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GovTech App based on an AI-powered low-code platform

November 2024

What do people in 2024 expect from services?

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Most of the public services are not digitized

The government maintains a number of officers that administer inefficient paperwork which leads to slow bureaucracy.

Residents queueing instead of devoting time to themselves, their family or business.

Available systems are disconnected and do not interact

The government doesn't not have a complete data about interests and residents behavior for decision-making.

Residents provide personal data which the government already has. disconnected services makes it hard to navigate

## Separate development is too expensive and long

The government has limited time and budget to launch or market new services.

Taxpayers' money can be appropriated more sensibly with a bigger impact.

Big success story

Ukraine Government on the App with 20M users

- ✓ Simple access to all online public services
- ✓ Digital documents with verified sharing
- ✓ International Covid certificate
- ✓ Paying fines
- ✓ Polls, Petitions, Voting
- ✓ Direct messages from Gov

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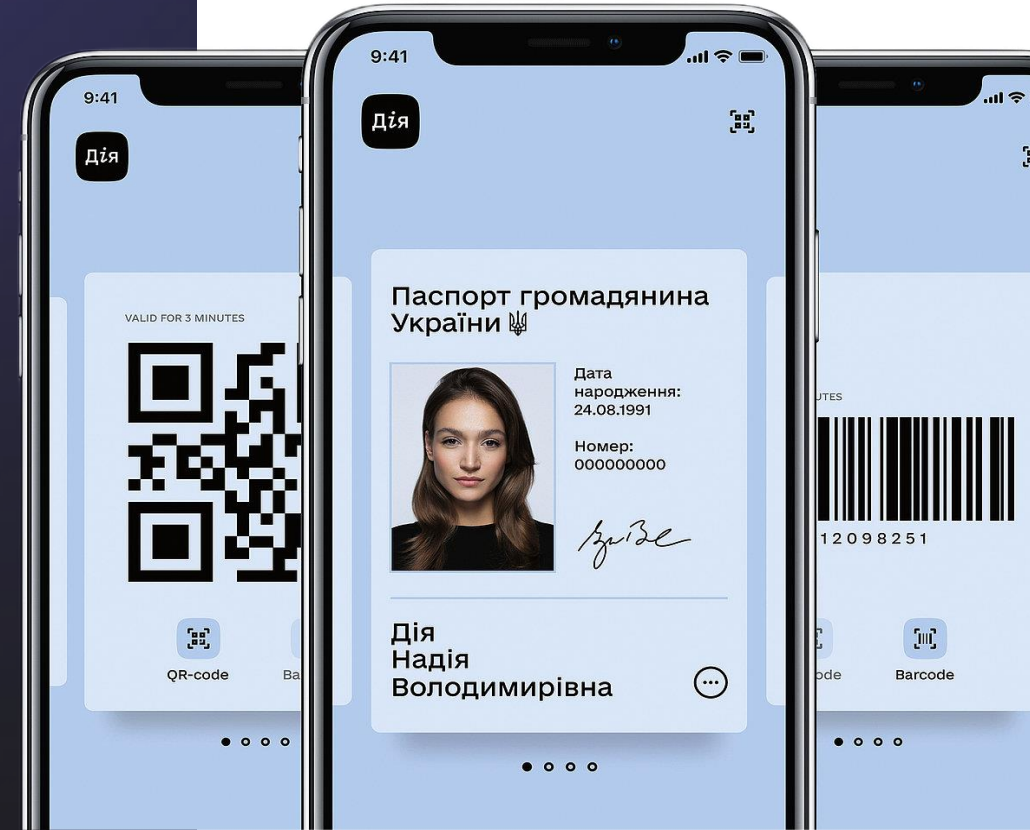
Big success story

100+ public services

Social Benefits

Pensions, Unemployment support and others

Birth registration

Combined service (9 in 1) for parents of a newborn

Residence

Registration and change of residence

Credentials

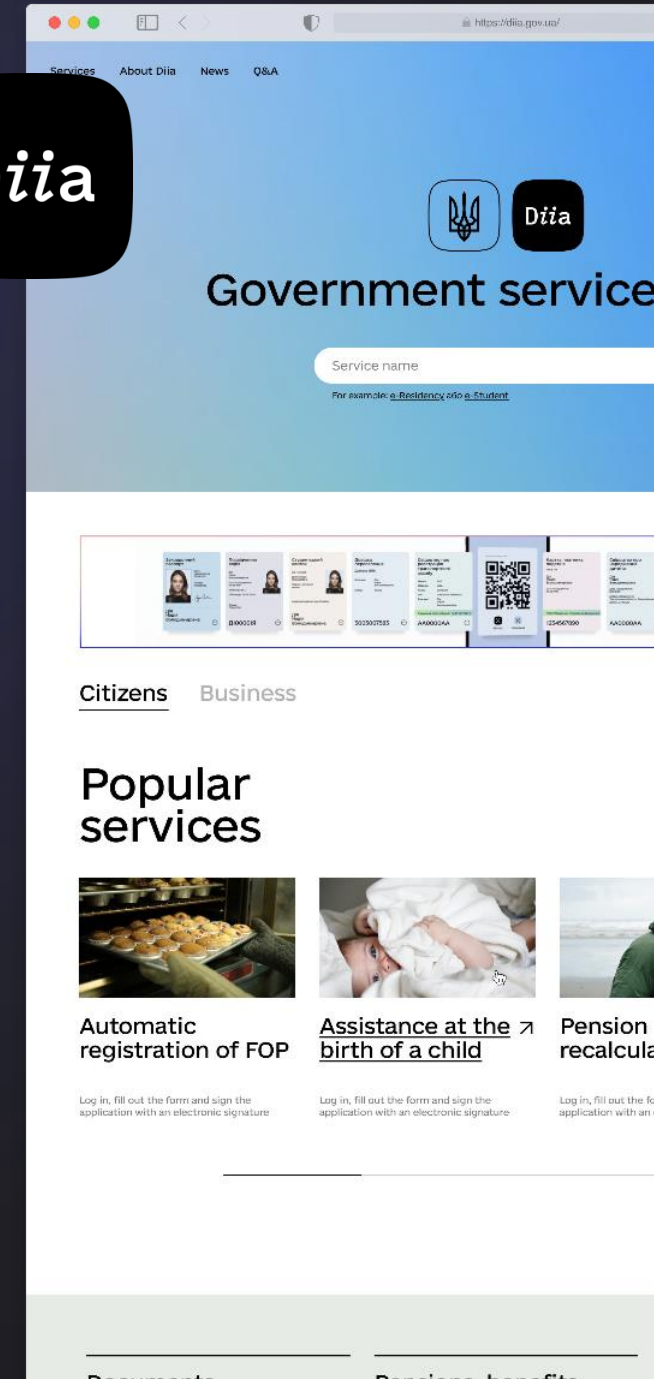Digital documents, sharing and recovery of the lost one

Entrepreneurship

Business ,tax registration, Grants, Declaration and Licenses

Construction

Registration and Permits for all stages of construction

Diia

Government service

Service name

For example: e-Residency або e-Student

Citizens Business

Popular services

Automatic registration of FOP

Log in, fill out the form and sign the application with an electronic signature

Assistance at the birth of a child ↗

Log in, fill out the form and sign the application with an electronic signature

Pension recalcula

Log in, fill out the application with an
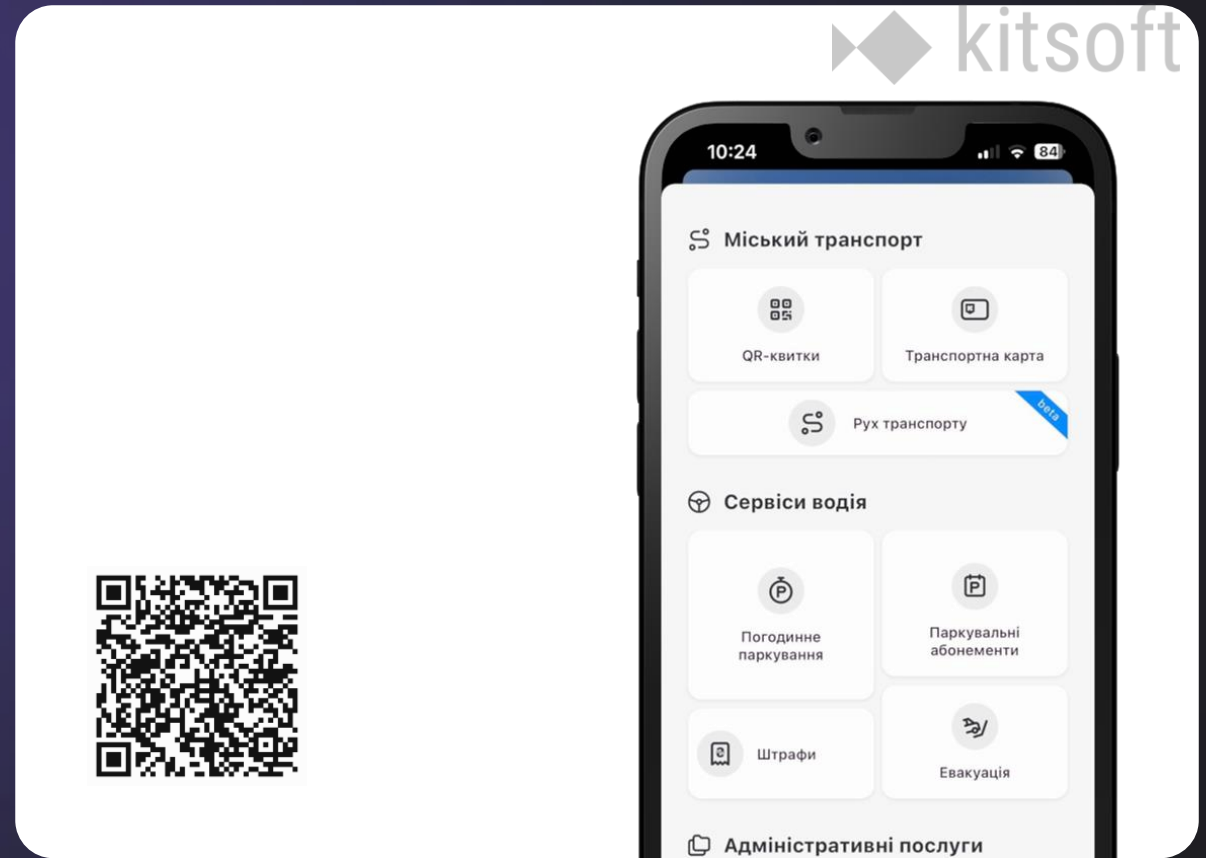
Kyiv City Service with 2M+ users

Mobile App ''Kyiv Digital'' for residents ensures simple access to the documents and city services:

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Electronic democracy: voting and petitions

Visit appointments to the service-centers

Notification of emergency situations and others

- Transport ticket
- Parking payment
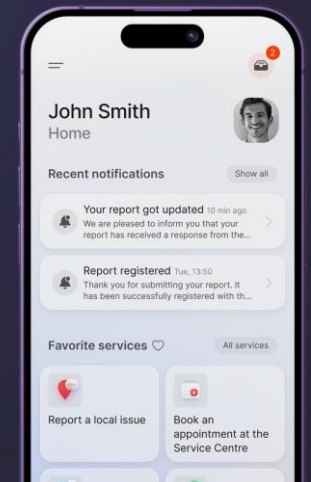- Paying the fines
- Map of shelters

What we offer

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White-labeled low-code platform powered by AI for digital transformation in government and municipalities

Digital Wallet
Documents and verified data sharing

Public Services

Rapid solutions launch on the platform

Web and Mobile applications

for direct and convenient communications

Benefits for government

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Tax and fee collection is made much more efficient

1.5 months
average time-to-market
of a new online service

Integration under one brand and quality control

Direct communication

Powerful management and analytical system

Reducing costs and time-to-market

Transfer most of the paper-based services to the online app

Benefits for residents

Direct access to all services online

Personal documents in smartphone

Fast, familiar and trusted service

Accessible for disabled people

Liquio Ecosystem

3 main channels to apply for public services

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Web-portal

with e-cabinet, access to all services and detail information

Service centers

where civil servant could help resident to apply for public service

Mobile application

for fast access to the digital documents and popular services

Key Competitor Insights

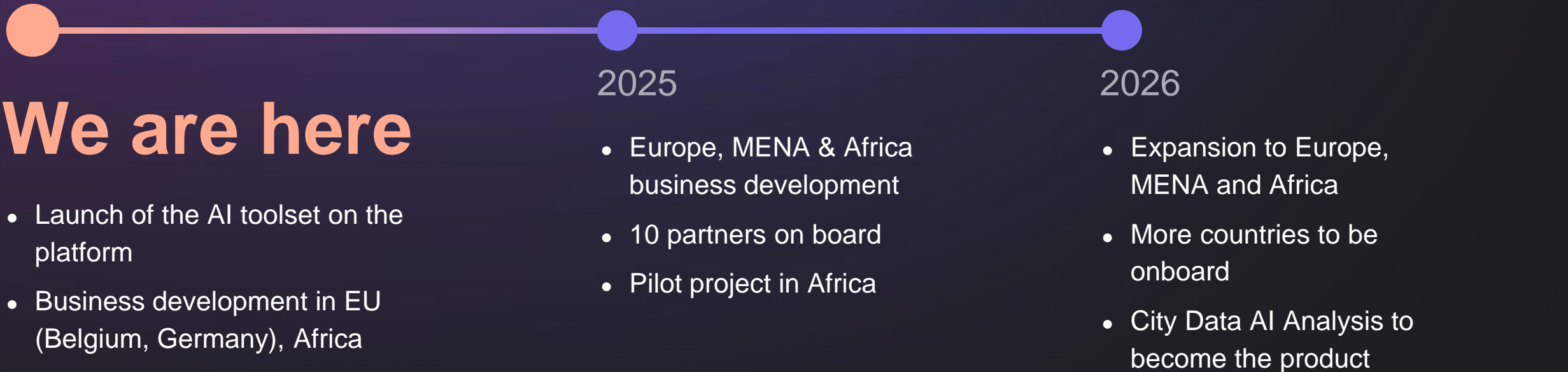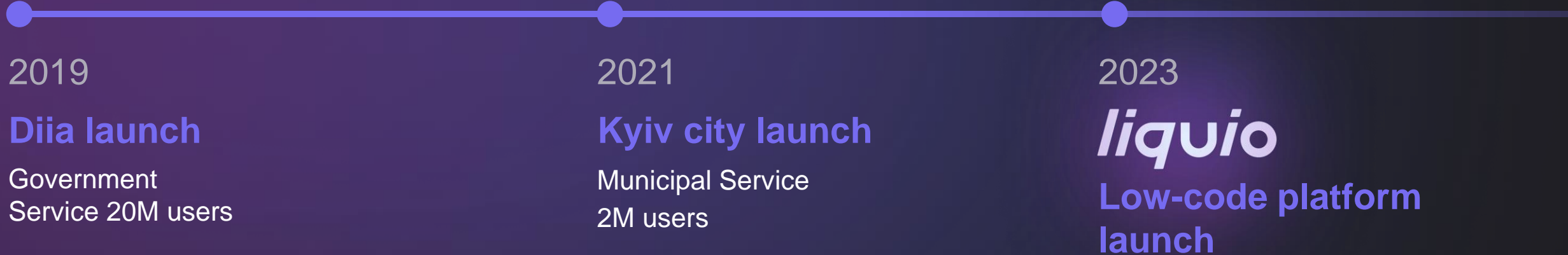|	Comunda and similar Open Source Products	Creatio and similar proprietary platform	Liquio
Transferring the code to the customer	Yes	No	Yes
Development experience	Low	High	High

Liquio provides a comprehensive approach:

- A ready-to-use and user-friendly toolset for the rapid deployment of public services,
- The ability for clients to develop solutions independently,
- Training and certification for the client's team and other IT companies.

Roadmap

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2019

Diia launch

Government
Service 20M users

2021

Kyiv city launch

Municipal Service
2M users

2023

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Low-code platform launch

We are here

2025

- Europe, MENA & Africa business development
- 10 partners on board
- Pilot project in Africa

2026

- Expansion to Europe, MENA and Africa
- More countries to be onboard
- City Data AI Analysis to become the product

- Launch of the AI toolset on the platform
- Business development in EU (Belgium, Germany), Africa

Revenue streams

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platform for governments & municipalities

- Platform Deployment
- Services development
- Support

Professional Services

- Consulting and Software Development
- Training and Certification

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**Hiring an
AI R&D Team**

**Hiring an
AI R&D Team**

Germany, Poland, UK, MENA
& Africa countries

**We're
raising**

$1.5M

**Business
development
expenses**

**R&D and improving
LIQUIO platform**

Financial projections

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◆ **UA clients**

● **Europe, MENA & Africa clients**

$8M

$6,000,000

$6M

$4,691,175

$4M

$2,098,898   **$2,170,715**   **$4,000,000**

$2,416,667

$2M

$1,678,817

$629,808

	2022	2023	2024	2025
Total Revenue	**$2,728,707**	**$3,849,532**	**$7, 107,842**	**$10,000,000**
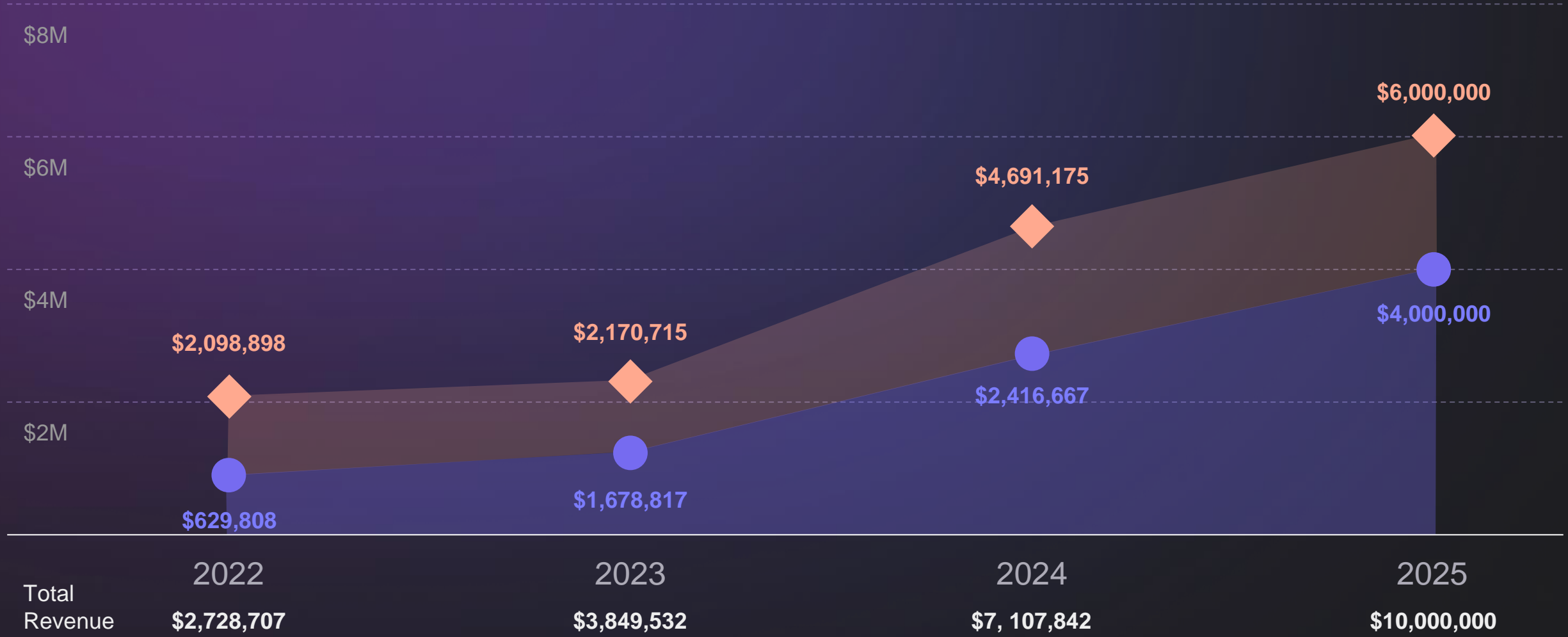
Global Smart Cities Market Size

2022:
$511.6B

2027:
$1024.4B

CAGR 2022→2027

14.9%

Europe Smart Cities Market Size

2022:
$32.5B

2027:
$90.2B

15.7% CAGR

The Middle East and Africa Smart Cities Market Size

2022: **$1.3B**
2027: **$2.7B**
20.05% CAGR

Go to Market Strategy

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Entering Africa & MENA countries via local partners

Partnerships with distribution and consulting companies

Small scale pilots

Direct sales and business development

Integration with existing widely adopted solutions

Joint ventures with local companies serving municipalities

PR: media coverage, special events

Exit Opportunities

Acquisition by

IPO 7 years

Worldwide Smart City Providers

(ex. Cisco, Oracle)

Leading GovTech Companies

(ex. Accela, Tyler Tech)

Technology Consultants

(ex. Accenture, Deloitte)

Big Outsource Companies

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Volodymyr Sichka

Technology

Tech and crypto enthusiast, he leads software development department

Oleksandr Iefremov

CEO, Founder

He steers the team to new horizons, GovTech Events speaker.

Maksym Kurinny

Product

His goal is to provide the best experience possible for customers

Mariia Muzyka

Operations

She is in charge of organizing and improving everything

Alevtyna Lisniak

Communications

She is an advocate for the company and its products on the global stage
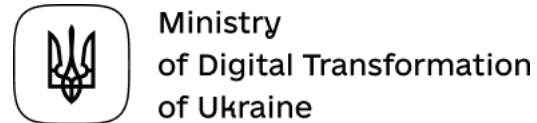
Roman Romanenko

People

His goal is to care about the well-being of the team

Traction

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130

Integrations with
other IT-solutions

European Commission · East Europe Foundation · Ministry of Digital Transformation of Ukraine · giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

USAID ВІД АМЕРИКАНСЬКОГО НАРОДУ · UKaid from the British people · eGA e-governance academy · UNDP · IOM UN MIGRATION

Traction

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50+

Solutions for governments, municipalities and NGOs

European Commission

East Europe Foundation

Ministry of Digital Transformation of Ukraine

gíz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

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UKaid from the British people

eGA e-governance academy

UNDP

IOM UN MIGRATION
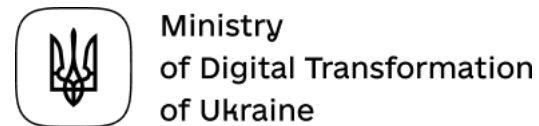
Traction

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21M+ Users of our solutions

European Commission

East Europe Foundation

Ministry of Digital Transformation of Ukraine

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

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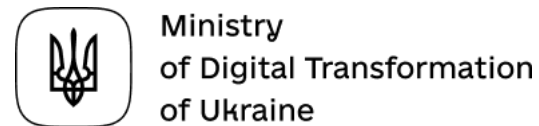
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6

IT partners work
on our planform

European Commission

East Europe Foundation

Ministry of Digital Transformation of Ukraine

giz Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH

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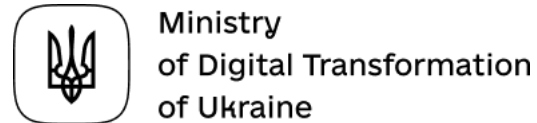
Thank you!

Let's do great things together

🌐 kitsoft.ua

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to contact me
via LinkedIn