



SECURE AI OPERATIONS PLATFORM

Flowchestra operationalizes AI.

Operational infrastructure for governed AI execution.

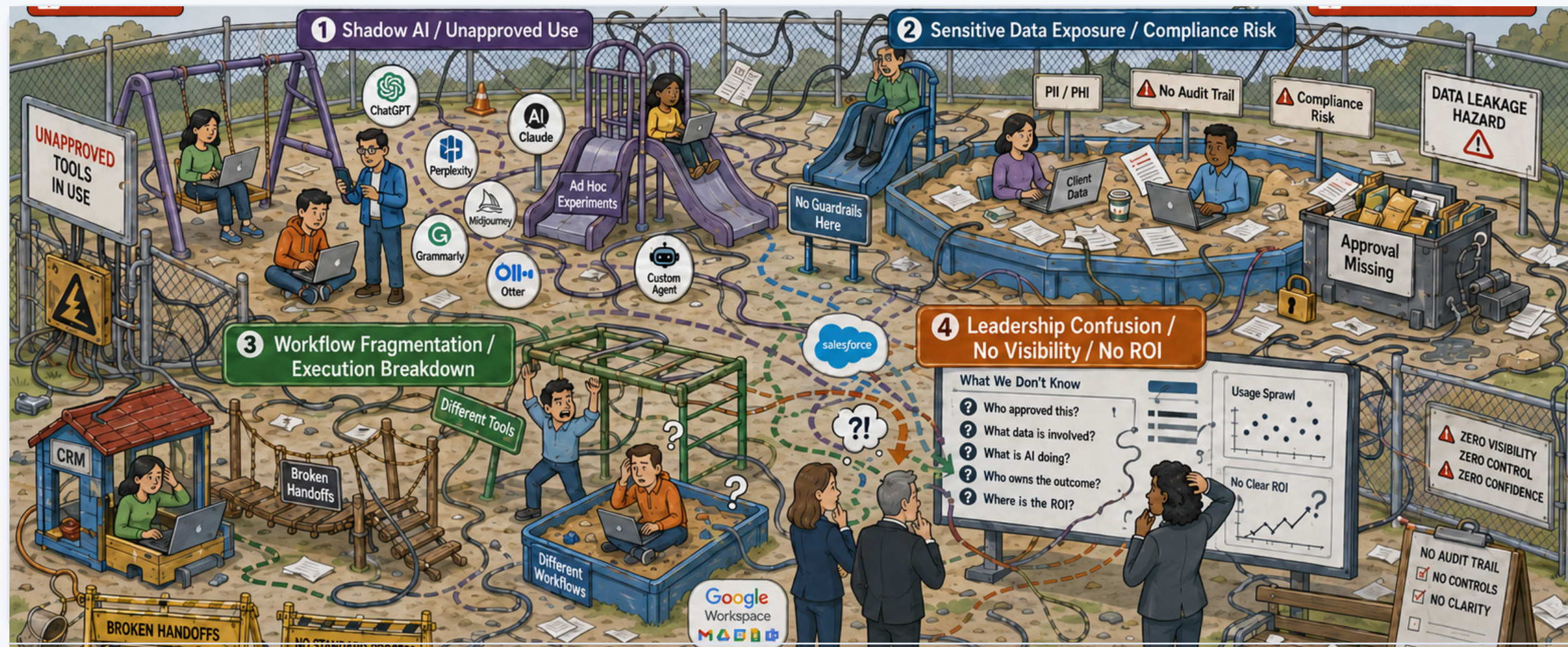
Raum Sandoval | CEO & Co-Founder

ConvergeSouth 2026

THE PROBLEM

AI Chaos Is Already Inside the Business

AI adoption is outpacing business context, governance, execution structure, and measurement.



01

Shadow AI / Unapproved Use

02

Sensitive Data Exposure / Compliance Risk

03

Workflow Fragmentation / Execution Breakdown

04

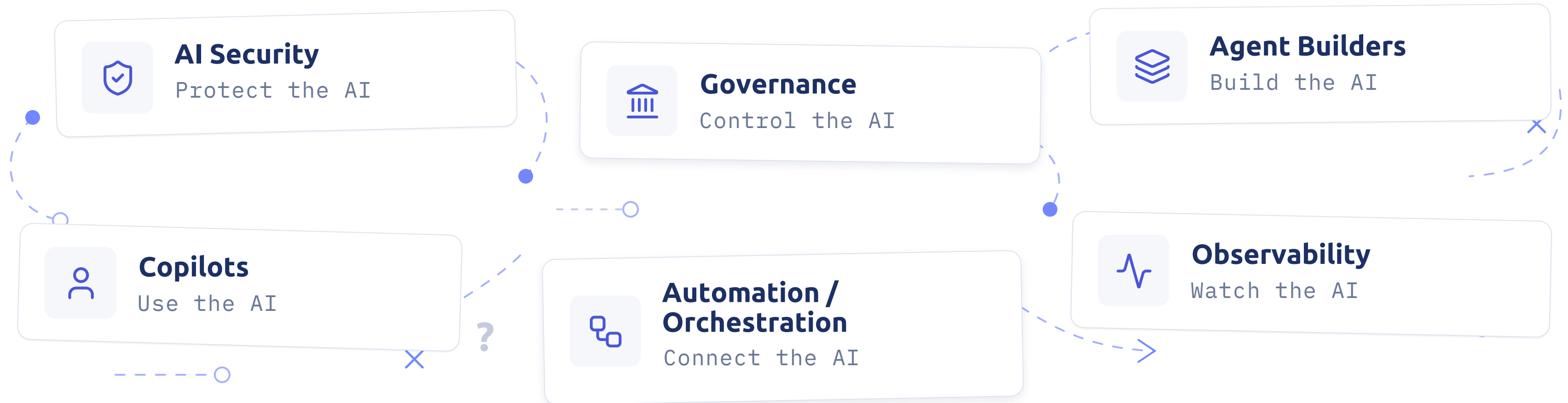
Leadership Confusion / No Visibility / No ROI

Businesses don't have an AI access problem.

They have an AI operational risk problem.

The Market Responded With More Fragmentation

Every tool solves a piece of the problem. None gives the business a complete operating model.



But who makes all of it work together inside the business?

The business is still left assembling the operating model.

The Services Response Is Fragmented

Everyone has a piece of the answer. No one owns the full operating model.



AI Implementers & Systems Integrators

How do we build and connect it?

AI Strategy & Transformation

Where should we use AI, and what should change?

Governance, Risk & Compliance

How do we control and trust it?

Business Process & Operations

How does the business actually work?

Different tools.

Different expertise.

Different operating models.

The market has the expertise.

What it lacks is a repeatable way to bring it together around the business.

THE PLATFORM

Flowchestra Brings It Together

Operational infrastructure for governed AI execution.



Business Context

Workflows · People · Systems · Approvals · Policies

Governance

Access · Controls · Oversight · Auditability

Execution

AI · Humans · Tools · Automation · Workflows

Measurement & Intelligence

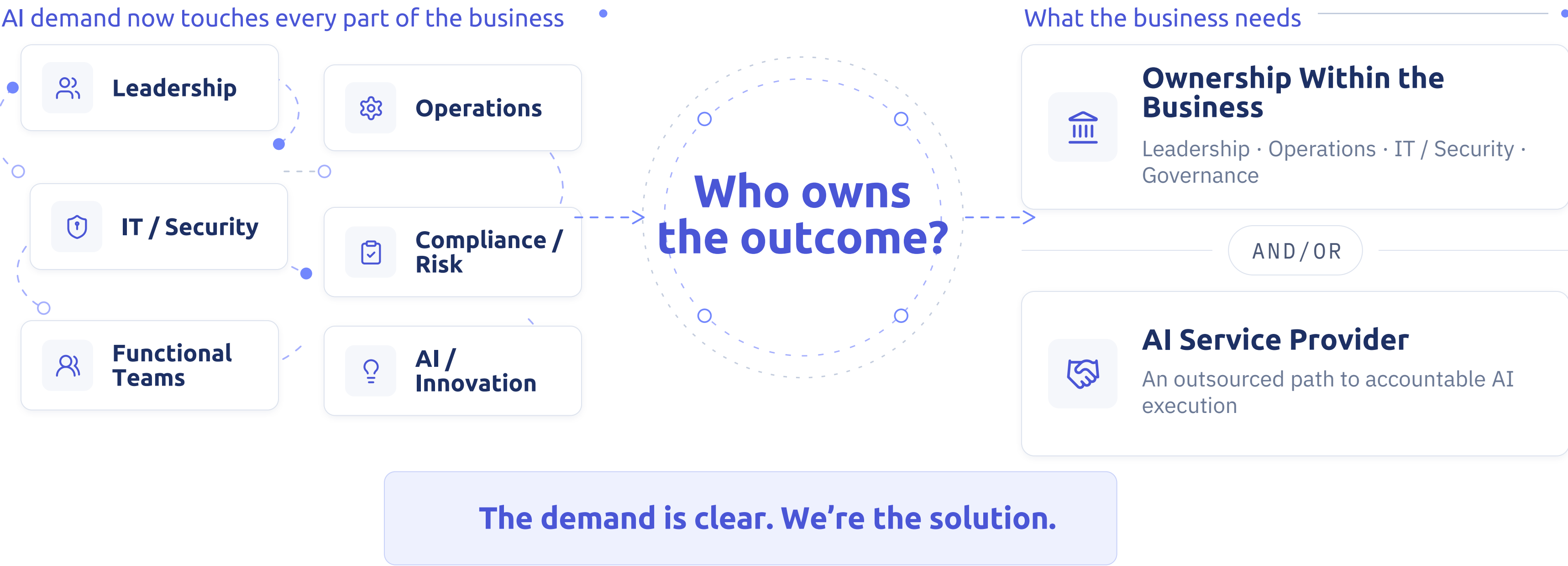
Observability · Outcomes · Cost · ROI · Operational intelligence

Flowchestra turns fragmented expertise into repeatable AI operations.

WHY NOW

Trust Requires Accountability

AI demand is accelerating faster than businesses can establish ownership, governance, and operating discipline.



Flowchestra meets businesses where they are, supporting internal ownership, AI Service Providers, or both, with governed execution, clear accountability, and visible outcomes.

Two Paths to Market. One Platform.

PATH 1 – DIRECT



Regulated and operationally complex organizations adopt Flowchestra directly.

PATH 2 – PROVIDER-LED



One provider relationship can unlock many deployments across a client portfolio.

Same platform. Same business outcome.

~\$17B

Core governed AI operations TAM

~\$2.7B

Initial serviceable market

~22%

Annual AI orchestration market growth

48%

of MSPs rank AI as their #1 client need

TRACTION

Early Traction Is Validating the Model

Revenue, market engagement, and efficient targeted outbound are validating both the problem and our path to market.

ADOPTION

**Paying Customers +
Design Partners**

Live real-world Beta adoption

MARKET ENGAGEMENT

26+

Organizations engaged across
both GTM motions

OUTBOUND EFFICIENCY

18.8% / 25%

LinkedIn booking rate / targeted
cold outreach conversion

FUNNEL QUALITY

90%

Of ICP prospects advance after
first meeting Demo · second
meeting · scoping · commercial
discussion

PROBLEM VALIDATION

Dozens of unrelated organizations independently surfaced the same unmanaged AI problem. Business context consistently emerges as a major gap, not just IT and security.

ENTERPRISE GATES

Security, compliance, insurance pressure, and B2B due diligence are becoming recurring gates to AI adoption.

INDUSTRY VALIDATION

Industry leaders, experienced operators, advisors, and technical partners are validating the platform direction and market need.

ECOSYSTEM VALIDATION

Tampa Bay Wave CyberTech|X · LvlUp · LaunchCLT Mentor Program · Innovate Charlotte Founder Jam · ConvergeSouth

TEAM

Built by Operators Who Lived the Problem

We built the operating model inside regulated environments before turning it into a platform.



Raum Sandoval

CEO & CO-FOUNDER

Former CISO & MSP operations leader 20 years across MSP, security, and regulated industries · Built secure automation and operational workflows inside real organizations



Henry Steele

CTO & CO-FOUNDER

Former Deputy CISO and security operations leader Governance, incident response, compliance, automation, and secure architecture · Architecting Flowchestra's Secure AI Operations platform

LEADERSHIP TEAM

Kaya Kowalczyk

Director of Business Operations
20+ years managed services & legal tech · Operations, process & scalable execution

Bill Taylor

Director of Client Success
10 years in MSP enablement · TruMethods / Kaseya · Customer success & operations

STRATEGIC ADVISORS

Richard Munassi

Strategic Advisor
Tampa Bay Wave · Techstars · NASA

Yagub Rahimov

Advisor & Strategic Partner
CEO, Polygraf AI · Repeat founder · AI governance, privacy & trust

The Flowchestra operating model was validated and prototyped in real-world MSP/MSSP and regulated environments before the platform was built.

AI works best when business works first.

Flowchestra operationalizes AI.

Flowchestra turns fragmented AI adoption into governed, accountable, repeatable business execution.

CAPITAL

Raising \$1M

Accelerating enterprise readiness: security, compliance, product maturity, customer success, and commercialization

CUSTOMERS

Regulated and operationally complex organizations

Ready to operationalize real AI workflows with measurable outcomes and reduced operational risk.

AI SERVICE PROVIDERS

MSPs, AI consultancies, systems integrators, governance firms

Ready to operationalize AI for clients at scale, expand service revenue, and create new client opportunities.

The risk isn't AI.

The risk is unmanaged AI.



INVESTOR RELATIONS

Learn more or connect



flowchestra.com
Raum Sandoval