



**WELCOME TO THE
WORLD'S FIRST
AI FRANCHISE®**

| Your unmissable opportunity to lead the AI revolution



Intelligent Automation

AI-powered solutions, including Digital Assistants, Conversational AI, Agentic AI, and Generative AI that help businesses automate complex processes, reduce errors, and drive meaningful operational efficiency.



Data & AI

Expert guidance in data strategy, business intelligence, and AI enablement, giving organizations the data foundation they need to make smarter decisions faster.



Hybrid Workforce

The right blend of skilled professionals and AI-powered Digital Assistants, working together to give your clients a smarter, faster team without the overhead of hiring alone.

Build a business you love and live the life you dream

You are about to take the first step towards fundamentally transforming how businesses work.

By partnering with us, you will be at the forefront of the multi-trillion dollar intelligent automation market, helping small and mid-size businesses (SMBs) thrive while building a scalable, high-income business for yourself.

This prospectus provides a comprehensive overview of what makes Valenta an unparalleled franchise opportunity.

From our proven business model and strong earning potential, to the support system that helps ensure your success, you will discover everything you need to feel confident we are the right choice for you.

It's time to start your journey to becoming a **Valenta Managing Partner**.



From Humble Beginnings to AI Leadership

Valenta was established in **2014 in Brisbane, Australia**, initially helping mid-size businesses reduce costs and improve operational efficiency.

We soon identified the potential **AI** and **automation technologies** have to revolutionize the way businesses of all sizes operate and pivoted our services accordingly.

We are now the global leader in **AI** and **Robotic Process Automation (RPA)**, dedicated to helping organizations achieve their goals far more efficiently through cutting-edge digital transformation.

We currently work with over **500** businesses across 20+ countries, with a global team of 650+ skilled professionals, and those numbers continue to grow.

As **The World's First AI Franchise™**, we empower our franchisees, known as Managing Partners, to become the trusted face of automation for businesses. They specialize in identifying the tailored AI solutions that allow businesses to navigate the complex world of automation and enable them to thrive in a rapidly evolving marketplace.

With an unwavering commitment to innovation, collaboration, and impact, our mission is to spearhead the AI-driven digital transformation worldwide, helping our Managing Partners achieve exceptional results along the way.

FAQ



What is Robotic Process Automation?

RPA uses Digital Assistants to automate repetitive tasks by mimicking human actions, such as data entry or processing invoices. It helps businesses improve efficiency, reduce errors, and free up employees for more valuable work.

The AI Revolution Is Here

AI-powered Intelligent Automation is transforming the professional landscape at an unprecedented pace, and AI is expected to contribute over \$20 trillion to the global economy by 2030.



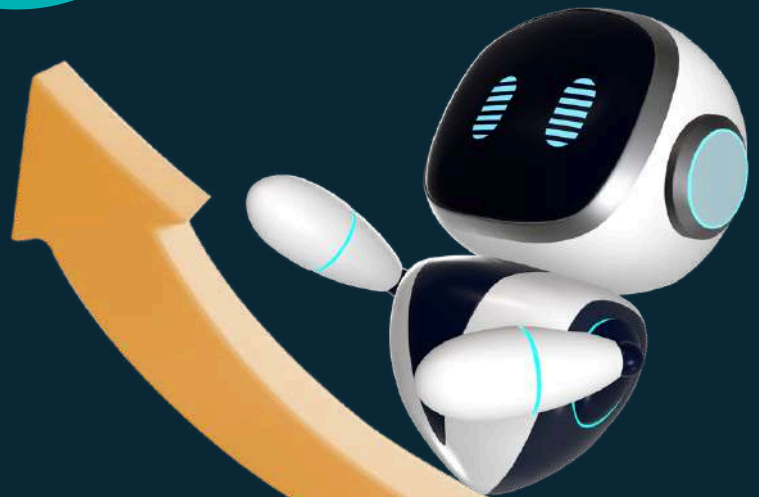
Recent research shows that 9 out of 10 businesses support adopting AI technologies to gain a competitive advantage. Yet, approximately only a third have incorporated them to date. Of these, even fewer are likely to be gaining the full benefits of automation due to a lack of expertise.



Globally, businesses are under pressure to do more with less. Yet despite massive investment in technology, many organizations still struggle to capture the full value of automation due to a lack of trusted expertise and implementation support.

- By guiding SMBs through their intelligent automation journeys, you can help them leverage AI and RPA to enhance efficiency and competitiveness.
- This positions you as a trusted leader in the field to your clients and allows you to capitalize on new AI-driven solutions as soon as they are available, in turn increasing your revenue.

**As a Valenta
Managing Partner,
you can lead this
charge**



FAQ



Do I need to have a background in IT?

No. All technical and operational aspects of our AI-powered Intelligent Automation solutions are managed centrally by our global delivery team. You simply need proven experience in B2B sales and relationship building.

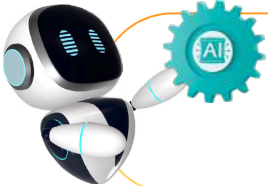
Why Choose a Valenta Franchise?

We offer a unique opportunity for confident, skilled relationship builders like you to lead the AI revolution. Ride the Wave Without Building the Surfboard.



World's First AI Franchise®

Be part of a pioneering brand at the forefront of the multi-trillion-dollar digital transformation market.



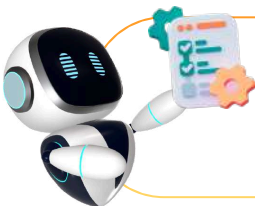
Capitalize on booming AI adoption

Businesses of all sizes are racing to incorporate automation, creating a booming market for trusted advisors.



Established worldwide brand

You will combine the flexibility of running your own business with the power of a globally recognized brand.



Scalable, proven business model

Break even with as few as five clients and enjoy high growth potential as you soar past the 100+ clients mark.



Recurring revenue streams

Build income by cultivating long-term client relationships and delivering AI-powered Intelligent Automation solutions as a service that clients keep and expand over time.



No technical expertise required

You don't need to have a technical background with AI to profit from it, thanks to our relationship-driven model.

FAQ



Is this similar to other B2B service franchises?

Unlike coaching or advisory models where you simply provide advice, Valenta Managing Partners deliver implemented AI and automation solutions. Our Delivered-As-A-Service model generates recurring revenue that grows month over month.

The Valenta Business Model

Our model is built for simplicity and scalability, empowering you to succeed by using your existing skills in client relationships. You don't even need any employees or premises to get started.

You will talk the client through our Intelligent Automation and Data & AI offerings and manage the sales process until they have signed up for their rolling monthly services. From here, Valenta's service delivery teams take over, including providing the client performance updates and dashboards.

Up to 90% of your business is from ongoing services, and the client churn is very low, so you will undertake quarterly reviews with a view to scaling the services you offer.

To succeed, you must have:



Outstanding people skills



A relationship-driven background



Passion for technology



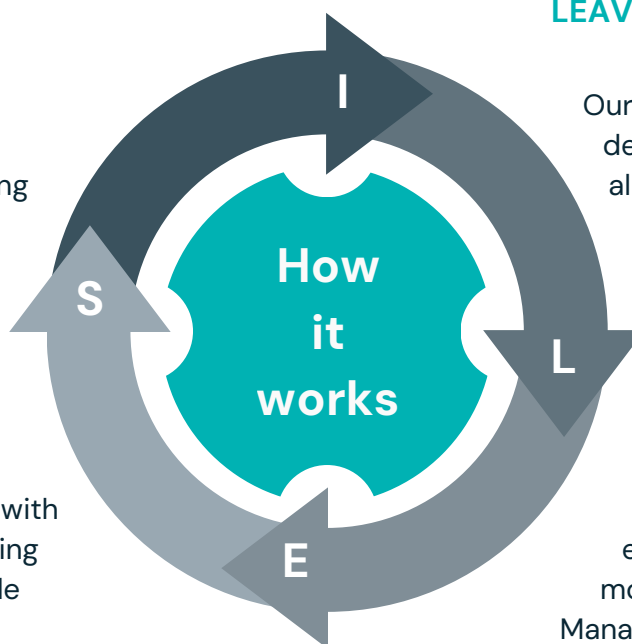
Entrepreneurial spirit

IDENTIFY POTENTIAL CLIENTS

You will create connections with target businesses, perhaps initially by leveraging your existing network, and identify tailored Intelligent Automation opportunities.

SCALE YOUR BUSINESS

By deepening relationships with existing clients while acquiring new ones, you'll quickly scale your revenue stream.



LEAVE THE SEAMLESS SERVICE DELIVERY TO US

Our centralized head office team designs, delivers, and maintains all AI and automation solutions, leaving you free to focus on growing your business.

ENJOY THE RECURRING REVENUE

Each Digital Assistant engagement generates strong monthly recurring revenue, with Managing Partners keeping 60% of profit. Additional revenue streams include 15% of implementation fees and 15% of ongoing professional staff service fees.



Robots are replacing processing roles. People will focus on strategy, sales and HR. We are enablers, transforming how businesses operate and helping them adapt and flourish in our fast-paced world.

Michael Sivewright – UK Managing Partner

Your role

As a Managing Partner, your role is to build and nurture relationships with SMB decision-makers, acting as their trusted advisor in navigating digital transformation.

You'll identify opportunities for Digital Assistants to streamline their operations, reduce costs, and achieve growth. Over time, these relationships will grow, enabling you to upsell additional solutions and maximize client value.

Your success lies in your ability to connect with clients, understand their needs, and help them embrace the future of AI-powered business.

The typical Managing Partner journey



Prep

Comprehensive training and business plan development is carried out alongside specialists with a range of expertise to ensure you're launch-ready.



Launch

Focus on securing your first set of clients, working closely with our highly experienced support team.



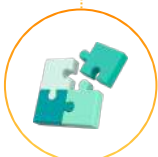
Growth

Once established, you can increase client value, gain referrals, and build your reputation among the local business community. Once you secure 25-30 clients, you can start your own business development team.



Scale

Build hundreds of clients in your portfolio with three or four employees, and your business could carry significant value.



Exit

When the time is right and you want to exit in the future, you can either sell your high-value asset or leave a family legacy.



Training and support

Global network

Join a community of like-minded entrepreneurs and leverage their collective knowledge to grow your business further.

Regular planning sessions

Participate in quarterly business planning sessions and annual conferences held in exciting locations worldwide. These events provide invaluable insights, strategy refinement, and networking opportunities.

Marketing support

Access to global and regional lead generation initiatives to help you establish your business, collaborate on your campaigns, and build your online presence.

Ongoing coaching

Benefit from regular 1-to-1 coaching sessions with experienced business mentors, ensuring you stay on track to meet your goals.

World-class service delivery centres

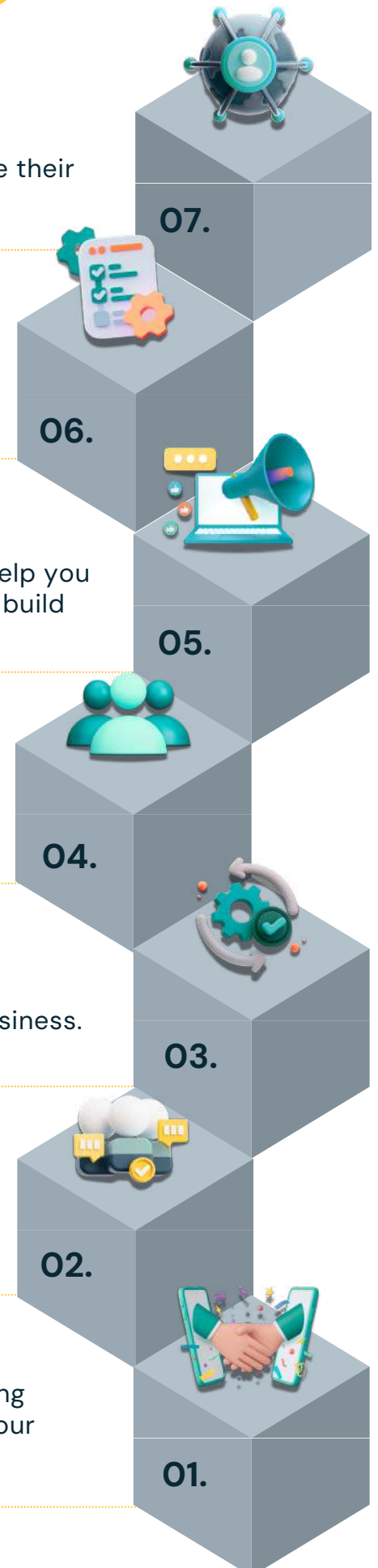
Our service delivery centers, staffed by over 650 skilled professionals around the world, are the backbone of your business.

Hands-on help from the founder and leadership

Your dedicated support team includes Valenta founder Jayesh Kasim and Valenta's leadership team, who will guide you every step of the way.

Comprehensive onboarding

Kick-start your journey with our onboarding program, covering everything from understanding our AI solutions to building your business plan and refining your sales strategy.



Financials

Initial Investment

Starting a Valenta franchise requires an initial investment, which includes:

**Franchise Fee
One Time
Fee**

A\$65,000

**Support
Fee
Monthly**

A\$1,500

**Lead Gen
Tech Stack
Monthly**

A\$800

**AD
Fee
Monthly**

A\$800

**Annual
Conference
Fee Monthly**

A\$150

Financing support may be available in your market through Valenta's network of franchise financing partners.



Revenue Streams

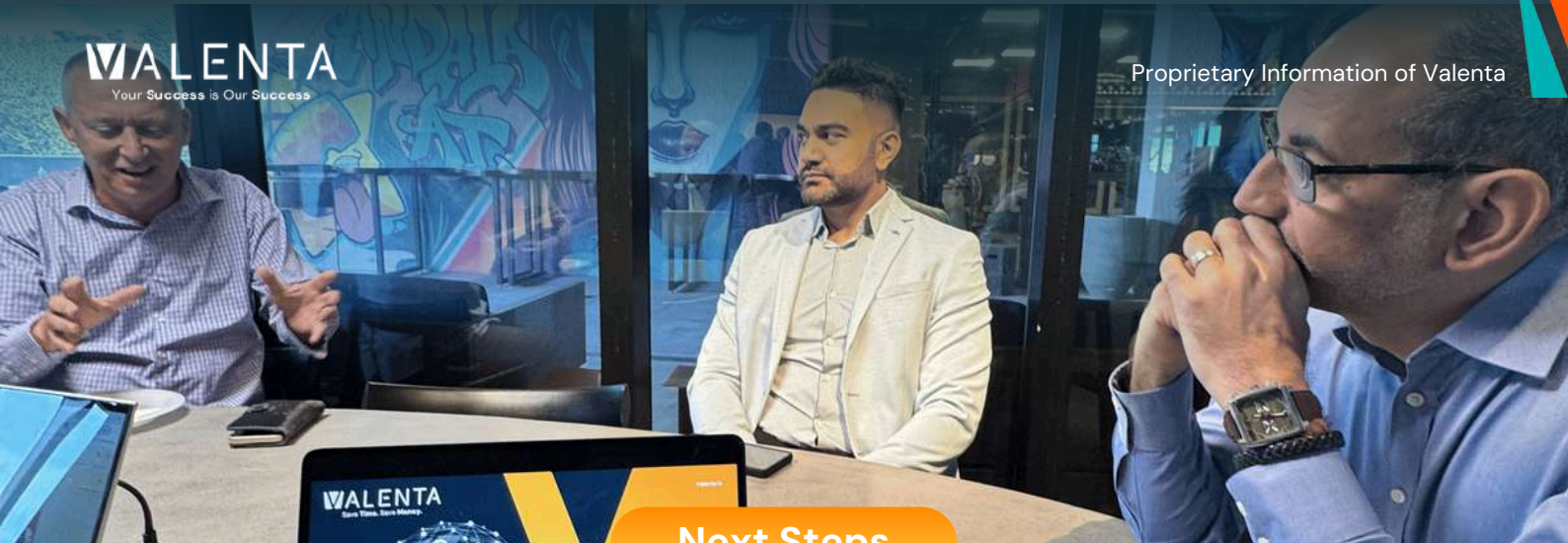
- 60% of profit from Intelligent Automation Delivered-As-A-Service (monthly recurring)
- 15% of Intelligent Automation implementation fees (one-time per project)
- 15% of monthly professional staff service fees (monthly recurring)
- Our financial model is built on strong recurring revenue, with the goal of a steady income stream you can rely on long term
- All figures are based on historical performance data from a Valenta business but do not offer any guarantee of future performance

FAQ



Are there royalty fees?

There are no percentage-based royalty payments. Managing Partners pay a fixed monthly management service fee which covers ongoing operational support, and access to centralized resources.



Next Steps

Embarking on the journey to leading the digital transformation of SMBs and building a scalable, high-income business is simple:



Contact Us

Contact our franchise recruitment team to discuss your goals and learn more about the opportunity.

01



Book a Meeting

Book a 1-to-1 discovery session to learn more, see your suitability for the business, and ask any questions.

02



Get Started...

Once ready, we'll guide you through onboarding and setup to ensure a strong start to your journey with us.

03

From day one, we are wholly committed to your success and ensure you have everything you need to thrive as a Valenta Managing Partner.

The AI revolution is here.
Are you ready to lead the way?

✉ franchiseinfo@valenta.io ☎ +1 201 729 3390



For more info visit our page: valentafranchise.com

Get In Touch



AMANDA EVE

VP Franchise Development

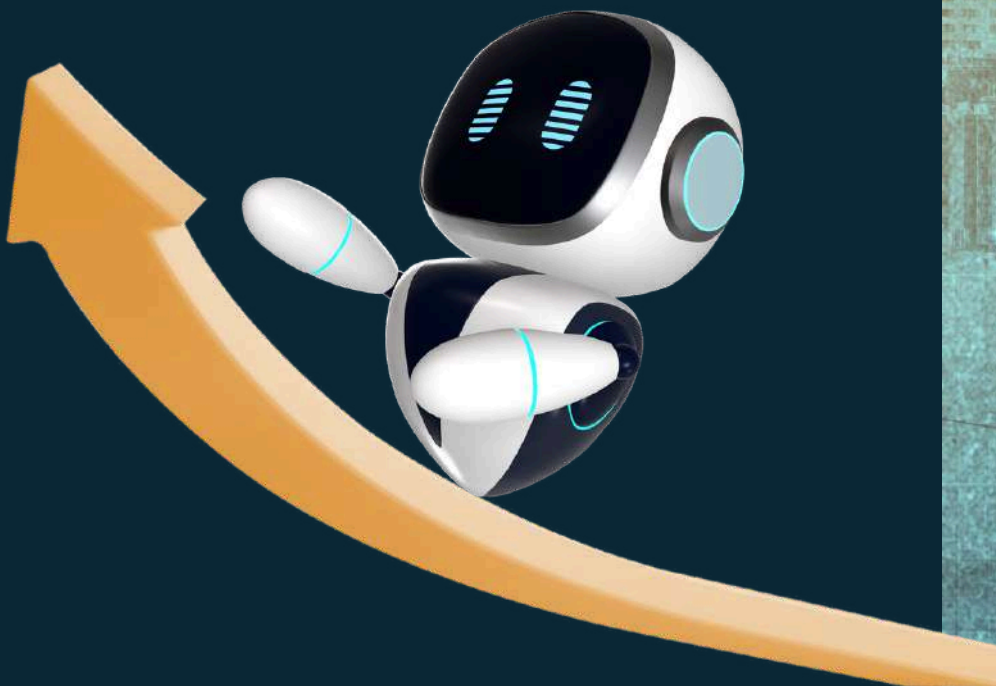
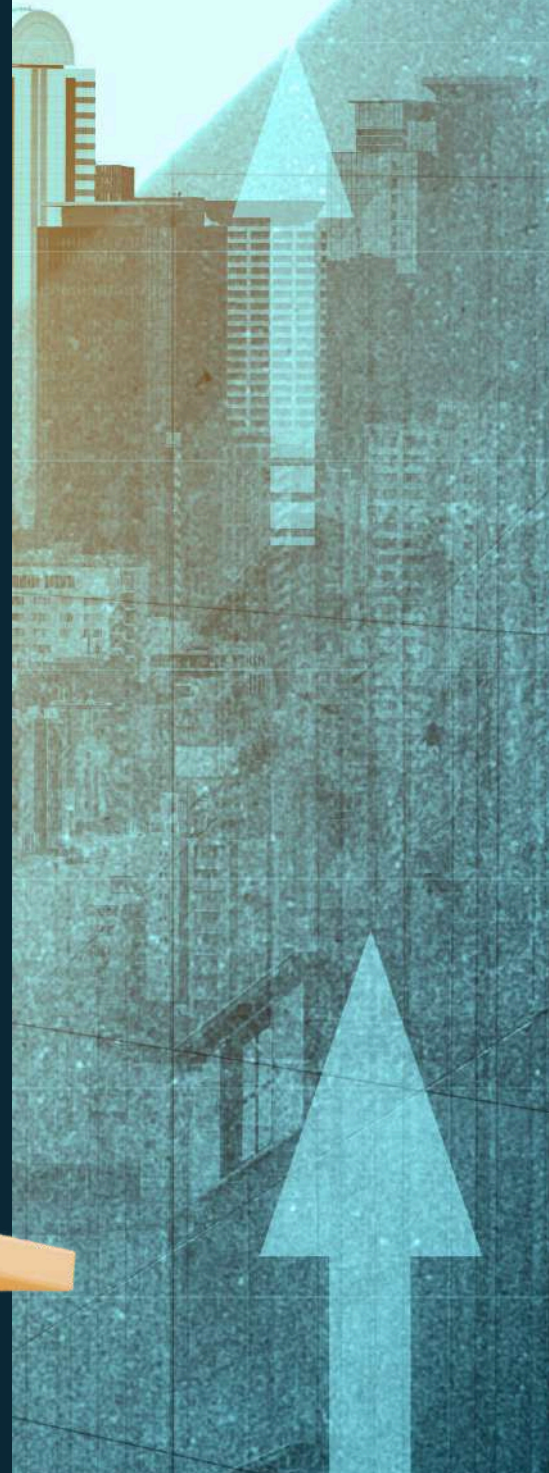
 amanda.eve@valenta.io

 +1 201 729 3390

 valentafranchise.com

**Your Intelligent
Automation
Partner**

— “ —



SCAN AND BOOK
YOUR FRANCHISE
SUCCESS CALL
TODAY!