs AI most can't leave its walls *

- Mission critical data cannot leave premise
- Regulatory restriction on data privacy protection
- Usage fees offshore keep capable AI out of reach

Government records, due-diligence files, bank transactions and patient files are where AI saves the most time, but most capable AI runs on offshore cloud. Enterprises need useful AI without moving their data, and without having to spend up to millions of dollars on their own training clusters.



01 / LAW

Sovereignty rules are live — enforcement and procurement follow.

02 / MODELS

Open models are competitive enough to deploy on premises.

03 / SCALE

Indonesia’s institutions need local language, trust and delivery.

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Our Solution

AI Sovereignty for critical industries



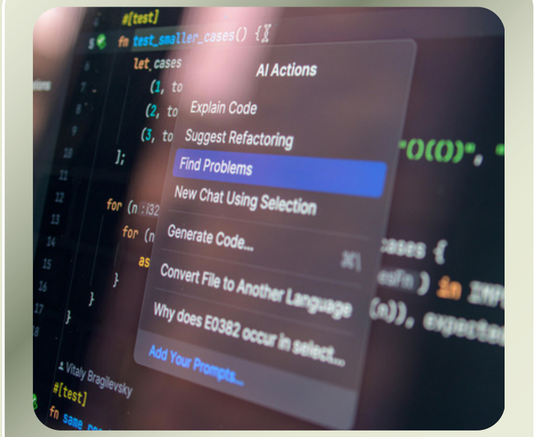
AI for Industries in the Air-Gapped Economy



AI for Regional and National Governments



Platforms as delivery tooling for clients



Own Intelligence Trained on Your Data

Our solution? AI integrated across industry needs in one stack. Air-gapped, on-premise, with customer-owned models where we sell outcomes, not licences

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Product Overview

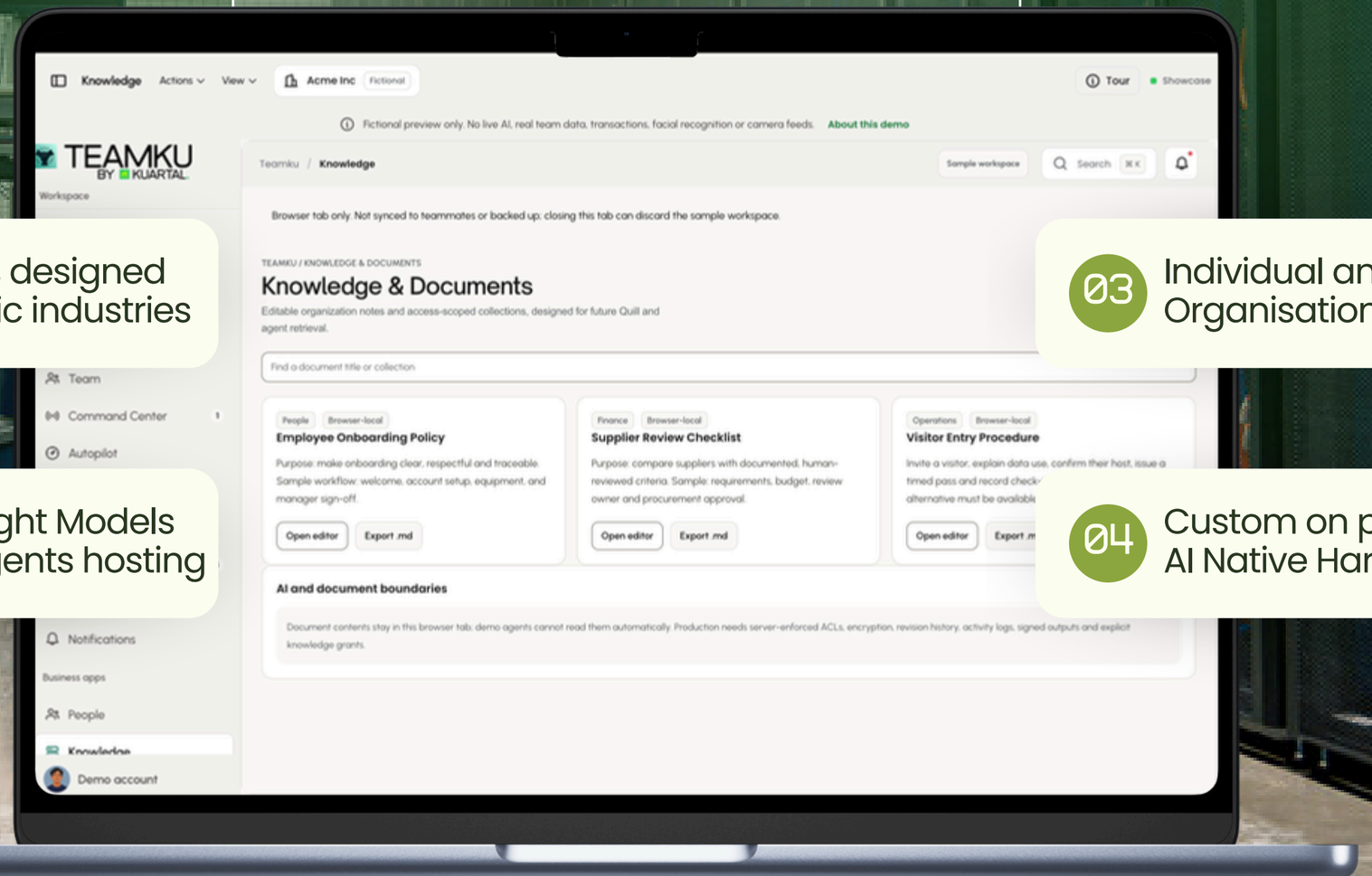
Multi-Industry AI Native Platforms with client data trained agents

01. Platforms designed for specific industries

02 Openweight Models and AI Agents hosting

03 Individual and Organisation Logins

04 Custom on premise AI Native Hardware



AI Native Services as Softwares

Kuartal builds workflow software and AI that institutions can run on infrastructure they control.



Industry tailored AI native software services

GOVKU for government and MEDIPULSE for healthcare. CROPR, DEALKAN and KUANT extend the portfolio into other industries.



AI products

Spark is multi-model chat. Kuartal Agents extends this into multi-step tasks across tools.

Kuartal Mind Lab

Private deployment

Customer-managed infrastructure and isolated environments are core to the architecture.

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Our Key Difference

Sovereign AI built for institutions, not just individuals.

01 — Sovereign by design.
Customer-controlled AI infrastructure, with in-country hosting today and fully air-gapped, on-premise deployments in development. Sensitive data does not need to depend on foreign cloud services.

02 — Industry-specialised intelligence.
Kuartal Cortex is designed to adapt open-weight models to sector-specific knowledge, terminology, regulations, and institutional workflows, rather than relying on generic AI assistants.

03 — AI that works with existing systems.
Kuartal Harness is designed to connect AI to institutional software, databases, and workflows, enabling governed automation with human approval, access controls, and auditability.

04 — Full-stack integration.
Models, agent infrastructure, industry operating environments, deployment, and managed services under one architecture — reducing integration complexity and vendor fragmentation.

05 — Built for a country's institutional realities.
Designed around data protection requirements, local infrastructure needs, and the operational demands of government agencies and regulated enterprises.

DEPLOYMENT

Self-hosted → on-prem

MODEL OWNERSHIP

Customers get their own custom-trained AI model

ON-DEVICE AI

Inside sealed virtual data room servers

BUILT FOR

Air-gap, data privacy and data protection laws

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Competitive landscape: AI inside the walls

PROVIDER	IN-COUNTRY HOSTING	LOCALLY OWNED	ON-PREM / AIR-GAPPED	FINE-TUNE ON CUSTOMER DATA	REGIONAL-GOV WORKFLOWS
Kuartal	Yes · self-hosted on-premise at Kuartal and client locations	Yes · on-premise models, secure virtual data rooms and servers	Self-hosted · air-gapped in development	Early · open-weight	Ready to serve regional governments and agencies with GOVKU
AWS Asia Pacific (Jakarta)	Yes · since 2021	No · data residency	Yes[1] · Outposts (connected)	Yes[1] · Bedrock (cloud)	–
Google Cloud Jakarta	Yes · asia-southeast2	No · data residency	Yes[1] · GDC air-gapped	Yes[1] · incl. GDC air-gapped	–
Microsoft Azure Indonesia Central	Yes · since 2025	No · data residency	Yes[1] · Azure Local (offline)	Yes[1] · Azure OpenAI (cloud)	–
Biznet Gio	Yes · own data centres	Partly · Biznet–IIJ JV	–	–	–
Lintasarta (Cloudeka)	Yes · GPU Merdeka	Yes · sovereign AI cloud[2]	–	–	–

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Cloud giants host in Jakarta; only Kuartal is local, customer-owned and built for regional government.

PROVIDER	IN-COUNTRY HOSTING	LOCALLY OWNED	ON-PREM OR AIR-GAPPED	FINE-TUNED ON CLIENT DATABASE	REGIONAL TEAM-CLUSTER TO SENIOR-LEVEL WORKFLOWS
Kuartal	✓	✓	In Development	✓	✓
Neocloud Providers	✓	X	X	✓	X
Local IT Services	✓	X	Limited Offerings	Limited Offerings	X
Public AI Tools	X	X	Expensive, Limited	Self-trained, Inconsistent	Expensive, Limited

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Why Now?



Sovereignty is now law and preferred



Real clients are looking for scalable solutions for AI



Clients need AI governance support



Powerful In-wall agentic and AI is viable

Open-weight models are now competitive with top frontier models, so institutions can run and fine-tune capable AI on their own hardware.

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Our Market Size for Sovereign AI

~US$100B

Total Addressable Market

Indonesia's digital economy, GMV 2025 (e-Conomy SEA 2025). Shown for scale, not as Kuartal's spend pool.

Pan-Asia and Pan-Africa clients also within reach.

Sovereign AI

Servicable Available Market

Government bodies, banks, corporations, and hospitals in Indonesia that need AI kept inside their own walls under PDP and PP 71/2019.

Other regions with their own AI governance regulaton also applies.

Rp40.1bn

Servicable Obtainable Market

Kuartal's planned 2031 revenue target across five client groups.

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Five client groups, led by government and in-walls AI

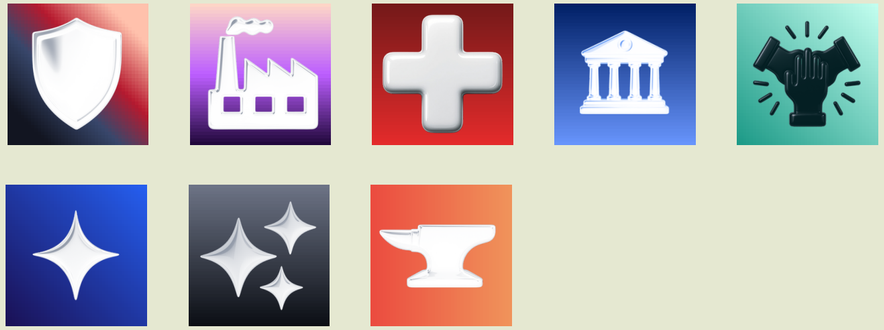
CLIENT GROUP	PRIORITY CLIENTS	MAIN PRODUCT	BILLING	UNIT PRICE IN 2027	2031 REV. SHARE
Government (B2G)	P1: Indonesian regencies and agencies, then provinces, and finally central government	GOVKU	Annual	Rp90M Pilot Rp150M/year	28%
In-walls enterprise	P2: banks, hospitals, asset managers, PE/VC, universities	On-Prem AI Industry Apps	Annual	Rp250M Setup Rp25M/month	37%
Sovereign B2B AI	P2–P3: regulated SMEs and corporates	Local AI Cloud Custom Models Industry Apps	Monthly	Rp15M/month Rp150M Tuning	22%
Data & research	Institutions, government	Dataset Research Whitepaper	Per Project Monthly	Rp45M per project Rp5M/month	7%
Consumer & SME	Individuals, small teams	KuartalOS (Linux Distro) Hardware Apps AI Models	Monthly One-Time Purchase	Starts at Rp49K/month Devices range from Rp2.5M to Rp150M	6%

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Proof of opportunity: Current traction and pipeline

CUSTOMER	PRODUCT	ANNUAL VALUE	STATUS
Regency Government (unnamed until published on INAPROC and public release)	On-Premise AI Server Rack with Customised Model Inference and Application	Rp150M	Part of a larger procurement contract. Signing Dec 2026, starts FY2027.
Regency Government (unnamed until published on INAPROC and public release)	On-Premise AI Server Rack with Customised Model Inference and Application	Rp100M	Part of a larger procurement contract. INAPROC announcement Dec 2026.
Provincial Government Agency (unnamed until completed)	Custom AI Model Inference and Application on Kuartal Servers	Rp15M per Access Point (Min. Rp100M)	Part of a larger procurement contract. In talks, with contract finalisation planned for Dec 2026.
Provincial Government (unnamed until completed)	Custom AI Model Inference, AI integration to Governor Dashboard, Data Center Server Build Out	Rp3.5bn one-time	Part of a larger procurement proposal. In talks, with the opportunity for procurement to be budgeted in the APBD (Regional Budget Plan) 2027.
Local Children's Hospital (3 locations served)	MEDIPULSE	Rp100M per location (1 location first pilot)	Early outreach response. In talks, with a demo launch in January 2027.
Local Property Developer	TEAMKU DEALKAN Custom AI CRM stack	Rp100M	Early outreach response. In talks, with a demo launch in January 2027.
TOTAL		Rp350M expected Dec 2026 Rp200M in early talks	+ Rp3.5bn one-time build-out opportunity (APBD 2027)

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Product Revenue Stream

How Kuartal Generates Revenue

- Software license
- Implementation
- Support and upgrades
- AI Governance and Inference



Government and Enterprise clients for on premise AI services



Individual and team subscriptions from users and startups

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Roadmap 2027–2029

From pilots to on-prem contracts to breakeven

2027

Rp0.73bn

3 government pilots (Rp350M ACV) delivered · first air-gapped on-prem pilot · 3 B2B managed-AI clients · 6 research projects · 250 consumer subscriptions.

2028

Rp4.56bn

Pilots converted to multi-year contracts · provincial contracts (in negotiation) · first custom-model project · air-gapped security accreditation · team scale-up.

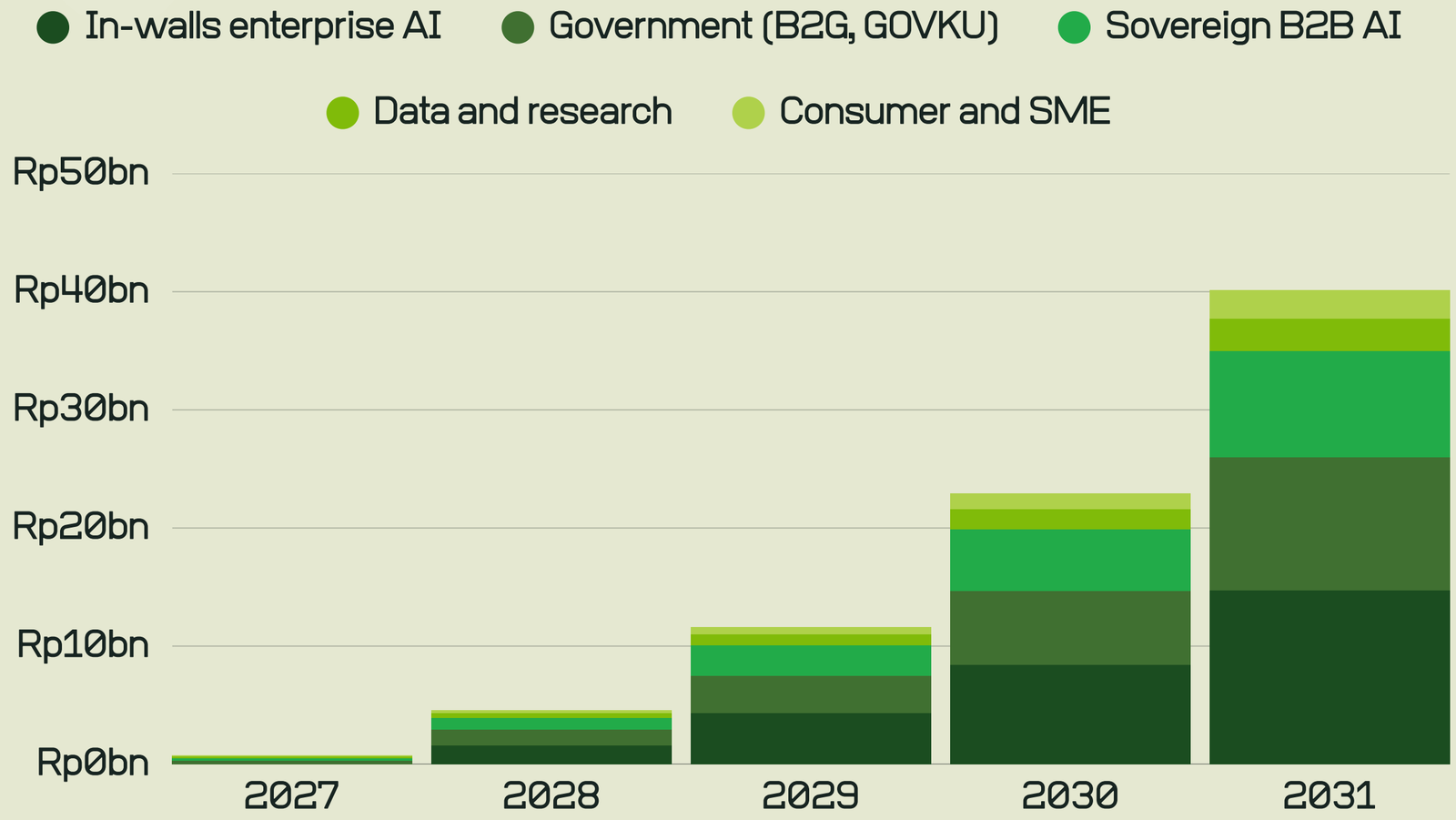
2029

Rp11.59bn

10 on-prem AI devices · accelerator sponsorship · 50 Cubiespot enterprise ISP subscribers with Kuartal value-added tools attached · operating breakeven (Jun 2029, projected).

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Revenue grows from Rp0.7bn in 2027 to Rp40bn in 2031, led by government and in-walls clients.



Rp24.1bn

2031 gross profit (~60% margin)

65%

of 2031 revenue from government and in-walls

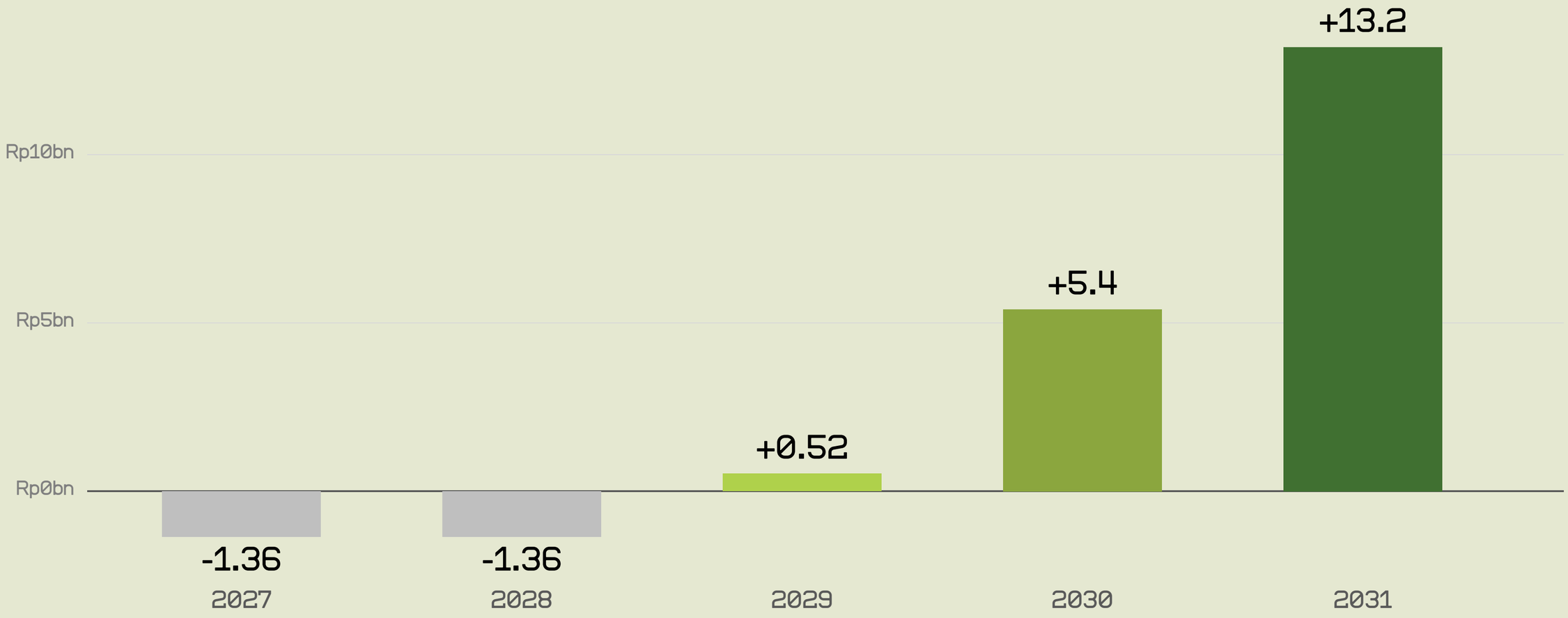
US$41K to US$2.2M

revenue 2027 to 2031

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Operating breakeven in June 2029 (projected)

Annual operating result, Rp bn (projected) · operating breakeven Jun 2029 · monthly cash-flow positive Aug 2029



Assumes ~60% gross margin and operating costs growing ~30% a year from 2029. Excludes taxes, depreciation, debt service and capex. Projection, not results.

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Meet Our Founding Team

Our founding team comes from a diverse background across different countries. Our Near-term hiring priorities are engineering and customer deployment specialised talents.



Diemas Hawkins



Jack Arianto Birtles



Rakean Shidqii



Charles Bryan Addo-Oware

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US$500K takes GOVKU and Kuartal AI Labs from prototyping pilots to on-prem contracts.

US$500K

Pre-seed SAFE · target

Total pre-seed SAFE
(about Rp9.0bn)

10%

At Full Raise

US$500K on a US$5M
post-money cap

US$5M

Post-money valuation cap

Post-money cap
(about Rp90bn)

RUNWAY

Runway to projected operating breakeven (June 2029). Funds GOVKU productisation, an AI-native base platform we can replicate across industries rapidly.

INVESTORS

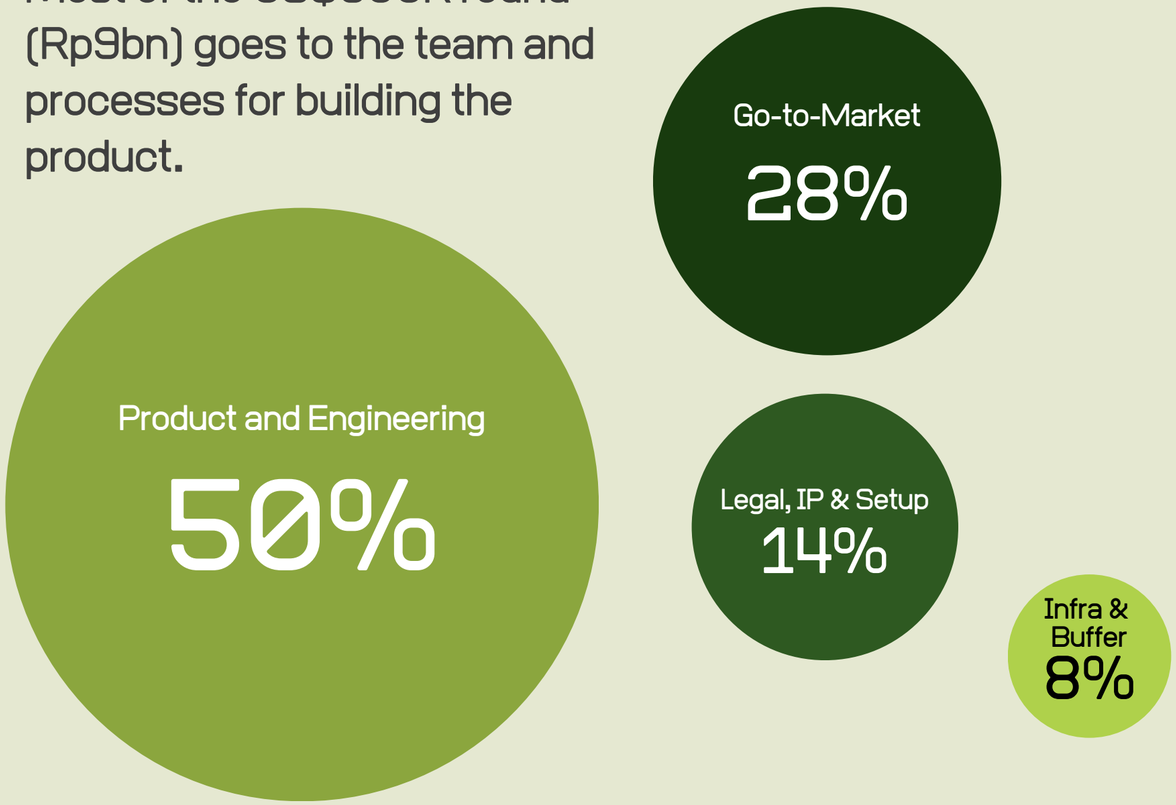
Up to 5 angels or firms.
1 observer seat for the lead investor

ROUND SIZE

Minimum US$280K (Rp5bn), maximum US$500K (Rp9.0bn), at a US$5M post-money cap.

Use of funds

Most of the US$500K round (Rp9bn) goes to the team and processes for building the product.



Rp4.5b

Product and Engineering

Founder + first hires, KuartalOS, models, hardware samples, engineering, and development of Kuartal Mind Lab aMajor and aMinor for clients

Rp2.5b

Go-to-market

Regional government, agency and B2B outreach, travel, demos, sales

Rp1.3b

Legal, IP & Setup

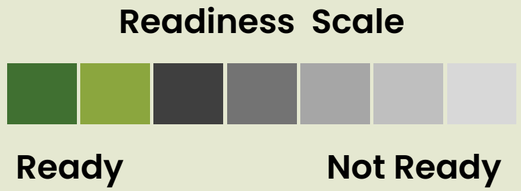
Delaware C-Corp (~US$1.5–2K) + proper Indonesian PT, Komdigi/PSE, trademarks (ID + US), contracts, product protection

Rp0.7b

Infrastructure & Buffer

Cloud inference runway and tools

The long-term platform roadmap extends beyond this round.



GOVKU

Funded by this round, and the main priority for deployment in 2027

TEAMKU

Also funded by this round; in active development as TEAMKU is the shared base that GOVKU runs on.

This secures possible revenue streams from Enterprise clients in 2027.

MEDIPULSE

In development, with a demo ready in 2027. Requires Ministry of Health approval to be used and integrated with BPJS Kesehatan and insurance databases

DEALKAN

In active development and partially funded by this round

WEALTHKU/FINKU

Long-term roadmap · not funded by this round. FINKU in early testing

Kuartal Mind Lab aMajor and aMinor Consumer/Enterprise Homelab Hardware

R&D funded in this round but brought to market on a per-client basis

13+ industry-specific stacks

Long-term roadmap · not funded by this round, but early testing has already begun

Spark + Satellite + Forge

Target launch early 2027. Represents a small portion of revenue and does not compete for customers; it exists to increase brand awareness and marketing reach

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Thank You

AI Sovereignty and AI Governance

Contact Us
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AI that you actually own, trained on your data safely on premise.