

Trustworthy on-premises AI for regulated organisations

RELAY

THE PROBLEM

Organisations with sensitive or IP-protected knowledge cannot use the AI assistants everyone else uses: the strongest models run on clouds they do not control, and the answers cannot be verified.

OUR SOLUTION

Relay runs inside the customer's own infrastructure and answers from their own documents, with a click-through citation to the exact source behind every sentence.

PATENT STATUS

No patent sought. The core asset is know-how and copyright in the retrieval-and-verification engine. Disclosed to UCPH.

FINANCIAL OVERVIEW

A paid deployment engagement, then a recurring support subscription. Each pilot is both revenue and the reference that opens the next procurement. We are seeking an InnoExplorer and angel/pre-seed funding.

MILESTONES

Achieved. Platform at TRL 6, live with UCPH IT-Security. User test: 4.2/5 on trust in the answer, 8.2/10 would recommend.

Next 12 months. Innoexplorer application September 2026; two to three flagship pilots; incorporation with the University of Copenhagen.

TARGET MARKET & CUSTOMERS

Regulated, R&D-heavy organisations where data cannot leave the premises: med-tech and pharma, IP-protected industrial research, technical support. The Nordics first, then the EU.

THE PROFILE WE ARE LOOKING FOR

We are open to two profiles: an experienced commercial lead, or someone earlier in their career who wants to grow into the role.

Useful experience

- B2B software or deep tech, ideally in regulated sectors
- Selling or supporting long procurement cycles
- Taking a technical product from pilots towards revenue
- Pre-seed fundraising and university spin-out terms

Personal fit

Wants to co-own the company rather than consult for it, and thrives alongside a strong technical team. Drive and judgement matter more to us than years on a CV.

TASKS & RESPONSIBILITIES (FIRST 3 MONTHS)

The platform is deployed; the route to market is not. Lead discovery in med-tech and pharma, and convert pilots into letters of intent.

ACADEMIC & ENTREPRENEURIAL BACKGROUND OF CURRENT CO-FOUNDERS

Giovanni Colavizza — Professor and director of CDCH, University of Copenhagen. Scientific lead.

Tiago Ribeiro — Senior engineer. Full-stack platform and deployment.

Yevhenii Osadchuk — Senior engineer. Machine learning and retrieval.

PHYSICAL ADDRESS

Karen Blixens Plads 8, 2300 Copenhagen S. Open to hybrid work.



Relay
relay.cdch.dk

ABOUT OPEN ENTREPRENEURSHIP

Open Entrepreneurship (OE) is a collaboration between all Danish universities aiming to create more research-based startups.

REGISTER YOUR INTEREST

Deadline is November 8th, 2026
www.open-entrepreneurship.com/cofounder/