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[AITU.us](https://aitu.us)

Development Factory Patent and its BASE platform-implementation transforms learning and Enterprise Business into the world of Conversational AI Agents

Accelerate
Sharing
Knowledge
with
Conversational
Semantic
Decision
Support
(Ask CSDS)

Executive Summary

AI / Internet Technology University (AITU) developed a highly customizable conversational AI platform, Business Architecture Sandbox for Enterprise (**BASE**). The platform facilitates integration of internal business information and expert skills into Conversational AI agents.

The BASE helps accelerating decision-making and project development, where innovators can focus on new ideas, while the platform offers a [development factory](#) to fill in the gaps with the technical details.

A rich set of enterprise services is enhanced with Accelerated Sharing Knowledge by Conversational Semantic Decision Support (**Ask CSDS**)

Almost every enterprise is looking for the ways to employ Artificial Intelligence and gain advantage or even dominance in their industry. The wave of big and small development shops offering "AI development" cannot overcome the invisible barrier: the enterprise is not ready, has no specific requirements on **WHAT** to build.

We offer free BASE installation behind the firewall to quickly build a customized knowledge domain. (No need to open enterprise data to something like ChatGPT.) With the computerized knowledge domain, enterprise greatly increases efficiency and will share a small percentage of the profit with us on subscriptions for customization and maintenance.

From Development Factory To open world of optimized learning and productivity

The BASE implements Development Factory patent.
The BASE offers open API to other development organizations.
While adding new branches, like gaming, and more,
We plan to scale up Development Factory
into open world of optimized learning and productivity.

What is BASE?

Business Architecture Sandbox for Enterprise

This is a flexible platform to integrate AI tools
With Enterprise training resources,
Business knowledge, and services.

We created several demo-apps
focusing on specific narrow areas.
Consider them as seeds that can grow.
Integration with private enterprise data
Transforms these seeds into powerful trees.

[Investment Offer](#)

Custom Use Case Samples

Changing formula of education

How? Expanding professional education beyond Academia, establishing a direct link between students and job market, between trainee and trainers. Subject Matter Experts are often willing to share ... but creating educational materials is difficult. ITU Platform offers conversational AI components to solve this problem.



Current Educational Formula

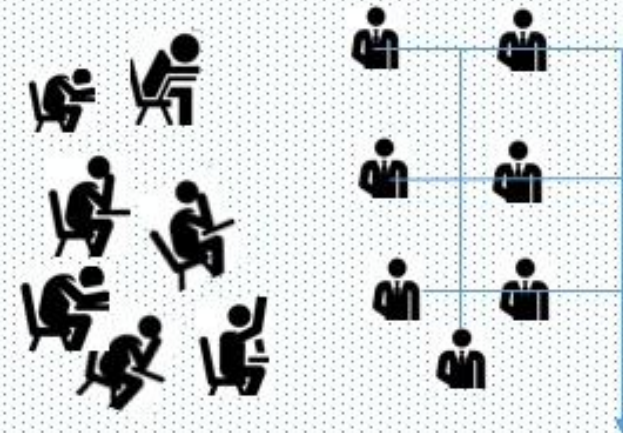
Many to One
Students and a Teacher



Accredited (old) courses for an "average" student
University/College Administration
High Education State Administration
High Education Federal Administration

Changing formula of Education

Many to Many
Learners and Professionals



Semantic Knowledge Graph
Collected by the system
working with experts



Conversational Semantic Decision Support
Helping Professionals to Accelerate Sharing Knowledge
and Optimize for Individual Differences

Changing formula of education

Valid alternative to enormously expensive schools

Conversational approach in education is crucial to finding individual differences and consistently engaging a student and to directly connecting students to industry.

Combined with Semantic Technology a Conversational Semantic Decision Support (CSDS) also helps students by optimizing Individual Learning Process.

CSDS also helps SME transform knowledge into educational quality materials.

Expanding Education beyond Academia
Teaching skills that industry needs today
Directly connecting with Job Market



Educational Goals

Individual Skills
and Preferences

Learning
Materials

Real-time
Optimized
Conceptual
Graph

Expand
Education
beyond
Academia
&
Help SME
teaching



Conversational Semantic Decision Support:

- Helping SME transform knowledge
- Building initial Conceptual Graph based on Educational Goals
- Helping SME transform knowledge into Learning Materials
- Optimizing Individual Learning Process
- Evaluate Student Performance & Optimize Individual Graph
- Semi-automatic QnAs arrange for Test-Driven Learning (TDL)

In the future, we envision robots performing as teaching assistants. They will introduce better evaluation and engagement instruments, more like games than tests. Learning is about engagement! Robots will be especially successful with children. Not only due to enormous memory and quick thinking, their ability to game simultaneously with multiple participants, but also due to lack of emotional reactions. Robots can keep their cool in the situations that would drive a human teacher crazy. ([The message from 2040](#))

Reduce the necessity for brokerage between a learner and a profession



This is done in other industries. Uber removed the necessity for brokers - receptionists at taxi stations. Smart applications with **CSDS** will streamline professional education, directly connecting learners with subject matter experts (SME) and jobs. AITU mobile app can serve as one of umbrellas, and there will be more like AITU for different school specifics, styles, and teaching methods.

Engaging to Improve Quality of Study

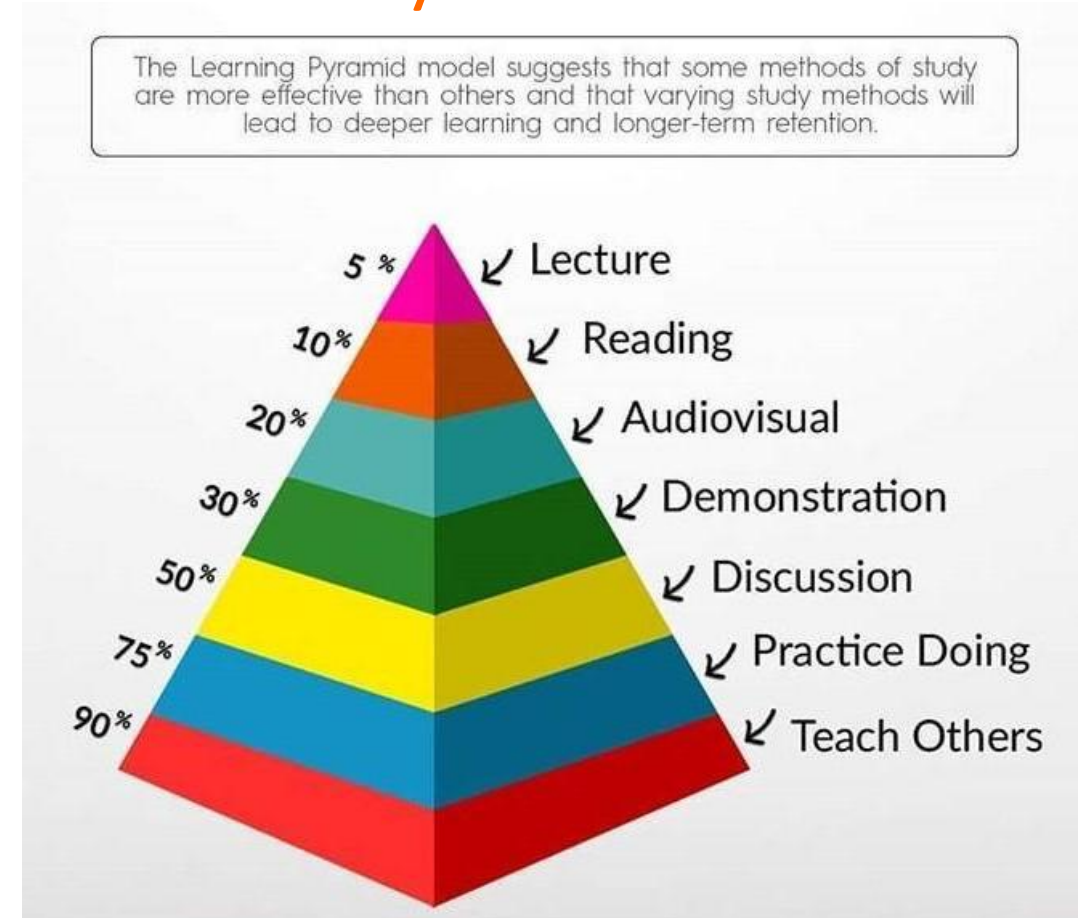
Quality of learning depends on engagement. Teacher's time is priceless.
AI resources help trainers engage and motivate every individual!

Quality of study is highly dependent on how much attention can be dedicated to every student.

With AI-assistance a teacher gets the necessary resources helping to engage and motivate every student.

For young students the AITU platform connects the parents, teachers, and AI-assistants in a live contact with their student-children.

With the aid of AI platform every student can walk the path along the Learning Pyramid over her or his own trail. Teachers can focus more on learning subjects, while other subjects, like discipline and similar can be monitored by the AI platform.



Enterprise Services

Developing Software Applications

“Cooking” an application involves several translation layers and teams.



Business
Vision



Business
Analysis



Architecture



Data Modeling
& Development



Testing

This can be done much more efficiently with CSDS



Conversational Semantic Decision Support (CSDS)

Will cut extra corners in Software Development Life Cycle

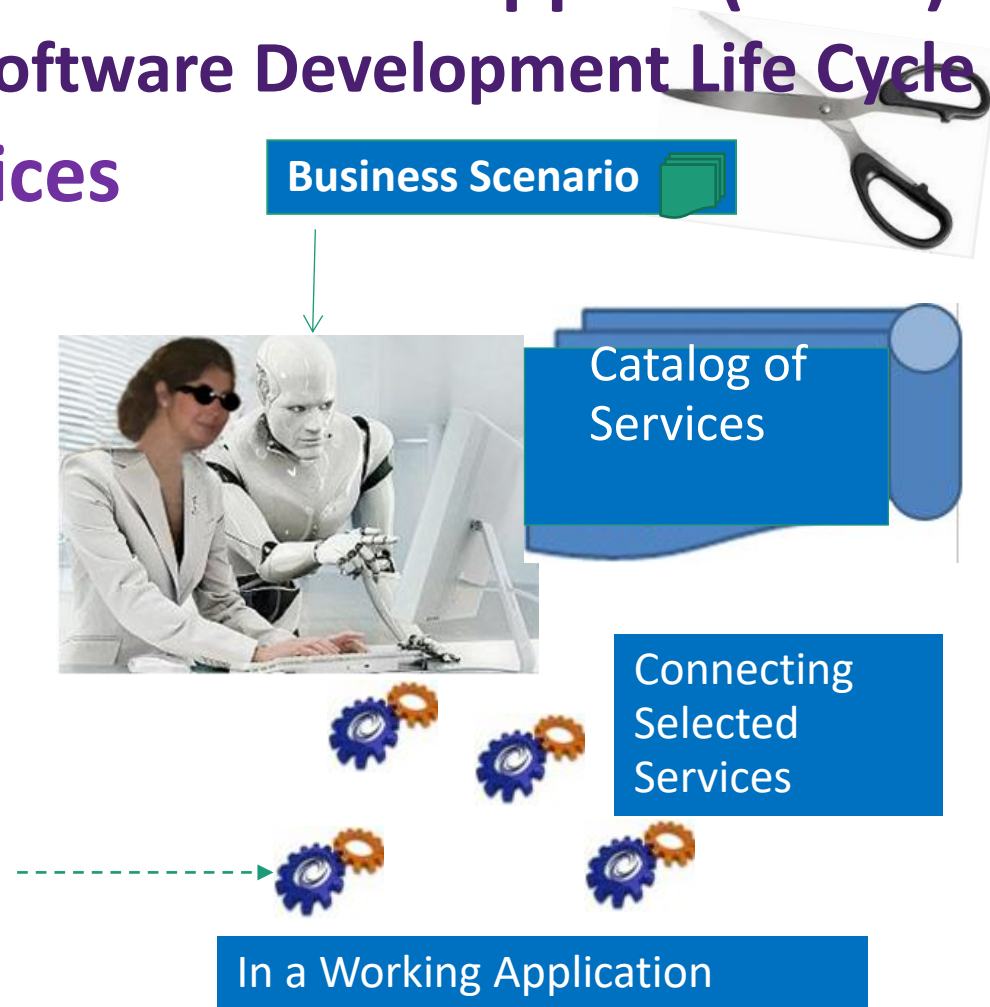
From Scenario to Services

Scenario: Successful User Login
When User is valid

Conversational Script:
(Looking in the catalog):
Do you mean ValidateUser()?

SME: yes!

Conversational Script: (action)
selecting a service for an application



Adaptable Robot Systems

Conversational Design, Modeling, and Manufacturing

SOA builds apps by connecting services.

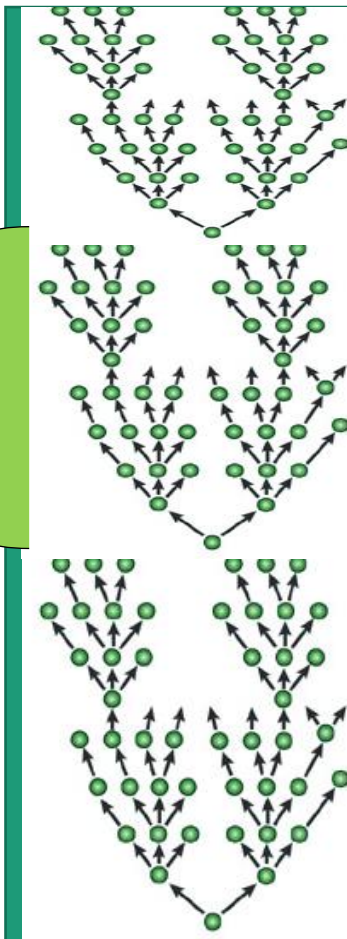
Adaptive robot systems learn on-the-go, build new skills, and connect them, while manufacturing new products.

What we call design and development is transformed into a conversational modeling and manufacturing.

Each successful transformation introduces more rules, services, and orchestrations, adding computer (robot) skills.

Read more in: <http://ITofTheFuture.com>

* Adaptive mobile robot system with knowledge-driven architecture, Yefim (Jeff) Zhuk, US Patent, US7966093



Knowledge Tree or Knowledge Domain Ontology is a graph, similar to a Decision Tree.

Ontology allows a computer at least partially understand human descriptions, ask clarification questions, adapt and learn, while collaborating in a task

Computer can quickly scan the branches looking for specific subjects that can be mapped to a described situation/task.

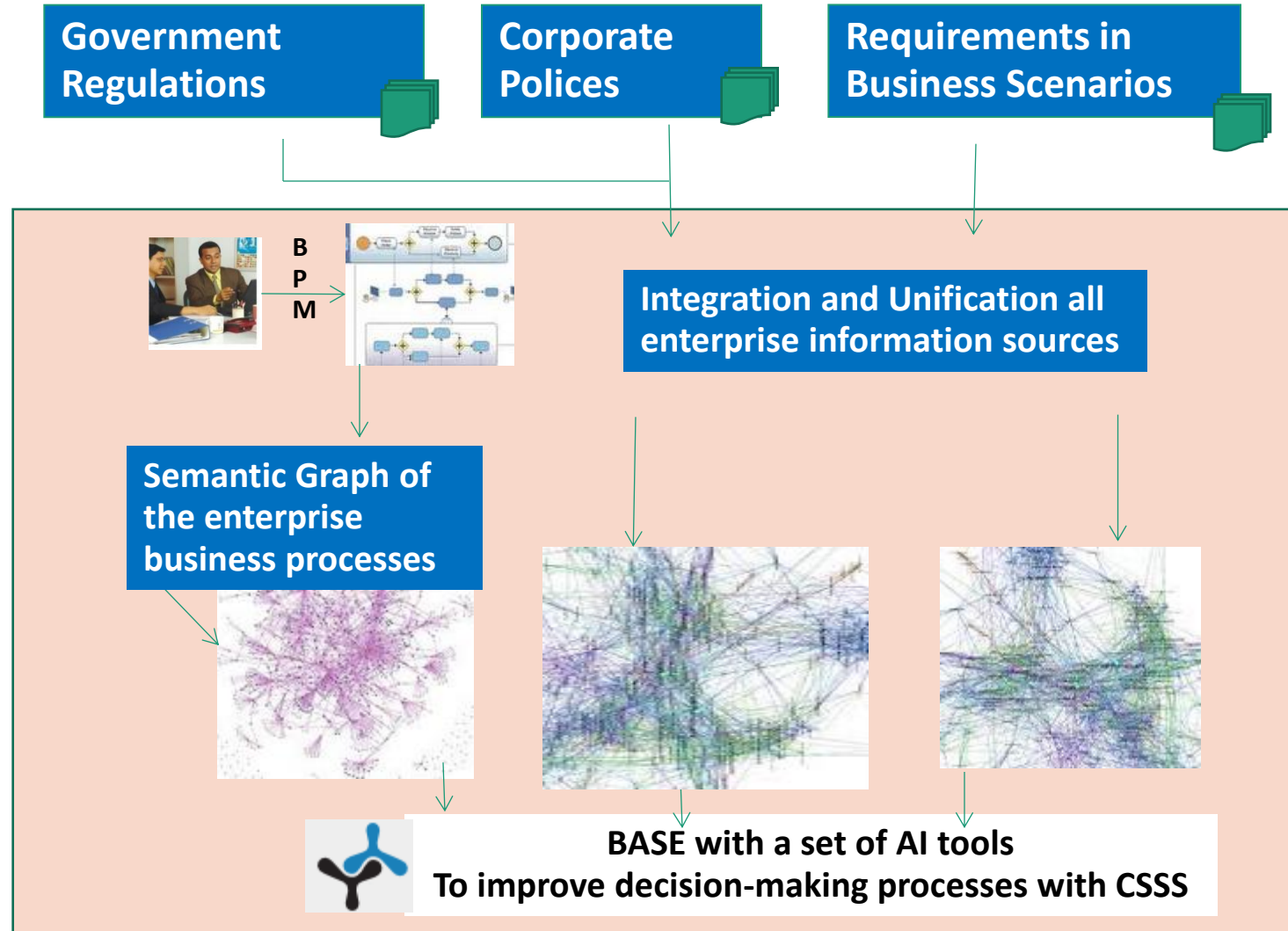
A powerful combination of human intuition and computer restlessness is expanded by the conversational approach. Computer uses ontology to map human instructions to the knowledge tree.

For example, an application developer (not a programmer) builds a web application and starts with the sentence: “**User has to login**”. A computer with the service ontology finds the mapping between the “**login**” word and a service name, and asks to confirm: “Do you plan to use the **authentication service**?”

If confirmed, a computer can find a related branch of the knowledge tree and follow the conversational branch with the next question: “**what roles and access privileges are needed?**”.

Knowledge-Driven Architecture

Validate Models against Requirements, Policies & Regulations

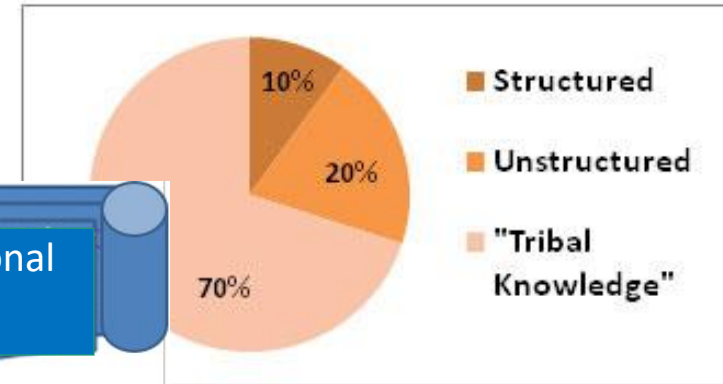


Capture “Tribal Knowledge” with Rules Collector*

Collect “know-how” in the Corporate Knowledge Factory



Conversational Scripts



Knowledge Sharing with Conversational Semantic Decision Support



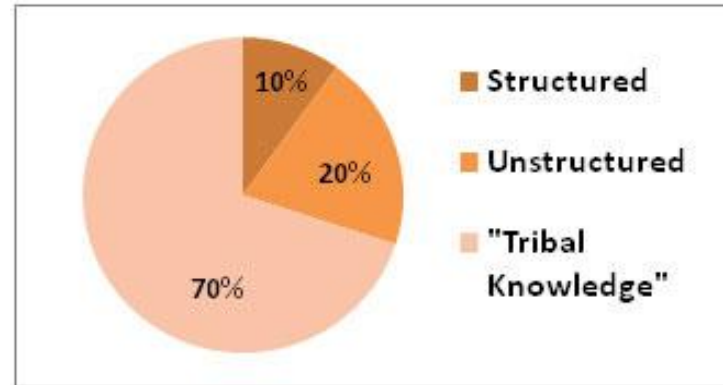
User Story & Rules Formatter



Corporate Knowledge Factory

Read more in: <http://ITofTheFuture.com>

* Rules Collector System, Yefim (Jeff) Zhuk, US Patent US8051026



By retiring baby boomers or replacing experienced and expensive with young and cheap workers, corporations actively lose huge portions of tribal knowledge.

Not only retirees, but other people leave the company for various reasons, expanding the void in corporate knowledge.

Sooner or later the business feels the pain, especially companies dealing with long-life products surrounded by an enormous volume of related rules and regulations.

The experienced and expensive would love to share their knowledge, but capturing tribal knowledge is tricky, and formalizing this information is even more difficult.

The Conversational Semantic Decision Support (CSDS) system helps to make this challenging task feasible. CSDS will transform the concept of a Corporate Knowledge Warehouse into a working system.

Knowledge Delivery as a Service

The main scenario of Knowledge Delivery as a Service includes several customization steps:

1 Engage

The service engages a client into a conversation to define and refine daily the area of interest.

2 Collect

The service uses publicly available sources to collect defined by a client information as an Ontology.

3 Retrieve

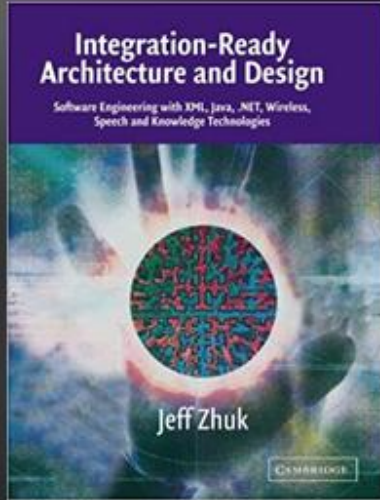
The service includes a semantic engine to retrieve meaningful information from many data layers.

4 Create

The service effectively creates specialized knowledge domains in the client defined areas.

Greatly improving search, delivering knowledge as a service

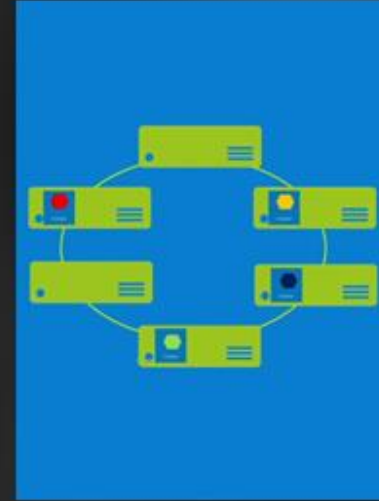
OUR SERVICES



**INTEGRATION READY
ARCHITECTURE AND DESIGN**



**CHANGING FORMULA
OF EDUCATION**



**MICROSERVICES &
SOFTWARE SEMANTIC
EVOLUTION**



**IT OF THE FUTURE WITH AI
AND SEMANTIC CLOUD
ARCHITECTURE**

New educational paradigm | Capture corporate "Tribal Knowledge" | Knowledge Delivery as a Service

Conversational Design and Manufacturing | Creating a unified landscape for information systems

Slack or WhatsApp Conversational Channels with AI assistance for study and marketing

Solutions and Models Validation against Requirements, Policies & Regulations

Investment Opportunity

Accelerate Sharing Knowledge with Conversational Semantic Decision Support (Ask CSDS)

Background

A year salary for “knowledge workers” is about six trillion dollars (\$6,000,000,000,000).

How this was calculated:

According to USA statistics

(<https://www.bls.gov/news.release/pdf/empst.pdf>)

about 160 million people are employed in that country.

About 70% are so called “knowledge workers” dealing with information daily. With the average salary above \$55k

(<https://www.thebalancecareers.com/average-salary-information-for-us-workers-2060808>)

their year salary is about \$6 trillion.



A photograph of a modern, minimalist workspace. In the center is an Apple iMac with a large screen displaying the numbers '11 34'. To the left of the iMac is a white desk lamp with a flexible arm. In the foreground on the left is a potted plant with long, thin green leaves in a white pot. To the right of the iMac is a tablet on a stand, a white keyboard, and a white mouse. A small white figurine is also visible on the desk. The background is a light-colored wall with a window showing a view of trees.

Client Benefits Use Cases

Reducing IT Budget

Cut budget costs while creating a unified landscape for all information systems

Enterprise IT as we know it today is slowly disappearing. Companies have begun transitioning their IT to a cloud.

However, we offer even a more significant transformation, which makes transitioning to a cloud much more efficient. Yes, Enterprise IT can be transformed from current enormous complexity and become very simple.

More than 50% of the IT budget currently manages technical systems, not information.

Why? – Historically, different types of information has been processed by different systems.

Semantic Technologies change this by offering a unified landscape for all types of information.



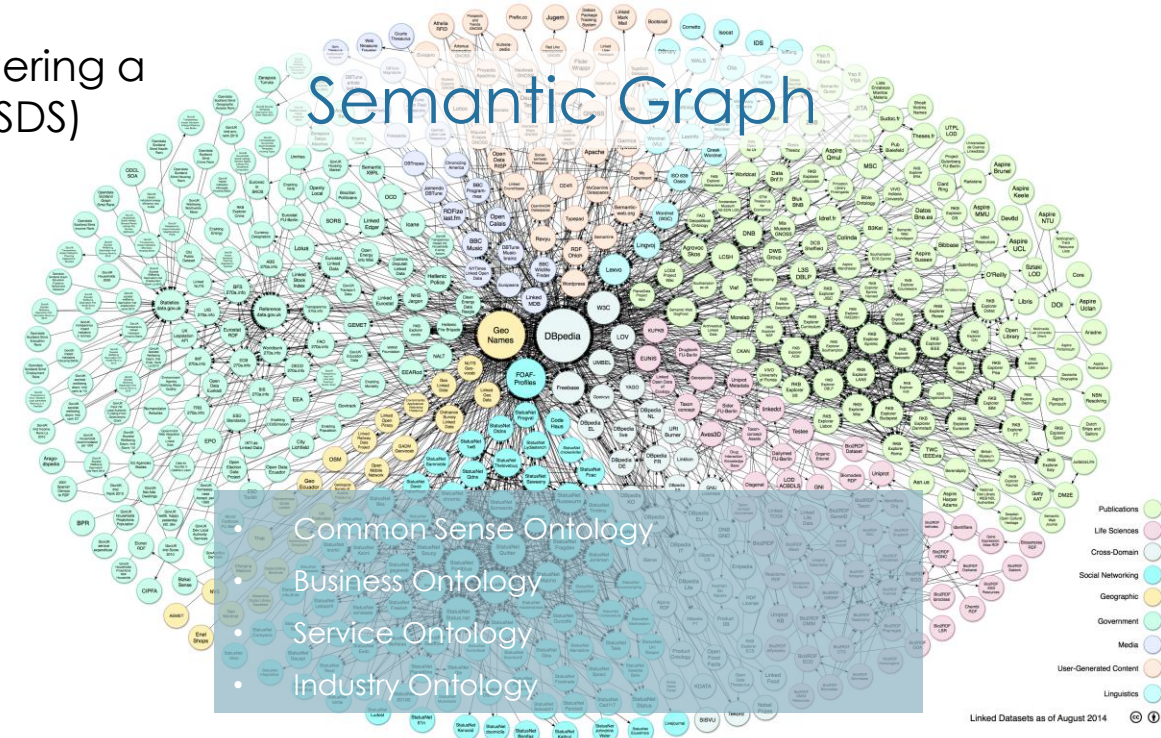
Specific data tables in specific applications make specific SQL queries perform faster.

But in the increasingly interconnected business, integration efforts outweigh the benefits of specific approaches to specific data. And the growing art and science of Big Data help us **understand a complete business story** instead of having to piece it together.

Smart cloud services collect enterprise information in a unified knowledge component, corporate knowledge factory, improving opportunity for automation, while significantly reducing cost of IT.

Semantic Cloud Architecture

A unified information landscape is saving IT budget while delivering a big picture with Conversational Semantic Decision Support (CSDS)



Increasing business efficiency and providing a decisive advantage over similar businesses

ITU integrates structured and unstructured data and collecting “tribal knowledge” in the corporate knowledge factory. Every company is striving to become a leading business in its business area. Companies invest in smarter people and smarter technology.

Smart cloud services offer an optimal combination of both. Conversational Semantic Decision System (CSDS), described in the patents [Knowledge-Driven Architecture](#) and [Adaptive Robot Systems](#) helps to transform multiple forms of information into a knowledge domain.

Multiple CSDS can collaborate to connect knowledge branches. CSDS can also converse with an SME to retrieve and translate “tribal knowledge” into rules, scenarios, and services. A conversational approach to knowledge acquisition combines the power of Semantic Technologies with the human intuition. This combination effectively creates a Corporate Knowledge Factory as a base for Conversational Semantic Decision Support (CSDS) systems.

Integrated software and knowledge engineering lead to truly collaborative (human-computer) development, described as a system in the [Development Factory](#) patent.

Development life cycle with its multiple teams of business, Conversational Development and Manufacturing (CDM) will significantly decrease development and maintenance cost.

Adaptable Robot Systems

Conversational Design, Modeling, and Manufacturing

SOA builds apps by connecting services.

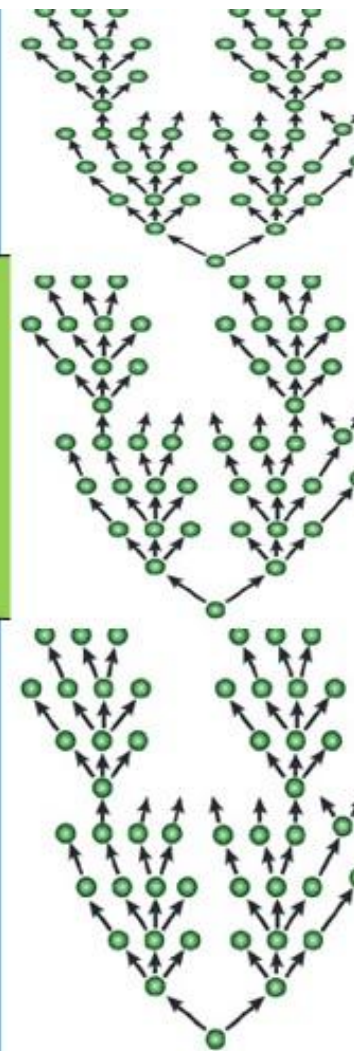
Adaptive robot systems learn on-the-go, build new skills, and connect them, while manufacturing new products.

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* Adaptive mobile robot system with knowledge-driven architecture, Yefim (Jeff) Zhuk, US Patent, US7966093



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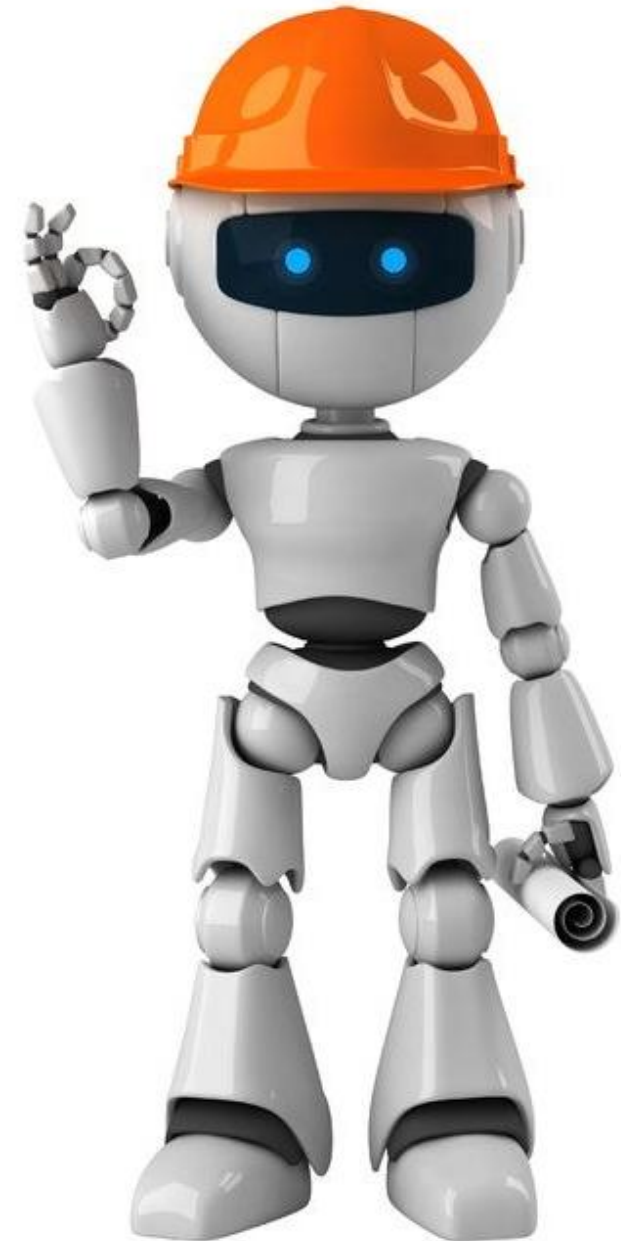
Ontology allows a computer at least partially understand human descriptions, ask clarification questions, adapt and learn, while collaborating in a task

Computer can quickly scan the branches looking for specific subjects that can be mapped to a described situation/task.

The conversational approach brings together a powerful combination of human intuition and computer restlessness. Conversational Semantic Decision Support (CSDS) uses an ontology to map human instructions to the knowledge tree. CSDS has access to corporate knowledge factory and also connected to related knowledge domains. These connections allow the system to fill in “know how” - technical details, which may include corporate policies and regulations as well as business process instructions and other “boring” but necessary data.

Adaptive robot systems (US Patent 7966093)

- Can learn on-the-go and build new skills, while providing on-the-fly translations of situational requirements into adaptive behavior models and further down to service scenarios for a collaborative robot team.
- The use case expands on Service-Oriented Architecture. Orchestrated services are assembled into business scenarios and applications. The invention integrated SOA with Knowledge Engineering to allow resolving new situations via computer-human collaboration. Built-in the system knowledge domain (ontology) helps a computer be a bit smarter by asking questions to receive instructions.
- This invention is improving robot-to-robot and robot-to-human conversational interface and providing on-the-fly translations of situational requirements into adaptive behavior models and further down to service scenarios for a collaborative robot teams, effectively building new robotic/computer skills.
- An example of such distributed collaborative work of robots and SMEs in conversational mode is provided below with a use case related to the military field. On the image below, a subject matter expert sends the order "Clear Mine Field" to a robot system.
- One or more robots, which is specialized in the Military operations, will intercept the order and subscribe as potential participants to this request. This will start a conversation between the system and the sender of the order. This conversation will result in a formatted scenario to be executed as a set of orchestrated services. The Conversation Manager will interact with the Scenario Formatter and check with the Service Dictionary to see if a scenario has been completed and can be executed.



Client benefits will drive our company profit

Clients will be able to cut their IT expenses and increase business productivity by semi-automation in decision-making processes. Estimated client benefit of using smart clouds is about 10% of their budget for knowledge workers (10% of \$60 bln is \$6 bln). Our conservative estimate is that clients will pass about 5% of their benefit to pay for our smart cloud products (5% of \$6bln is \$300mln)

We expect about 50% of our company revenue from Product Licenses.

customization and support provided by our consulting team we expect another 30% of revenue. We plan to **initiate this work free for high visibility companies** as our investment to gain name recognition. Then this channel will generate constantly increasing revenue.

Allowing common access to knowledge domains excluding client-specific knowledge branches, will open an opportunity for advertising and add 10% to revenue.



Be part of the future of Education!

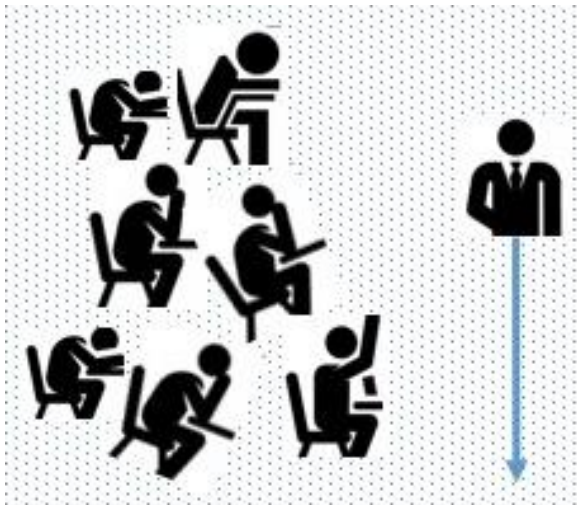


Creating a new education paradigm will bring an additional 10% revenue.

Current Formula of Education- Colleges and Universities serve as the primary channel to access education -
Graduates: have a hard time finding work.

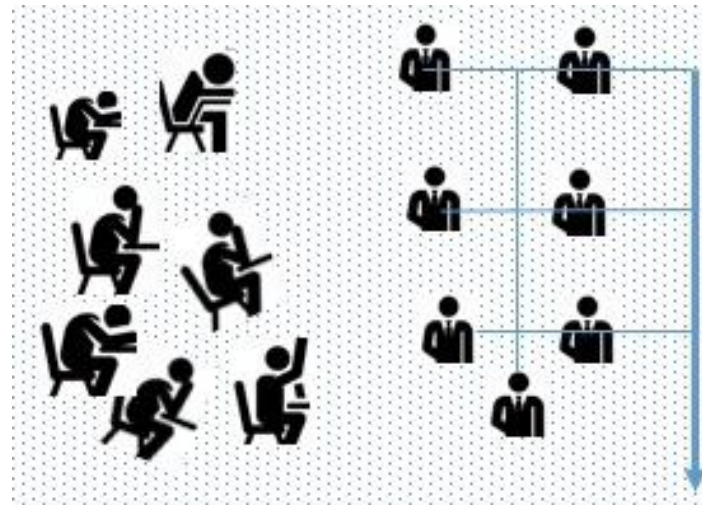
ITU and Semantic Technology is changing the formula of education. A Conversational Semantic Decision Support (see references and patents below) not only helps students by optimizing Individual Learning Process. CSDS also allows SMEs to transfer their knowledge into educational quality materials.

Current Educational Formula
"Many to One"
Many Students to One Teacher



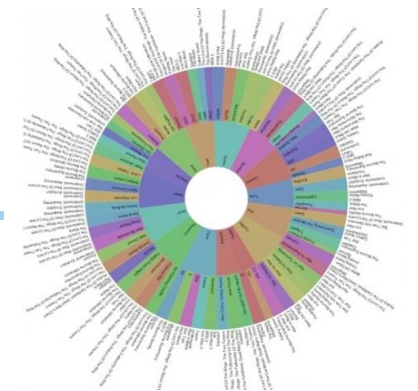
VS

Changing Formula of Education
"Many to Many"
Many Learners and Many Professionals



Accredited (old) courses for an "average" student
University/College Administration
High Education State Administration
High Education Federal Administration

Conversational Semantic Decision Support
Helping Professionals to Accelerate Sharing
Knowledge and Optimize for Individual Differences



Semantic Knowledge Graph
collected by the system
working with experts

Changing the Formula of Education

Valid alternative to overpriced educational institutes

Conversation approach in education is crucial to finding individual differences and consistently engaging a student then directly connecting learners to the industry.

Combined with Semantic Technology a Conversational Semantic Decision Support (CSDS) helps students by optimizing Individual Learning Process.

CSDS also helps Subject Matter Experts (SME) transform knowledge into educational quality materials.



Our experience of teaching in class and online, including challenging and exciting work with inner city students in [Detroit](#), confirms: it is feasible during several months (not several years!) to develop a set of skills that opens the door to a profession.

Expand Education Beyond Academia



Conversational Semantic Decision Support:

- Helping SME transform knowledge
 - Building initial Conceptual Graphs based on Educational Goals
 - Helping SME transform knowledge into Learning Materials
- Optimizing Individual Learning Process
 - Evaluation Student Performance & Optimize Individual Graph
 - Semi-automatic Q&As arranged for Test-Driven Learning (TDL)

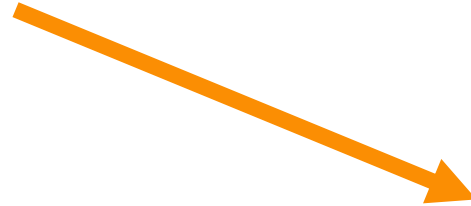
GLOBAL KNOWLEDGE MARKETPLACE



Consulting SME

(Subject Matter Expert)

A new Educational Platform by AITU effectively **expands education** beyond the academy by helping SME, who wants to share, becoming an SME-instructor, **teaching skills that are needed today and tomorrow**, directly connecting learners with the Job Market.



Corporate SME

(Subject Matter Expert)



LEARNERS

Reduce the brokerage between a learner and a profession.

This is done in other industries. Smart applications such as Uber remove the necessity for brokers - receptionists at taxi stations. Smart applications directly connect consumers and producers.

Professional education will become less dependent on brokers, such as Academia and job agencies. Smart applications with CSDS will streamline professional training, directly connecting students and jobs. **Educational publishers** will finally be in a position to grow Global Knowledge Marketplace and to offer templates (conversational scripts) helping authors and the SMEs to share their unique knowledge.



DIRECT PATH FROM
EDUCATION TO A JOB!

Consulting agencies, which often have the best SMEs in a specific knowledge domain, will become invaluable knowledge resources. The system/platform helps SMEs sharing their unique knowledge in multiple ways, including Teaching-by-samples, Test- driven-study, and more. Some of these ways, such as Test-driven-study can be used for screening potential candidates.

Some companies, such as IBM, Google, Facebook, already started this process. CSDS will make it efficient.

With our team of software and knowledge consultants, we plan to bring an additional 10% of revenue. We plan to open our educational platform to IT and other selected industries and pay selected students and SMEs to become instructors and marketing partners. After the initial investment, this program will become a pro table, although we plan to keep low pro to continue growing. Our goal is to shift gears in higher education towards companies, expanding education beyond Academy, helping directly connect Job Market and students, significantly improving educational results.



In several years this area of business might bring significant attention and profit.

Here is why!



Questions and Answers



What is the actual goal and problem space you are looking to address?

The Enterprise Problem:

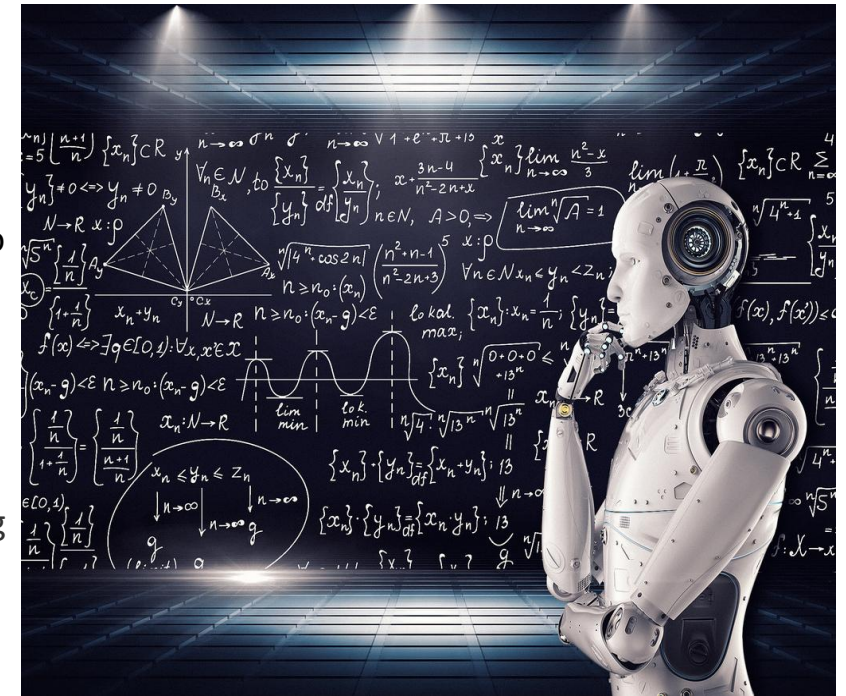
Current Enterprise IT is unnecessary complex and not efficient.

1. Multiple types of data, structured and unstructured can be restructured into a **unified information landscape**.

And the growing art and science of AI helps us understand a complete business story instead of having to piece it together.

2. Unified information landscape in combination with growing power of AI tools allows drastically **improve decision-making process** by creating the Conversational Semantic Decision Support (CSDS) system.
3. Sooner or later the business feels the pain by losing so called “tribal knowledge”, which is leaving enterprise together with experienced employees. This is especially true for companies dealing with long-life products surrounded by an enormous volume of related rules and regulations. The experienced folks would love to share their knowledge, but capturing tribal knowledge is tricky, and formalizing this information is even more difficult.

The Conversational Semantic Decision Support (CSDS) system makes this challenging task feasible, to **transform tribal knowledge into another layer of unified informational landscape**.



Current approach to education is too slow to solve the problem.

Current Formula of Education:

- Colleges and Universities serve as the main channel to access education
- Graduates: have hard time finding work
- Current shift to remote education and training is conflicting with existing educational practices.

The solution:

AI / Internet Technology University (AITU) is changing the formula of education.

What is the actual goal and problem space you are looking to address?

The Education Problem:

Current education is too slow and too expensive.

Current school curriculum is far behind the industry demand and the distance is growing. Job market in the US is changing fast but the current education is too slow to help students to jump to new exciting opportunities appearing on horizons.

A Conversational Semantic Decision Support (CSDS) can improve teaching efficiency and optimize individual learning process.

CSDS can also empower subject matter experts (SME) to transfer their knowledge into educational quality materials.

<https://FixingEducation.us>



Funding requirements and estimated returns

We are seeking an investment of \$1.5 million to fund further innovation efforts and marketing. Projected profit: gaining 1% of \$90 billion market, during the first 5 years is estimated exponential net profit: **\$448 million**

Patents and prior developments value: **\$9 million**

The offer to investors: 10 shares, each is 3% of the company, at \$200,000 per share. We would prefer one investor of **\$2 million for 33%** of the company

We see this as necessary for our business, as being IT University was just stage one of the small business software journeys, now we need to bring the benefits of our AI platform to the industry.

Exit strategy

As a high margin business that's performing well, major patents in the field, we see ourselves as a prime M&A target for major companies. This is a win-win situation as we can save resources by combining. It's also a more efficient way for these companies to grow.



We expect this exit strategy would deliver 10X multiple on earnings. Time to this exit would be in the medium term of 3-5 years.

Patents:

- [Knowledge-Driven Architecture](#) | US Patent | Driving applications with business scenarios
- [Adaptive Mobile Robot System](#) | US Patent | Integrating software and knowledge engineering with robotic technologies
- [Collaborative security and decision making](#) | US and 15 European countries, Patent| Turning a beautiful idea of collaborative decision into a working system
- [Rules Collector System and Method](#) | US Patent | Formalizing expert knowledge into rules in expert-computer brainstorming for solving difficult problems
- [Distributed Active Knowledge and Process](#) | US Patent | Collaborative access and negotiation for data and services
- [Development Factory](#) | US Patent| Conversational Design, Manufacturing, and Marketing

References:

1. <http://ITofTheFuture.com> - Cognitive Computing and Semantic Cloud Architecture
2. [Integration Ready Architecture and Design](#)
Software and Knowledge Engineering book by Cambridge University Press
1. <https://aitu.us> | <https://ituniversity.us> – AI / Internet Technology University
2. [The message from 2040](#) – It is coming...
3. <http://AskCSDS.com> | [Contact us](#)