Who We Are

Voice AI Technology with Persona

Hoogway is a voice technology company that builds sophisticated voice agents with distinct, brand-aligned personas designed to engage audiences naturally.

The Market Opportunity

Business Conversations Are Everywhere

Worldwide, 17 million contact center agents handle **~5 billion minutes/day** of business conversations, and that counts formal contact centers alone.

Recruiters

Recruiter calls for screening and filling job roles

Sales Agents

Sales agent calls for qualifying and selling

Customer Support

Answers complex queries and resolves issues

And More

Any process that happens over a phone call

All tech giants are making Voice AI platforms to solve this - yet adoption remains under 1%.

OpenAI REALTIME API · Gemini · IIElevenLabs · sarvam.ai · VAPI · Deepgram · Grok

So why are those billions of minutes not handled by voice agents right now?

Voice agents are more than a system prompt.

Voice agents arrived in 2023. Why haven’t businesses adopted them like text AI?

Recruiters

- Active Listening
- Targeted Questioning
- Intent Verification
- Candidate Integrity Check

Salespeople

- Rapport Building
- Contextual Probing
- Objection Handling
- Conversion Focus

Talking is only the foundation.
Businesses don't just need the raw voice model; they need a complete, intelligent persona.

Hoogway Delivers the Complete Persona

Domain-specific AI micro-models layered on top of core voice pipelines.



Recruiting Persona

- Dynamic Questioning
- Intent Detection
- Integrity Checks
- Consistency Verification

Sales Persona

- Hook Creation
- Objection Handling
- Continuous Learning
- Long Context Memory

Core Voice Pipeline

We build custom AI/ML micro-models that turn basic voice pipelines into high-converting, intelligent enterprise personas.

Hoogway beats humans - and triples standard voice AI

Comparing standard voice automation, human efforts, and our custom solution.

3.0%

Standard Voice AI:

Client initially tried a typical voice agent company (3no.), yielding minimal student engagement.

7.0%

Human Agents

Switching to manual calls improved results, establishing a strong baseline for standard conversions.

9%

Hoogway Persona Agent

Our voice agent with a custom persona surpassed human performance, setting a new peak.

Key Takeaway

A voice agent with a custom persona can successfully compete with human quality—and even go beyond.

Active Clients & POCs

Paying Clients

AlmaBetter — $9K ARR (Dead leads → revenue recovered)

E2E Rail — $6K ARR

Partnerships

Mishtel (High-volume political survey calling)

CIEL HR

Bamboo HR

High-Potential POCs

PayU Finance (~15M calls)

Dantam Dental (~60K calls/mo)

TMI Hyderabad

In Discussions

Finance: Shriram, Equitas, Muthoot, Susee, Veritas | **Automotive:** Lucas-TVS, Delphi-TVS

Delphi TVS

Integrations

BambooHR | Greenhouse | Ashby | Keka HR

Founders

World-class technical expertise from IISc, IIT, and global industry leaders.



Harshit Dubey

CTO • IISc Physics Grad

- 7+ years experience in AI and ML
- EdTech and HealthTech expertise
- Building enterprise voice solutions



Rajasekhar Bangaru

CEO • PhD • IITK / IISc Aero

- Built & scaled a digital transformation firm
- Ex-Agile AI startup leader (acquired)
- Degrees from India's elite IISc & IIT



Hari Kishore Bokam

COO • IISc - JPMC Alum

- DevOps Engineer at JPMorganChase (US)
- Scalable cloud architecture specialist
- Automation & systems delivery expert

The Ask

The check is not a budget. It is a seat before the company re-rates.

The Check

$2M for **7.5%** Equity

~$26.7M Post-Money Valuation

Why this is the cheap seat

Built with $0 outside capital. One POC can re-rate us to ~$2M. This round is how that unit of value repeats.

What you own in 18 months

01 **A ~$10M revenue path**
5× the sales motion that already has a ~$2M conversion in front of it.

02 **US is no longer a story**
Two paid US deployments. India stays the factory. Buyer sits on US tools.

03 **A priced next round**
Next raise is on revenue and logos — not on another pre-seed narrative.

Startup: Hoogway

https://iitstartups.org/us-demoday-cohort-15/

We’re building SurveyMonkey 2.0, Typeform 2.0, TestGorilla 2.0—except they can talk, listen, think and adapt like humans. Hoogway builds voice agents with multimodal layer of intelligence for

SCAN

https://zfrmz.com/p19jyuetieRIM6wRPsfF



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