Foveate

Enterprise
Partnership Brief

Phased codevelopment for firms with 50+ people. Prove ROI on your active pipeline before scaling across the organization.

THE ENTERPRISE PROBLEM

Your firm has decades of institutional knowledge. None of it lives in your proposals.

At your scale, the proposal problem compounds. Multiple offices producing inconsistent decks. BD teams that can't see what other teams are pitching. No shared intelligence on which clients engage and which ghost. Every pursuit starts from zero.

Meanwhile, mid-size firms with half your headcount are winning pursuits you should own, because their presentations feel personal while yours feel procedural. The talent gap is in your favor. The intelligence gap is not.

The firms that win consistently, at premium fees, are the ones who make clients believe before the contract is signed.

Foveate Enterprise closes that gap across every office, every pursuit, every stakeholder, with compliance and security infrastructure your IT team can approve.

39%	**57%**	**2×**
average AEC proposal win rate (SMPS Foundation)	of BD professionals say they spend too much time on proposals	tech-forward firms are twice as likely to hit 75%+ win rates (Monograph)

THE PLATFORM

What Foveate Does at Enterprise Scale

1. Immersive Presentations

Every presentation across every office becomes an interactive experience: 3D walkthroughs, video narration, AI-rendered visuals, ROI calculators, timelines, and deliverable breakdowns. One branded link per pursuit, tracked from first open to final decision.

2. Unified Client Intelligence

Client Profiler builds a psychological decision matrix for every stakeholder across your entire pipeline. Understand how each person makes decisions, what they prioritize, and what language resonates. Insights compound across offices: intelligence gathered by one team benefits every team.

3. Stakeholder Network Mapping

Map the full decision-making landscape for every active pursuit. Identify hidden stakeholders, simulate their reactions, and visualize influence networks. When someone new views your presentation, they're captured in your Foveate client manager automatically.

4. Engagement Analytics

See who opened, which sections held them, who they forwarded to, and how long each person spent. Forwarding detection reveals stakeholders you didn't know existed. AI recommends optimal follow-up timing and messaging per viewer.

THE VIRTUOUS CYCLE

Present → Discover stakeholders → Profile them → Simulate reactions → Refine presentation → Present again with precision. Each cycle compounds your intelligence advantage. At enterprise scale, this loop runs across 50+ pursuits simultaneously.

THE MODEL

Prove It Works. Then Scale.

Three phases designed so you never increase commitment until the platform has earned it on your real work. Each phase has documented ROI triggers before advancing.

Phase 1 · Months 1–4	**Phase 2 · Months 5–16**	**Phase 3 · Month 17+**
Codevelopment Pilot	**Full Deployment**	**Expansion**
$22,500/mo	**$40,000/mo**	**$20k floor + multipliers**
• 2–3 pilot projects on live pursuits	• Expanded seats across offices	• Multi-brand and multi-office rollout
• Client Profiler on target stakeholders	• Production rollout with training	• Performance multipliers tied to ROI
• Dedicated product development sprints	• Your needs drive the product roadmap	• Quarterly business reviews
• Compliance alignment (EU AI Act, GDPR, ISO)	• Exclusivity windows on new modules	• API access for custom workflows
• Custom integrations with existing stack	• Universal branding + portfolio theming	• Dedicated account management
• Direct cofounder access throughout the pilot	• Pricing locked for 24 months	• The relationship compounds

THE RISK REVERSAL

Phase 1 is your guarantee. We run your top 2–3 active pursuits through Foveate. If the platform doesn't measurably improve your pursuit outcomes within that window, you walk away. You don't move to Phase 2 because we ask you to. You move because your team refuses to go back to static decks.

SECURITY & COMPLIANCE

Built for the Teams That Have to Say Yes Before You Can

Your BD team wants the platform. Your IT and legal teams need to approve it. These are the answers they're looking for.

Authentication & Access

- SSO / SCIM integration
- Role-based access controls
- Password-protected and expiring share links
- Granular permissions per presentation and team

Data & Hosting

- End-to-end encryption (TLS 1.2+, AES-256)
- Self-hosting option (your infrastructure or provider)
- Data residency configuration (US, EU)
- SOC 2 certification (in progress)

AI Governance

- Choice of LLM and image generation models
- EU AI Act alignment (documentation provided at deployment)
- Model provenance and transparency reporting (provided at deployment)
- GDPR-ready data processing agreements

Operations

- API access for custom integrations
- Invoice billing (NET 30/60)
- Legacy content migration (InDesign, PPT, Keynote)
- Dedicated account management

Infrastructure: Google Cloud Platform (US + EU data centers). Encryption: All data encrypted in transit (TLS 1.2+) and at rest (AES-256). Threat detection: Real-time monitoring, AI-driven threat detection, DDoS protection. Incident response: Documented procedures per our Data Breach Management Policy. Full security documentation available at foveate.com/security.

WHY IT WORKS

Every Feature Exists Because a Real Firm Needed It

The Liquid Wall — Presentation Engine

Peter Arbour, RA · Building Product Manufacturer

Peter invented a high-performance curtain wall system that makes buildings more sustainable and more beautiful. Investors and specifiers couldn't feel what made it different from a PDF spec sheet. We built an interactive presentation that let stakeholders rotate the system, see thermal performance in real time, and walk through installed applications.

Result: Peter went from struggling to communicate value in flat documents to securing investment interest within weeks of launching the interactive experience.

Polycam — Platform Architecture

Reality Capture Startup

Polycam had powerful 3D scanning technology, but AEC users were stuck: scans in one tool, models in another, presentations in a third. Every handoff lost fidelity and context. We helped design a SketchUp Extension that bridged the gap, but the deeper lesson shaped Foveate's core architecture: proposals break when they live across a dozen disconnected apps. Foveate consolidates 3D models, video, documents, analytics, and stakeholder intelligence into one source of truth so nothing gets lost between tools.

Result: The SketchUp Extension launched at the 2025 AIA Conference in Boston. The integration insight became the architectural principle behind Foveate's unified presentation platform.

Ramona Albert Architecture — Client Profiler

Luxury Design Firm

Ramona had a client who kept changing direction. Scope creep, contradictory feedback, stalled decisions. We researched and profiled the client: their values, decision patterns, what they actually cared about versus what they said they cared about. The relationship transformed. Design goals aligned.

Result: Revision cycles dropped from months of circular feedback to focused, aligned design sessions. The client relationship went from adversarial to collaborative.

> As an enterprise codevelopment partner, your challenges shape what we build next. These case studies became product features. Your pursuits become the next ones.

NEXT STEPS

The Enterprise Briefing

A 30-minute session for your decision-making team. We walk through the phased model, answer compliance and security questions, and scope a pilot around your active pipeline. No pitch deck. Just specifics.

01 We scope
Identify 2–3 live pursuits that become the pilot. Real deadlines, real clients.

02 We align
Map your compliance requirements, existing stack, and internal approval process.

03 We model
Build a phased deployment plan with documented ROI triggers for each stage.

04 Your team decides
Everyone who needs to say yes has the information to say yes.

TWO QUESTIONS TO CONSIDER

1. What happens to your pipeline if your competitors start offering hyper-personalized immersive presentations and you're still sending static decks?

2. Would it be a mistake to explore a 4-month pilot, on your real pursuits, before making that decision?

To schedule an enterprise briefing:

Kitae Kim & Ian Petrarca | Cofounders
team@foveate.com | foveate.com/enterprise | cal.com/foveate/foveate-enterprise

3 enterprise codevelopment partners per quarter. Limited by design.