



Altilia

**— The Sovereign European
Operating System for Agentic AI**

Enterprise AI is broken — and everyone knows it.

Billions spent. Real outcomes remain elusive.

01

AI tools are isolated

Chatbots, copilots, and point solutions don't connect to processes, data, or each other. No real orchestration. No enterprise intelligence.

02

Data is not agent-ready

Enterprise knowledge lives in silos, unstructured documents, and legacy systems. AI can't act on what it can't understand. Semantics break the barrier and most platforms ignore it.

03

Sovereignty is a myth.

European enterprises are forced to depend on hyperscalers for every AI workload. Data leaves borders. Governance is impossible. Regulatory risk compounds daily.

04

Ethics is a myth

Model decisions are opaque, unauditible, and unaccountable. AI is deployed without ethical discernment, without systemic responsibility, and without regard for the common good. Regulatory risk compounds daily.

05

UX has not evolved

Users still switch between 10+ apps to complete one task. No AI platform has rebuilt the human interface around agents and context, until now.

THE SOLUTION — PLATFORM ARCHITECTURE

Six foundational pillars. One sovereign enterprise OS Architecture

Precisely aligned with what Microsoft and Gartner define as the architecture of next-generation organisations.

01

Semantic Knowledge Graphs

Enterprise knowledge organised into agent-ready intelligence

Organises enterprise knowledge into rich, structured, machine-readable semantic layers turning scattered data, documents, and processes into a unified intelligence fabric. The foundational layer Gartner defines as critical infrastructure by 2030. Altilia delivers it today.

02

GraphRAG + Traversal Queries

Relationship-aware retrieval beyond flat vector search

Navigates semantic relationships across the knowledge graph delivering precise, context-rich, fully traceable answers. Unlike standard RAG, traversal queries follow entity links and ontological paths giving AI agents the reasoning depth that enterprise decisions require.

03

Governable Agentic AI Orchestration

Human-agent collaboration with zero-trust security

A human-agent collaboration layer where enterprise users work alongside deterministic, context-aware agents to automate workflows, drive operational execution and strategic decision-making with built-in governance, auditability, and zero-trust security.

04

Ontology-Driven Workflow Orchestration

Semantic augmentation of end-to-end agentic process automation

Business processes are modelled as semantic ontologies giving AI agents a machine-readable, formally structured understanding of tasks, roles, rules, and dependencies. Agents don't just execute steps: they reason over process intent, adapt to exceptions, and orchestrate end-to-end workflows with contextual intelligence.

05

Domain-Tuned Language Models

Model-agnostic SLM + LLM serving on enterprise data

Model-agnostic serving infrastructure integrating small and large language models fine-tuned on enterprise-specific data including on-premises inference. No dependency on any single AI vendor. Models optimised for accuracy, latency, and compliance requirements of each industry.

06

Deployment Sovereignty

Control over where and how your intelligence runs

SaaS for speed, Private Cloud for compliance, On-Premises/Hybrid for maximum data and model sovereignty. The only platform designed for European independence from day one. EU AI Act compliant by design, with no vendor lock-in and full governance over every inference.

Research-grade foundations. Enterprise-proven results.

A moat built over a decade. Impossible to replicate quickly.

CNR Research Spin-Off

Born from the Italian National Research Council. 10+ years of published research in knowledge representation, semantic AI, and NLP now industrialised into production software.

Semantic-First Architecture

While competitors bolt on RAG and direct connections to enterprise data to chat interfaces, Altilia's entire stack is built on knowledge graphs. This is a 5-year architectural lead, not a feature.

Deterministic AI Agents

Deterministic, auditable AI outputs within bounded knowledge scope. Full traceability. Built-in explainability. This is what regulated industries require and what hyperscalers cannot deliver.

Sovereign Deployment + European DNA = Structural Moat

EU AI Act and GDPR create a durable regulatory moat around sovereign deployment. Cloud-only vendors cannot serve these workloads without on-premise LLM serving and deterministic audit trails, capabilities their shared-infrastructure economics cannot support.

Proven at Enterprise Scale

40+ enterprise clients in live production. €11M qualified pipeline, upsell, hot prospects, active procurement. 3M€ revenue with 2.2 M€ ARR (license recurring only). Clients in Financial Services, PA, Healthcare, Manufacturing. Live, proven, scaling not a demo.

Gartner & IDC Recognised

Major Player in IDP and AI. The only Italian and one of the few European Agentic AI platform with analyst recognition at global level, validating our technology credibility.

Ethics by design, not by policy.

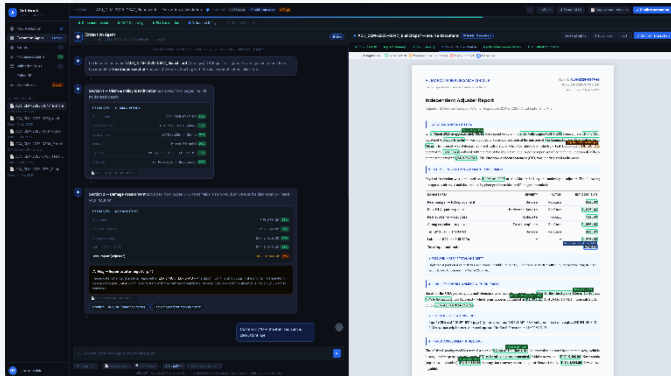
Altilia's deterministic, auditable architecture enforces ethical discernment and systemic accountability at the inference layer not as a compliance overlay, but as a structural property of how the platform reasons, decides, and acts.

THE PRODUCT

One platform. Three user layers. Infinite workflows.

The all-in-one platform for building and scaling your digital workforce

Altilia Notebook For line-of-business



Agentic conversational assistants

Let users create and use AI agents via natural language to automate the every day tasks requiring to interpret documents, analyze data, and work with apps by a single unified UX

Delivering Tangible Results

Altilia Robots For back-office users

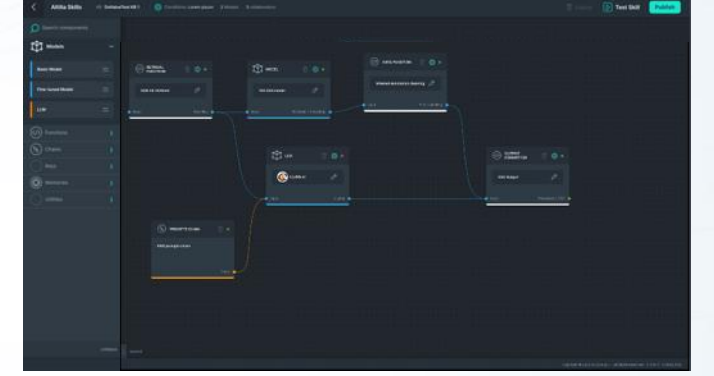


Agentic process automation at scale

AI agents that automate end-to-end business processes for any data type and format, producing structured data usable across enterprise systems

- 80% reduction in manual effort
- 10X Faster Workflows
- Reduced TCO with ROI > 200%

Altilia Skills For expert users



AI Agents Development

Empower every employee to build AI agents that integrate with company systems and deliver context-specific actions and insights

- 98% Accuracy (Client validated: DoValue >100 Million documents)
- Built-in explainability and bounded reliability via verification and human oversight

TRACTION & BUSINESS MODEL

Real revenue. Paying customers. Growing pipeline.

Not a demo. Not a pilot. A scaling enterprise platform with proven ROI.

Customer snapshot

Financial Services



Public Administration

Healthcare & Pharma

Utilities & Aerospace

Posteitaliane

SOGEI

GKSD ProCure
GKSD Investment Holding Group

MEF
Ministero dell'Economia e delle Finanze

€3M

Total Revenue 2025 (+31% on 2024)

of which €2.2M ARR

Deals: Min 50K€ · Max 700K€ · AVG 180K€

15+

Paying Enterprise Clients

Live deployments across regulated industries

Churn < 5%

30+

Prospects in Pipeline

9M€+ Active enterprise opportunities

Revenue Model

- **Recurring:** Annual SaaS licences per seat / per volume / per workflow automation
- **Enterprise:** Private Cloud and on-premises deployment licences
- **Services:** Harness Engineering, integration, and domain-tuning services

Investors & Validators

- CDP Venture Capital SGR (Italian Sovereign Fund) — Pre-Seed & Seed
- TXT e-Solutions Corporate Venture Capital — Seed lead
- Gartner & IDC — Major Player recognition in IDP and AI

COMPETITIVE LANDSCAPE

Beyond IDP, RPA, and BPA.

Altilia doesn't replace a tool. It replaces an entire generation of enterprise automation.

Three legacy categories — all disrupted by the same architectural shift:

IDP *Intelligent Document Processing*

- Rule-based extraction — brittle on new document formats
- No semantic understanding of document relationships
- Outputs structured data but cannot act on it
- Disconnected from downstream workflows and decisions

RPA *Robotic Process Automation*

- Hardcoded UI scripts — breaks on any interface change
- Cannot understand unstructured data or documents
- Brittle bots, not intelligent agents
- High maintenance cost, low adaptability

BPA *Business Process Automation*

- Workflow orchestration without AI reasoning
- Static process maps — cannot adapt to exceptions
- No knowledge graph or semantic context layer
- Humans still handle all edge cases and decisions

ALTILIA GOES FURTHER — IN EVERY DIMENSION

vs IDP

Semantic IDP + Agents

Understands documents and data through a knowledge graph. Extracts, relates, and acts autonomously routing outputs into live workflows with zero manual rekeying.

vs RPA

Agentic Process Automation

Agents adapt to UI and API changes, handle exceptions, and reason over unstructured inputs. No brittle scripts intelligent orchestration that learns and evolves.

vs BPA

Agentic Business Orchestration

Dynamic, AI-driven process flows that handle edge cases, apply semantic rules, and make decisions — replacing static workflow maps with intelligent execution.

COMPETITIVE LANDSCAPE

We do not compete on isolated features.
 We compete on enterprise architecture.

Capability	Altilia	US Hyperscalers (MSFT / Google)	IDP Platforms	RPA / BPA Platforms	Point-Solution AI Tools
Semantic Knowledge Graph	✓	Partial <i>Vector search only; no ontological reasoning</i>	✗	✗	✗
Graph RAG + Traversal Queries	✓	✗	✗	✗	✗
Document Understanding (IDP)	✓	Partial <i>Generic extraction; no cross-doc semantic linking</i>	✓	Partial <i>Format-specific; no semantic linking</i>	Partial <i>Single-purpose; no workflow integration</i>
End-to-End Agentic Orchestration	✓	Partial <i>Copilots only; no end-to-end process execution</i>	✗	Partial <i>Rule-based only; no AI reasoning</i>	Partial <i>Task-specific; no multi-step orchestration</i>
Process Automation (RPA/BPA)	✓	Partial <i>Low-code tools; no semantic process reasoning</i>	✗	✓	✗
On-Premises LLM Deployment	✓	✗	✗	✗	Partial <i>Open-source models only; no enterprise governance</i>
AI Sovereign by Design	✓	✗	✗	✗	✗
Deterministic, Auditable Outputs	✓	✗	Partial <i>Confidence scores only; no bounded knowledge scope</i>	✗	✗

✓ Full capability · Partial Limited / partial · ✗ Not available

TEAM

Research rigor. Enterprise execution. European ambition. CNR research credibility combined with enterprise sales execution a distinctive founding story that no competitor can replicate.

Team: 45+ people with strong experience in AI and proven execution in enterprise sales



ANTONIO COLASANTE
CGO

20+ years in enterprise sales at regulated institutions. Built Altilia's client base from zero to 40+ enterprises including Intesa Sanpaolo, UniCredit, and Experiam



UMBERTO SCILINGUO
COO

10+ years in engineering and operational efficiency



ANTONIO LANZA
Head of Product and R&D Team

7+ years in AI software products management and R&D



ERMELINDA ORO
Co-Founder and CSO

20+ year in Research and Development



ANDREA IANNAZZO
Product Delivery Manager

10+ years in big data and AI software products deployment



FAUSTO PUPO
Product Delivery Team Leader

10+ years in software product deployment, security and compliance



ESTER CALVELLI
DevSecOps Team Leader

10+ years in DevSecOps, cloud and software architectures



MASSIMO RUFFOLO
CEO/CPO, Co-founder

Renowned AI researcher and entrepreneur with over 20 years of experience bridging academia and enterprise technology. A senior researcher at the National Research Council of Italy (CNR-ICAR) and former adjunct professor at the University of Calabria, he has built companies across successive waves of enterprise AI innovation, from ontologies and semantic technologies to big data and, today, Agentic AI.

Strategic Advisors



JEAN-LOUIS SCHILTZ
Strategic Advisor

Regulatory advisor, former cabinet minister, expert of AI regulation



Francesco Cicione
Strategic Advisor

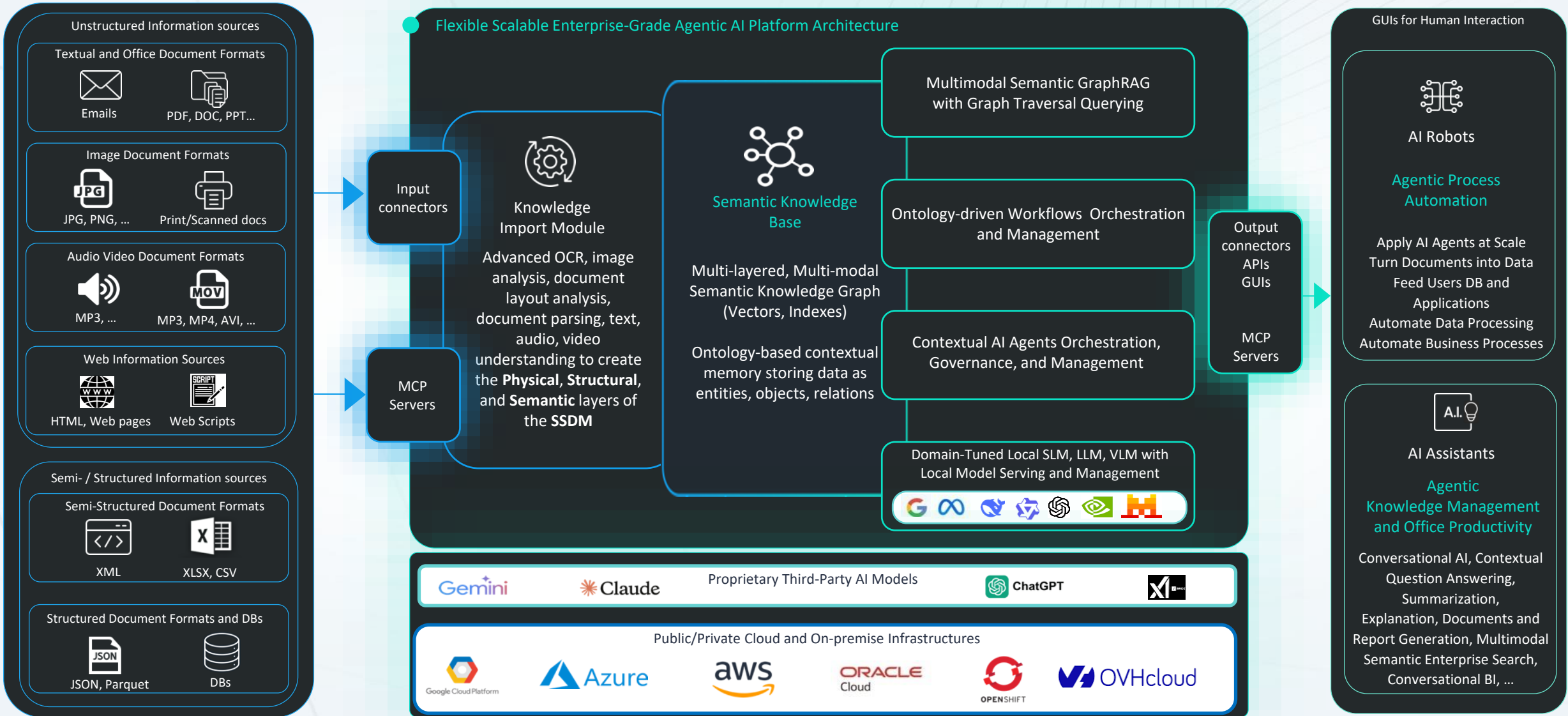
Entrepreneur, innovation leader, founder of the Harmonic Innovation Concept

Partners

Strong worldwide network of system integrators and resellers

ALTIILIA AGENTIC AI PLATFORM ARCHITECTURE

AI agents that learn, adapt and improve through human feedback from simple workflows to complex enterprise deployments



OUR MISSION

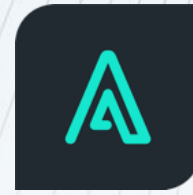
Turn every enterprise into a Frontier Firm.

Altilia provides the operating system for Agentic AI in industry, the sovereign, semantic, orchestrated platform on which intelligent enterprises run, automate, and evolve. We give every organization, regardless of size or sector, the architecture, the agents, and the intelligence layer to compete in the era of the Frontier Firm.

The Frontier Firm era has begun.

**Altilia is the platform that gets them there.
Join us.**

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Altilia

#ACTIVATE Potential

Unleash untapped brilliance through AI

#AMPLIFY People

Intelligent agents that scale human value

#ACCELERATE Industry

The OS for Agentic AI in every enterprise