

CEMI.ai

- Third-party AI model vendors, on whose models the products sit and against whose substitution the durable assets are deliberately portable.
- Technology partners who bring hardware and systems onto the lab floor for testing.
- Sponsors who back a bench, a zone or a named challenge, and grantmakers who fund the social-impact arm.
- The institutions each lab engages — financial institutions and regulators on the financial floor, media groups in the Media Lab, schools, universities and companies in the Learning Lab.
- The Media Innovation Lab, constituted as an independent non-profit R&D entity.
- The commercial clients CEMI MediaMax has already delivered for — Jugueton (CCN), ADOCOSE, the Franco-Dominican Chamber of Commerce (CCIIRD), Quantum Corredores de Seguros and IBIZAi.

- Researching and developing the models in CEMI Labs, and imagining and designing the initiatives that carry them.
- Building and shipping working software in CEMI Factory — the same activity for a client engagement as for a new initiative.
- Maturing models into packaged products in CEMI Solutions, and graduating a matured model into an independent initiative.
- Authoring and maintaining the persona registry, the single-source-of-truth registries and the editorial and anti-fabrication canon that governs what every persona may say.
- Publishing and maintaining the properties in three languages, with search, chat and a grounded helpdesk on each.
- Running the labs — the floor, the digital twin, the simulation, the cohorts — and converting what happens there into partnerships, sponsorships and private pilots.
- Commercializing the properties that already publish a price, and authoring the business profile and investor kit that make each one legible to a buyer or a backer.

- A permanent core of fewer than ten, plus an on-demand certified trilingual bench.
- The founder's network, and the commercial director's Latin American channels.
- The financial lab's floor: real ATM/ITM hardware, a digital twin, a living lab.
- The shared stack, its public endpoints, and the repositories holding the canon.
- 30+ live trilingual properties: product, proof and sales material at once.
- The durable asset is a set of replicable models, not a patent portfolio.
- The products sit on third-party models; the assets that matter are portable across them.

CEMI does not sell horizontal AI tooling. It sells sector-shaped transformation: each initiative pairs domain framing, personas and methodology for one vertical, on shared infrastructure that makes each next vertical cheaper to open. The conviction underneath is that human-AI collaboration produces outcomes neither humans nor AI achieve alone — and that deep cultural and professional context, not model access, is what turns generic AI capability into transformative application. For a buyer that means a working engine rather than a pilot: a delivery studio that has built its own portfolio, a crew that already exists, and the same work published in English, Spanish and French from the first day.

- Dedicated project teams for Factory and Media engagements, worked project-based with a small permanent core and an on-demand bench of certified specialists.
- Self-serve subscription on the initiative sites, with the price ladder published and a free tier where the initiative publishes one.
- Sponsor and partner relationships per lab, agreed in writing before anything starts, with cost recovery only where a real expense exists.
- Open, unkeyed access for the public simulation and the open programmes — a relationship with no commercial transaction in it, by design.
- Reporting and open cost accounting for grantmakers and corporate social-investment programmes, at the level of a sector, a cohort or an in-person series.
- Quarterly-cadence investor and partner relations run from one published kit per property, to one standard, so that an investor reading two of them finds one story.

- Founder-led direct business development, carried by the published kit and the institutional dossier rather than by outbound volume.
- CEMI Factory's three-week trial, billed only if the client continues — the lowest-friction entry point in the group and the mechanism that converts interest into a delivered artefact.
- Each initiative's own site, reaching its own buyers in their own professional language and in EN, ES and FR.
- The three sector labs as a business-development surface: institutions come onto the financial floor as partners, sponsors and private-pilot customers, media groups come in with formats, and schools, universities and companies come in through the AI Learning Challenge.
- Commercial-director-led distribution and partnership work across Latin America, connecting the offerings with the buyers and channels that shape adoption.
- The portfolio itself as the case study — a prospective client can inspect a working property built by the team that would build theirs.

- Large corporations
- SMEs
- Government and public sector
- Banks and financial institutions
- Media and publishers
- Educators and educational institutions
- NGOs and foundations
- Investors
- Freelancers and independent professionals

- The permanent core's payroll plus the on-demand specialist bench, engaged per project — the largest and most variable line.
- Third-party AI model usage and cloud infrastructure across the portfolio.
- Lab hardware, instrumentation, third-party machine time and the physical floor.
- Domains, hosting, tooling and maintenance across 30+ live web properties in three languages.
- Business development, partnership work and travel, and the cost of formalising the corporate structure.
- Amounts are not published. The relative weight of these lines is a plan, not a measurement, and no cost figure appears in this kit.

- Sale of services
- Consulting
- Subscriptions (SaaS, memberships)
- Sale of products
- Sponsorships
- Grants and donations
- Training and events
- Data and insights
- Free — no direct income

Lean Canvas

CEMI.ai

PROBLEM · Model access has become ordinary; transformation has not. An organization can buy capability and still lack the domain framing, the crew, the methodology and the editorial discipline that make it usable inside a real profession — so pilots stay pilots. On the supply side the mirror problem applies: opening a new sector normally costs a company each time, which is why AI transformation arrives sector by sector at the pace of fundraising rather than the pace of need. And work that must exist in English, Spanish and French carries a second-market cost that stops most of it from ever being published in the second and third language at all.	SOLUTION · CEMI Factory · CEMI Media / MediaMax · CEMI Labs · CEMI Solutions · CEMI Social Impact · The Personai engine · The trilingual publishing stack · The single-source-of-truth registries · Initiative-level offerings across the portfolio KEY METRICS · Three-week trials started, and the share of them that continue into a paid engagement. · Paying customers against a published price, per initiative — the gap between published price and first paid customer is the metric the group watches most closely. · Sponsored lab nodes and private pilots agreed in writing, and the institutions brought onto the floor. · Time and cost to open a new vertical, measured against the last one — the number the platform thesis lives or dies by. · Business profiles authored per registry item, and investor kits published to the standard — the group's own measure of whether its commercial picture is queryable rather than re-derived by hand. · People reached by the open and social-impact lines, at the published cost per person reached.	UNIQUE VALUE PROPOSITION · CEMI does not sell horizontal AI tooling. It sells sector-shaped transformation: each initiative pairs domain framing, personas and methodology for one vertical, on shared infrastructure that makes each next vertical cheaper to open. The conviction underneath is that human–AI collaboration produces outcomes neither humans nor AI achieve alone — and that deep cultural and professional context, not model access, is what turns generic AI capability into transformative application. For a buyer that means a working engine rather than a pilot: a delivery studio that has built its own portfolio, a crew that already exists, and the same work published in English, Spanish and French from the first day.	UNFAIR ADVANTAGE · What is hard to assemble quickly rather than hard to imagine: a live trilingual portfolio of 30+ properties and a registry of 400+ documented AI personas, built by one small team on one stack, together with the enforced anti-fabrication canon that governs them. A competitor can buy the same model access on the same afternoon; the crews, the registries, the methodologies and the editorial discipline are years of accumulated authoring, and the delivery studio that produced them is the same team a client engages. This is stated as a position that is costly to copy, not as a claim to be first or only. CHANNELS · Founder-led direct business development, carried by the published kit and the institutional dossier rather than by outbound volume. · CEMI Factory's three-week trial, billed only if the client continues — the lowest-friction entry point in the group and the mechanism that converts interest into a delivered artefact. · Each initiative's own site, reaching its own buyers in their own professional language and in EN, ES and FR. · The three sector labs as a business-development surface: institutions come onto the financial floor as partners, sponsors and private-pilot customers, media groups come in with formats, and schools, universities and companies come in through the AI Learning Challenge. · Commercial-director-led distribution and partnership work across Latin America, connecting the offerings with the buyers and channels that shape adoption. · The portfolio itself as the case study — a prospective client can inspect a working property built by the team that would build theirs.	CUSTOMER SEGMENTS · Large corporations · SMEs · Government and public sector · Banks and financial institutions · Media and publishers · Educators and educational institutions · NGOs and foundations · Investors · Freelancers and independent professionals
COST STRUCTURE · The permanent core's payroll plus the on-demand specialist bench, engaged per project — the largest and most variable line. · Third-party AI model usage and cloud infrastructure across the portfolio. · Lab hardware, instrumentation, third-party machine time and the physical floor. · Domains, hosting, tooling and maintenance across 30+ live web properties in three languages. · Business development, partnership work and travel, and the cost of formalising the corporate structure. · Amounts are not published. The relative weight of these lines is a plan, not a measurement, and no cost figure appears in this kit.	REVENUE STREAMS · Sale of services · Consulting · Subscriptions (SaaS, memberships) · Sale of products · Sponsorships · Grants and donations · Training and events · Data and insights · Free — no direct income			

Value Proposition Canvas — Large corporations

CEMI.ai · Segment: Large corporations

Value map

PRODUCTS & SERVICES · CEMI Factory — The software studio: custom artificial intelligence, sovereign AI infrastructure, apps, smart dashboards and intelligent agents, built project by project, opened with a three-week trial billed only if the client continues. · CEMI Media / MediaMax — End-to-end film, audio and editorial production delivered by human creatives working with a specialized AI crew, with commercial clients already delivered. · CEMI Solutions — The packaging layer: matured models and products offered to organizations and individuals who do not want a bespoke engagement. No price, plan or tier is published today. · Initiative-level offerings across the portfolio — Subscriptions and one-time products sold by the sector platforms on their own sites as they commercialize — Skaiils, iBizAI, Alrtistic, Journalaism, Lawra — plus papas.academy's published sponsorship ladder. Every published price, quoted verbatim with the page that publishes it, is set out at cemi.ai/investors/revenue.	QAIN CREATORS · Sector-shaped delivery: domain framing, personas and methodology for the corporation's own vertical, on infrastructure already built. · EN/ES/FR from the first day, because every property the group publishes is already trilingual.
	PAIN RELIEVERS · The three-week trial: one real process, no invoice unless the client wants to continue — the commitment question is deferred until after a result exists. · A crew that already exists: the engagement draws its specialists from the Personai registry and the certified bench instead of hiring or designing a team first.

Customer profile



Value Proposition Canvas — SMEs

CEMI.ai · Segment: SMEs

Value map

PRODUCTS & SERVICES · CEMI Factory — The software studio: custom artificial intelligence, sovereign AI infrastructure, apps, smart dashboards and intelligent agents, built project by project, opened with a three-week trial billed only if the client continues. · CEMI Solutions — The packaging layer: matured models and products offered to organizations and individuals who do not want a bespoke engagement. No price, plan or tier is published today. · Initiative-level offerings across the portfolio — Subscriptions and one-time products sold by the sector platforms on their own sites as they commercialize — Skailis, iBizAI, Alrtistic, Journalaism, Lawra — plus papas.academy's published sponsorship ladder. Every published price, quoted verbatim with the page that publishes it, is set out at cemi.ai/investors/revenue.	QAIN CREATORS · Packaged products from CEMI Solutions rather than a bespoke engagement, for buyers who do not want a project. · Two-tier regional pricing where an initiative publishes it, so a developing-economy buyer is quoted for its own market.
	PAIN RELIEVERS · Initiative-level subscriptions with the price ladder published on the initiative's own page, including a free tier where one is offered — no quote required to start reading. · The same three-week trial mechanic where a bespoke build is what the business needs, so the risk sits with CEMI and not with the buyer.

Customer profile



Value Proposition Canvas — Government and public sector

CEMI.ai · Segment: Government and public sector

Value map

PRODUCTS & SERVICES · CEMI Factory — The software studio: custom artificial intelligence, sovereign AI infrastructure, apps, smart dashboards and intelligent agents, built project by project, opened with a three-week trial billed only if the client continues. · CEMI Labs — Where the models are developed and initiatives designed, with three sector labs in the field — the Financial Innovation Lab with real ATM/ITM hardware and a digital twin, the Media Innovation Lab as an independent non-profit R&D entity, and the Learning Innovation Lab run by aiLearning. Partners bring technology to the floor, sponsors back a bench or a named challenge, and customers commission private pilots. · CEMI Solutions — The packaging layer: matured models and products offered to organizations and individuals who do not want a bespoke engagement. No price, plan or tier is published today.	QAIN CREATORS · The Impact Arc applied to the engagement: the institution takes part in understanding its own situation, and the role is scaffolding rather than constructing the building. · Trilingual delivery, so a public-facing service does not need a second project to reach a second language. PAIN RELIEVERS · Sovereign and on-premise deployment is an explicit line of the offer, not an exception negotiated at the end. · The labs absorb the experiment: the financial floor, the digital twin and the open simulation let a technology be tested before any procurement exists, with cost recovery only where a real expense does.
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Customer profile



Value Proposition Canvas — Banks and financial institutions

CEMI.ai · Segment: Banks and financial institutions

Value map

PRODUCTS & SERVICES · CEMI Labs — Where the models are developed and initiatives designed, with three sector labs in the field — the Financial Innovation Lab with real ATM/ITM hardware and a digital twin, the Media Innovation Lab as an independent non-profit R&D entity, and the Learning Innovation Lab run by aiLearning. Partners bring technology to the floor, sponsors back a bench or a named challenge, and customers commission private pilots. · CEMI Factory — The software studio: custom artificial intelligence, sovereign AI infrastructure, apps, smart dashboards and intelligent agents, built project by project, opened with a three-week trial billed only if the client continues. · CEMI Solutions — The packaging layer: matured models and products offered to organizations and individuals who do not want a bespoke engagement. No price, plan or tier is published today.	QAIN CREATORS · Private pilots and pre-deployment testing commissioned on the same floor the open programmes run on, so an institution moves from observer to participant without changing venue. · Sponsorship of a bench, a zone or a named challenge, which funds the lab and opens institutional doors without being sold as a margin line. PAIN RELIEVERS · The Financial Innovation Lab exists and is open: access to the experimental areas, the simulation and the open programmes carries no service fee, and the public simulation needs no key. · A limited cost-recovery tariff applies only where a real expense exists, agreed in writing before anything starts — so the commercial question never blocks the technical one.
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Customer profile



Value Proposition Canvas — Media and publishers

CEMI.ai · Segment: Media and publishers

Value map

PRODUCTS & SERVICES · CEMI Media / MediaMax — End-to-end film, audio and editorial production delivered by human creatives working with a specialized AI crew, with commercial clients already delivered. · Initiative-level offerings across the portfolio — Subscriptions and one-time products sold by the sector platforms on their own sites as they commercialize — Skailis, iBizAI, Alrtistic, Journalaism, Lawra — plus papas.academy's published sponsorship ladder. Every published price, quoted verbatim with the page that publishes it, is set out at cemi.ai/investors/revenue. · The Personai engine — One single-source-of-truth registry of more than 400 human-augmented AI agents and personas — durable identities with documented expertise, voice, biography and guardrails — staffing the initiatives as production crews, faculties, sectoral guides and executives, under an enforced anti-fabrication canon. A new vertical draws a crew from it instead of designing one.	QAIN CREATORS · The Media Innovation Lab, an independent non-profit R&D entity, brings media groups in with formats rather than with a sales pitch. · Journalaism gives a newsroom its own priced suite and services on the same shared stack, so a decision about one story can become a decision about the newsroom. PAIN RELIEVERS · The enforced anti-fabrication canon — no invented statistics, citations or biography, documented anecdotes only — is synced to every repository and counted as part of the intellectual property, not as a style guide. · MediaMax pairs human creatives with the AI crew rather than replacing them, and the agency publishes its engagement bands on its own contact form.
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Customer profile

QAINS · Work delivered end to end — film, audio, editorial — by human creatives with a crew behind them. · A defensible editorial position on how the AI was used. · An engagement band that can be read before a conversation starts.	CUSTOMER JOBS · Produce more film, audio and editorial work than the newsroom or the studio can staff. · Adopt AI in editorial work without spending the outlet's credibility on it. · Reach a second and third language audience with the same story.
PAINS · Production cost and cycle time that put formats out of reach. · An AI-heavy supplier invites the question of whether the output can be trusted at all. · Fabricated quotes, statistics and citations are the failure mode that ends a career, and generic tools do nothing to prevent them.	

Value Proposition Canvas — Educators and educational institutions

CEMI.ai · Segment: Educators and educational institutions

Value map

PRODUCTS & SERVICES · CEMI Labs — Where the models are developed and initiatives designed, with three sector labs in the field — the Financial Innovation Lab with real ATM/ITM hardware and a digital twin, the Media Innovation Lab as an independent non-profit R&D entity, and the Learning Innovation Lab run by aiLearning. Partners bring technology to the floor, sponsors back a bench or a named challenge, and customers commission private pilots. · Initiative-level offerings across the portfolio — Subscriptions and one-time products sold by the sector platforms on their own sites as they commercialize — Skailis, iBizAI, Alrtistic, Journalaism, Lawra — plus papas.academy's published sponsorship ladder. Every published price, quoted verbatim with the page that publishes it, is set out at cemi.ai/investors/revenue. · CEMI Social Impact — The group's grant and corporate-social-investment channel, deliberately separate from the commercial lines: a fully costed, openly published ask for putting existing trilingual learning capacity in front of people, fundable in whole or at the level of a single sector, cohort or in-person series.	QAIN CREATORS · 200+ learning programmes and a trilingual campus already exist, so an institution starts from a catalogue rather than from a commission. · CEMI Social Impact can carry the cost where the institution cannot, at a published cost per person reached. PAIN RELIEVERS · Smoother — personalized, adaptive learning experiences — is the methodology, and it is learning-first by construction: a tool earns its place only where it deepens what the participant understands and can do. · The Learning Innovation Lab designs and tests experiences with real participants before they scale, and the AI Learning Challenge brings schools, universities and companies in with sponsorship slots per edition.
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Customer profile

QAINS · A methodology that centres the learner's process rather than the delivery. · Programmes already published in three languages. · A sponsor or grantmaker route where the institution cannot pay.	CUSTOMER JOBS · Decide what AI should do inside a learning programme, and prove it deepens what the learner can actually do. · Give participants a learning experience they finish, not a course they enrol in. · Find the funding to run it, when the institution's own budget will not cover it.
PAINS · AI arrives as a tool to be adopted rather than as a question about what the learner ends up able to do. · Content that exists in one language, for a cohort that does not. · No safe place to test a programme design before it reaches a real cohort.	

Value Proposition Canvas — NGOs and foundations

CEMI.ai · Segment: NGOs and foundations

Value map

PRODUCTS & SERVICES · CEMI Social Impact — The group's grant and corporate-social-investment channel, deliberately separate from the commercial lines: a fully costed, openly published ask for putting existing trilingual learning capacity in front of people, fundable in whole or at the level of a single sector, cohort or in-person series. · CEMI Media / MediaMax — End-to-end film, audio and editorial production delivered by human creatives working with a specialized AI crew, with commercial clients already delivered. · CEMI Labs — Where the models are developed and initiatives designed, with three sector labs in the field — the Financial Innovation Lab with real ATM/ITM hardware and a digital twin, the Media Innovation Lab as an independent non-profit R&D entity, and the Learning Innovation Lab run by aiLearning. Partners bring technology to the floor, sponsors back a bench or a named challenge, and customers commission private pilots.	QAIN CREATORS · The Impact Arc — Engage, Enable, Inspire, Empower, Connect — created by Carlos Miranda Levy and inherited by CEMI as its social-impact perspective, stated honestly as an organizational philosophy and design position rather than an evidence-based framework. · MediaMax can produce the documentation and storytelling of a funded programme to the same editorial canon, and the labs can host the parts that need testing. PAIN RELIEVERS · The social-impact ask states plainly that the money does not build anything — it puts existing capacity in front of people — and publishes its cost per person reached and its condition that sponsorship never buys editorial influence. · The capacity being funded is already built, already trilingual and already published; what the grant buys is reach, not construction.
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Customer profile

QAINS · A fully costed, openly published ask, fundable in whole or by sector or cohort. · A published cost per person reached that a board can compare against anything else on the table. · A programme design that hands ownership to the participant.	CUSTOMER JOBS · Put a grant to work where it produces capability rather than dependency. · Fund something that already works, rather than pay for it to be built and hope. · Report to a board what the money reached, with numbers that hold up.
PAINS · Proposals whose costs are opaque and whose impact claims cannot be checked. · Grants that build a platform, then end before anyone uses it. · Assistentialist programme design that leaves the community no more capable than it started.	

Value Proposition Canvas — Investors

CEMI.ai · Segment: Investors

Value map

PRODUCTS & SERVICES · The Personai engine — One single-source-of-truth registry of more than 400 human-augmented AI agents and personas — durable identities with documented expertise, voice, biography and guardrails — staffing the initiatives as production crews, faculties, sectoral guides and executives, under an enforced anti-fabrication canon. A new vertical draws a crew from it instead of designing one. · The trilingual publishing stack — The Astro/Svelte/Firebase pattern every property in the ecosystem shares, with search, chat and a grounded helpdesk already solved, published EN/ES/FR sitewide so the usual second-market cost does not recur per property. · The single-source-of-truth registries — Ecosystem, personas, references, social accounts and business profiles, each with a public endpoint and an admin surface, so every property, chatbot and page reads the same facts and nothing drifts. · Initiative-level offerings across the portfolio — Subscriptions and one-time products sold by the sector platforms on their own sites as they commercialize — Skails, iBizAI, Alrtistic, Journalaism, Lawra — plus papas.academy's published sponsorship ladder. Every published price, quoted verbatim with the page that publishes it, is set out at cemi.ai/investors/revenue.	QAIN CREATORS · The platform thesis is measurable rather than rhetorical: the time and cost to open vertical N+1 against vertical N, on four assets written once and inherited by every property. · No market size is claimed, because there is no citable source for one — and the refusal is worth more than an uncited figure.
	PAIN RELIEVERS · One kit per property to one standard, with round terms held in a single source of truth and rendered rather than retyped, so an investor reading two of them finds one story. · The key-person, breadth, commercialization, vendor-dependency, credibility and corporate-structure risks are set out in the business plan with what is done about each, and the dependency is not claimed to be solved.

Customer profile

QAINS · An entry at two levels — the shared platform, or one sector business approaching commercialization. · Every claim traceable, from the registry-generated portfolio to each published price and its page. · Risks named by the company before the investor has to find them.	CUSTOMER JOBS · Take a position on AI transformation without betting the whole thesis on one sector. · Verify what a company has actually built before believing what it plans. · Understand how much of the story depends on one person.
PAINS · Decks whose numbers cannot be traced to anything published. · Two rounds from the same principal, at two valuations, discoverable in one afternoon. · A portfolio this wide can read as unfocused, and breadth is the first question any diligence asks.	

Value Proposition Canvas — Freelancers and independent professionals

CEMI.ai · Segment: Freelancers and independent professionals

Value map

PRODUCTS & SERVICES · Initiative-level offerings across the portfolio — Subscriptions and one-time products sold by the sector platforms on their own sites as they commercialize — Skailis, iBizAI, Alrtistic, Journalaism, Lawra — plus papas.academy's published sponsorship ladder. Every published price, quoted verbatim with the page that publishes it, is set out at cemi.ai/investors/revenue. · CEMI Solutions — The packaging layer: matured models and products offered to organizations and individuals who do not want a bespoke engagement. No price, plan or tier is published today.	QAIN CREATORS · A crew instead of a tool: the professional works with documented AI personas that carry expertise, voice and guardrails, which is closer to hiring than to subscribing. · Augmentation, not replacement: the offering is built to enhance what the professional can do rather than to substitute for who they are.
	PAIN RELIEVERS · Skailis assesses and develops capability on an ISCO/ESCO-grounded skills ontology, and publishes a full price ladder starting at a free tier, so an individual can begin without a purchase decision. · The portfolio's professional suites are priced for an individual as well as for a company, with a free trial or a free tier where the initiative publishes one.

Customer profile

