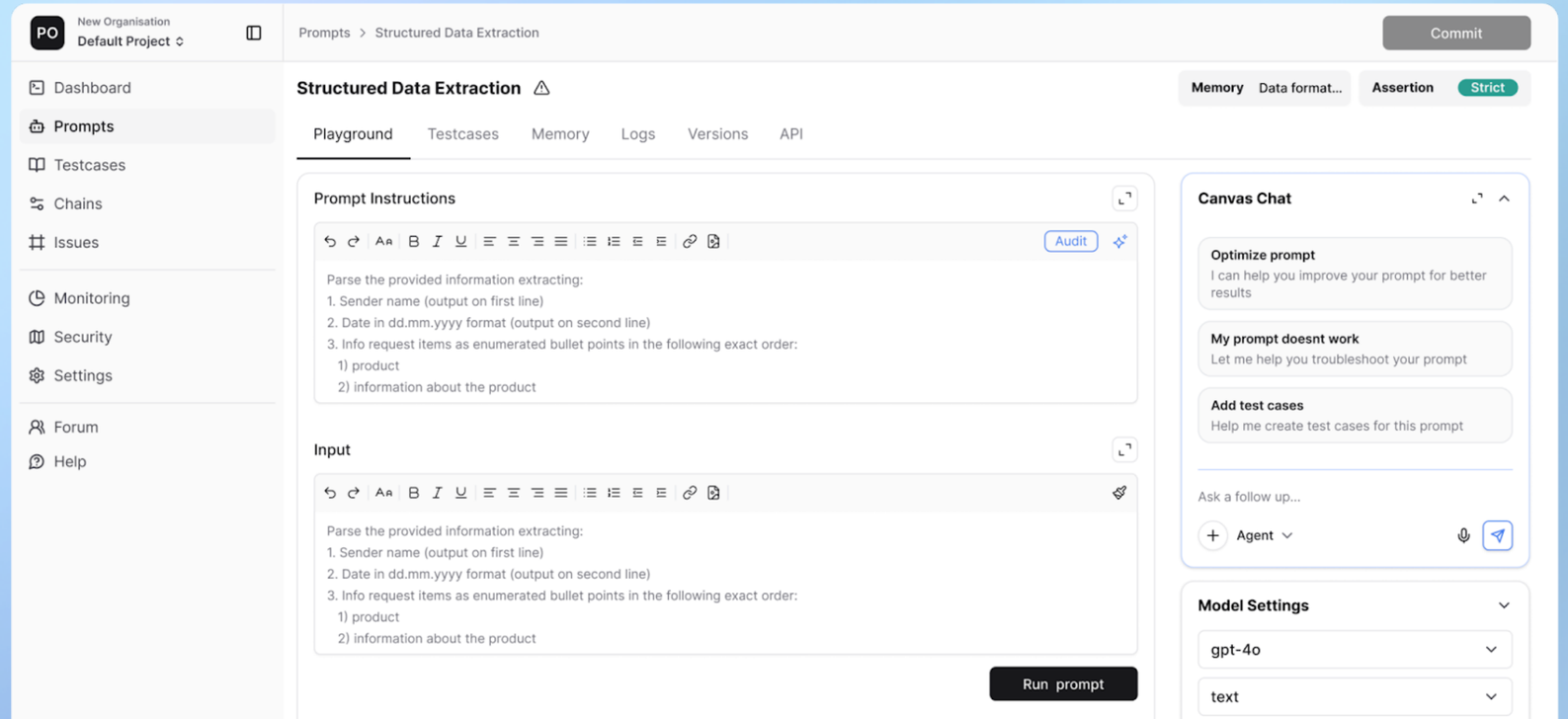
GENUM AI

Last Mile Automation for the Enterprise

Turning human business logic into clear, verifiable instructions that enable LLMs to deliver stable, predictable, and testable AI logic.



THE HISTORICAL PROBLEM

Automation Has Always Stopped At The Same Place

Businesses runs on **CRM, ERP, etc**.
But real work **begins outside those systems**.

At the edge of automation is unstructured input:

- Human communication: emails, messages, chats, bots, support requests.
- Business documents: contracts, invoices, PDFs, reports, forms.
- Media & scans: scanned documents, images, receipts, attachments.
- Voice & recordings: calls, voice messages, meetings.

Before data can enter any system, humans must interpret it.
This is the Last Mile Automation problem.

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WHY THIS MATTERS

Humans Are The Bottleneck

For decades, the flow has been:
Unstructured input → Human interpretation → Structured data → Automation

This Last Mile is:

- Most expensive operational layer
- Least scalable
- Largest source of errors and delays

**No matter how advanced automation becomes,
nothing moves without human interpretation first.**

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WHY THIS WAS NEVER SOLVED

This Was Not A Software Problem

Automation failed not because systems were missing — but because language could not be safely interpreted by machines.

Automation depended on interpretation — interpretation depended on humans.

Enterprises already had:

- Rules engines
- Workflows
- RPA
- OCR
- ML systems
- Mature automation stacks deployed at scale

But language interpretation was:

- Expensive
- Brittle
- Risky to automate
- Impossible to version or audit

Human interpretation became the enforced safety layer at the edge of automation.

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GENAI ERA

GenAI Removed The Cost Barrier — Not The Risk

For the first time, business can afford to interpret unstructured language at scale.
But without control, GenAI cannot be safely connected to production automation.

GenAI makes language interpretation:

- economically feasible
- scalable across long-tail inputs

This makes **Last Mile Automation possible for the first time.**

But raw GenAI is not deployable:

- behavior changes silently
- no versioning or audit trail
- errors propagate into core systems
- compliance blocks rollout

Result: pilots only. Humans stay in the loop.

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BREAKTHROUGH

Last Mile Automation Requires Process

Scaling automation is no longer limited by models, but by control.
Without a defined process, GenAI cannot be safely connected to enterprise grade systems.

GenAI removes the cost barrier, but introduces a control problem.

To automate the last mile, enterprises need:

- verifiable behavior
- versioned releases
- controlled deployment into existing systems

GenAI needs a process layer before automation.
This same control layer is a prerequisite for agentic systems.
Without verification, agents amplify risk instead of productivity.

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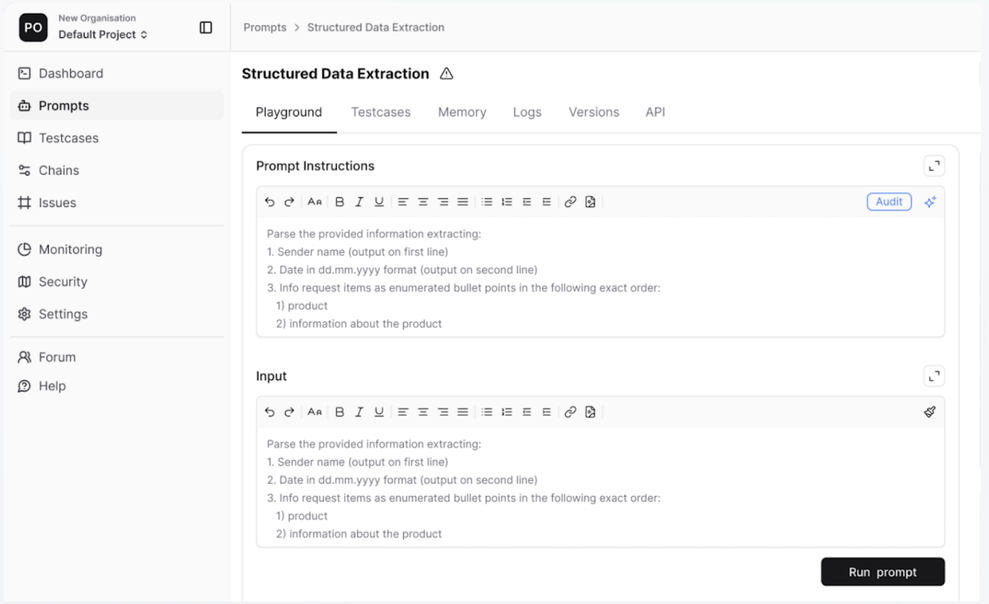
SOLUTION

Genum Automates The Edge of Enterprise Automation

Genum turns unstructured business input into verified, structured data before it reaches enterprise systems.

- Interpretation is formalized and controlled
- Only verified logic is allowed to execute
- Safe for automation — and future agents



[Try GENUM now]

Future-proof for agentic execution — agents execute only verified logic.

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HOW IT WORKS

Control AI Behavior Before It Reaches Production

Verification Before Execution

- AI logic is treated as business logic
- Expected behavior is defined and tested
- Logic is versioned and released like code
- Only verified versions reach production

Agent-Safe by Design

- Genum governs instruction units
- Orchestration remains external
- Only verified units are deployable

Genum decouples AI logic from runtimes and injects it via:

- APIs
- Genum Nodes (connectors)

No runtime policing — control happens before deployment.

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MARKET OPPORTUNITY

Every Enterprise Needs Last Mile Automation

Total Addressable Market (TAM)

Global Enterprise Spend on Manual Interpretation of Unstructured Business Input

€500B annually by 2030

Why this market exists

- Every enterprise processes unstructured input
- Humans are paid to interpret it before automation
- This cost grows with scale and complexity

Last Mile Automation expands with every AI adoption.

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GO-TO-MARKET & ICP

From First Workflow To Core Enterprise Infrastructure

Ideal Customer Profile (ICP)

- Mid-to-large enterprises (500+ employees)
- Existing ERP / CRM / automation stack
- High-volume unstructured input into business processes

Go-To-Market

- Founder-led enterprise sales
- Start with 1–2 high-impact workflows
- Expand via volume, workflows, and governance needs

Primary Use Cases

- Back-office operations intake
- Finance & procurement documents and requests
- Compliance and enterprise support workflows

Buyer

- Head of IT / CTO
- C-Level managers
- Business owners

Removing manual interpretation unlocks compounding automation gains across the enterprise.

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TRACTION

Developed Since 2024 — Progressing from MVP to Production Usage

2 enterprise pilots completed
(ERP & CRM integrations with GenAI)

MVP released in July 2025
first Instruction Layer for GenAI

GitHub Open Source since 2026
core Genum platform and integration nodes

1K+ early users onboarded
developers & prompt engineers

$500K Angel Round Closed
funding product development, validation, and early user adoption

Active production usage
real workflows running on verified interpretation logic

Clear momentum from pilots to enterprise adoption.

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ROADMAP

Making Last Mile Automation Finally Deployable At Enterprise Scale

2024–2025: From Service Request to Open Source Product

- Enterprise service demand for reliable GenAI delivery
- Last Mile Automation problem identified
- Methodology validated in real customer environments
- Productized into reusable infrastructure infrastructure

2026+: Platform & Scale

- Open-source release to drive adoption and trust - done
- Go-to-Market execution
- Expand interpretation layer into standard automation infrastructure

Strategic Trajectory:
Services → Product → Platform → Open Infrastructure → AI Business Specification Layer

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VISION & ASK

Genum Automates The Edge of Enterprise

Vision

- Last Mile Automation is the next trillion-euro unlock.
- GenAI makes interpretation cheap — but unsafe
- Genum makes AI execution reliable where business actually runs
- Automating interpretation reduces operational waste, and the carbon footprint of digital business processes

Ask

- €2M Pre-Seed Round
- Scale from pilots to standard enterprise infrastructure

Humans have been the control layer at the edge of automation for decades.
This layer replaces manual interpretation with verified, testable AI execution —
across prompts, workflows, agents, and any system that executes business logic.

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FOUNDERS

20+ Years Of Experience In Enterprise Automation

Yefym Dmukh
Technical Founder

Yan Khomenko
Business Founder

Why This Team

- Deep hands-on experience with ERP, CRM, and large-scale operational workflows
- Proven delivery of automation systems where interpretation is the bottleneck
- €50M+ revenue generated through automation-driven solutions

Trusted by Global Enterprises

IBM · DaimlerChrysler · Volkswagen · AIRBUS · Deutsche Bundesbank Eurosystem

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Last Mile Automation for the Enterprise

Yefym Dmukh
Technical co-founder

LinkedIn Email WhatsApp

Thank you

Yan Khomenko
Business co-founder

LinkedIn Email WhatsApp

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