



101132868 — Allon\_I3 — I3-2022-CAP2b

## WP3 - Support to the identification of investment projects

## MS1- Study and identification of business cases

| Overview                 |   |  |
|--------------------------|---|--|
| Name of SME              | ENLAIGHT  |  |
| Region                   | Alentejo  |  |
| Location                 | Alcácer do Sal  |  |
| Focus Area               | ICT and Industry 4.0  |  |
| Business case title      | Enlaight Company  |  |
| Description              | It is a data intelligence company that helps non-profit organizations, UN agencies, government agencies and independent media to organize, understand and cross-reference their internal and external data through revolutionary Artificial Intelligence Software, revealing significant insights that can be used to reshape public engagement strategies, increase fundraising revenues, manage disinformation or write journalistic reports.   |  |
|                          | Stakeholder Involvement   |  |
| Key Stakeholder          | It is a company that works with governments, NGOs, United Nations agencies, the World Bank, Doctors Without Borders, and the social, environmental, and humanitarian sectors such as Health, Education, and Nutrition.  |  |
|                          | Business Model  |  |
| Core Activities/Services | Enlaight applies artificial intelligence and data intelligence to support organizations in the humanitarian sector and public agencies, also focusing on training and capacity development. It has developed a platform that uses artificial intelligence for real-time data analysis to identify and combat false narratives and misinformation, as well as for engaging communities and donors by international organizations and governments. The company also provides consultancy and training services in information systems, disinformation and social listening. |  |
| Value Preposition        | Its artificial intelligence software - [LAIBRARY] - safe, ethical and accessible, capable of revealing transformative insights.   |  |
| Target Market            | National and international markets. UN, international NGOs and governments in Europe, Asia, the United States and Latin America, to monitor and respond quickly to global crises related to public health, climate change and human rights.   |  |

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| Investment Opposition  |   |  |
|--|---|--|
| Investment Opportunities                                     |   |  |
| Product/Service Sales  | They have created a platform that uses artificial intelligence to analyze data in real time, with the aim of identifying and combating false narratives and disinformation, as well as promoting engagement. In addition, they are currently developing a new product for local authorities and a new training product. |  |
| Service revenue  | Enlaight earns revenue from the services it provides such as consultancy and training services in information systems, disinformation and social listening. It also develops and expects to earn more from the new services it is developing.   |  |
| Licensing and Royalties<br>(EU, National, Public<br>Funding) | The company has no public funding   |  |
| Other Incomes  |   |  |
| Critical Assumptions and Constraints                         |   |  |
| Assumption   |   |  |
| Constraints  | They're a bit scared of artificial intelligence and, in the impact sector, they're having a hard time finding investors   |  |
|  | they re having a hard time finding investors  |  |
|  | Contact Information   |  |
| Lead Organization  |   |  |