

DualOps by Q-Responsify OÜ

Investor One-Pager

Ver.:1.1

Why DualOps Wins

Unique Value Proposition:

- Explainable Edge-AI + Rewind + operator feedback loops.
- Proprietary resource & inventory management that neutralizes demand uncertainty and supply chain disruptions

Critical problem, budgeted buyers

- Critical problem with budgeted buyers in healthcare, disaster response, logistics, military C2.

Dual-use, market segments:

- Healthcare & Public Health,
- Emergency & Disaster Relief Agencies,
- Manufacturing & Logistics,
- NGOs, Government & Municipal Services,
- Military Command & Control (C2) Centres..

Business Model & Market Strategy

- SaaS subscription per site/org + usage tiers, module add-ons, and services.
- Pilots via LOIs with healthcare + logistics leaders; channel partners for GOV/MIL procurement.
- Land-and-expand within agencies, hospitals, and networks.

Traction

LOIs & Cooperation: Estonian Health Insurance Fund, Pärnu Hospital, Smarten Logistics AS, Rescue Institute (DE), Romania ICI, Lithuanian Military Academy.

Grants: Estonian Business & Innovation Agency (150K grant application in process).

Partnerships: procurement platform, dev/service providers, resellers.

Market

Crisis Management Software (2025)	\$9.79B
Growth CAGR (2024–2029)	7.3%

Funding

- Current round: Raising up to €750k (min €50k; lead €250–300k).
- Pre-money valuation €3,66M
- Target outcome: Reach PMF in 1–2 verticals; secure multi-site contracts.
- Total funding target: €6.4M by 2030.
- Use of funds: MVP completion, pilots, integrations, security, go-to-market.

Milestones (Next 12 Months)

- MVP completion with explainability & Rewind GA.
- 3–5 paid pilots (healthcare, logistics, emergency response).
- Security hardening & offline/edge packages.
- First channel deals via procurement/resellers.

Team

Andres Männart (Founder & Co-CEO) — 25+ years leading international ventures across the EU and CIS in logistics, mining, real estate, manufacturing, medicine, and import-export, holding executive roles as CEO, CFO, founder, and advisor. Also serves as a military reserve officer.

Ivar Kespaik (Founder & Co-CEO) — 27+ years of international experience across the EU, CIS, and Africa, holding executive roles as CTO, CLO, CEO, founder, and consultant. Creator of TOC/LEAN-based resource management solutions (PMS/WMS/SCM with Microsoft Dynamics and related technologies) for crisis response, military C2, manufacturing, logistics, and distribution.

Advisory Board

Includes domain experts from healthcare, defense logistics, and crisis response organizations in Europe.

Team experience

Core team of 6 members — including founders and scientific partners — brings together deep expertise across technology, business, and international operations. We have decades of combined experience in leading and managing international development teams, with **32 years in the IT sector** (including **14.5 years in IT startups**) and **27+ years in business, legal, and financial consulting & fundraising**. This blend of operational, technological, and advisory expertise ensures a strong foundation for innovation, growth, and sustainable impact.

FAQ

Q: What is the difference between DualOps and Information & Intelligence Management Systems (IMS)?

DualOps manages resources and operations in real time under high uncertainty, while Intelligence and Information Management Systems (IIMS) collect and analyze data for situational understanding.

IMS explain what has happened; DualOps decides what to do next.

Together, they complement each other rather than compete.

Q: How does DualOps differ from Command & Control (C2) systems?

C2 systems focus on authority, orders, and coordination within a chain of command. They ensure structure and compliance but are less adaptable in highly volatile or uncertain situations.

DualOps, by contrast, is built for real-time prioritization and dynamic management of resources, supplies, and flows under uncertainty.

DualOps complements C2 by transforming situational information into optimized actions, even as conditions shift rapidly.

Contact

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