

The logo for Huicast Telecom, featuring the word "HUICAST" in orange and "TELECOM" in blue, with a stylized orange and blue graphic element above the text.

HUICAST
TELECOM

MORE THAN A CHATBOT

A Human-like AI That Operates Your
Cloud Phone, Browser, and Computer

Agentic AI-Powered Business Intelligence for Cross-Border SMEs

Huicast Telecom Limited · Sorbonne University Abu Dhabi
China International College Students' Innovation Competition 2026

Agentic AI That Runs Business Ops for Cross-Border SMEs

AI agents autonomously operate browsers, phones & business systems 24/7

THE PROBLEM



- › No multilingual talent
- › No digitalization tools
- › No reliable partner verification

THE SOLUTION



- › Intelligent Lead Generation
- › Multilingual Customer Service
- › Partner Background Checks
- › Investment Fraud Detection

TARGET MARKET



- › 700K+ Chinese cross-border SMEs
- › UAE-based SMEs in global trade

BUSINESS MODEL



- › Free fraud detection → paid conversion
- › Sales AI + Chatbot modules
- › Priced at 1/10 of Salesforce tier

COMPETITIVE MOATS

Technical Moat

Agentic AI framework cuts compute 60-80%

Scenario Moat

Risk control as unique acquisition channel

Ecosystem Moat

OpenClaw+ third-party skill marketplace

Founder-Market Fit

Founder runs cross-border co. from Abu Dhabi

Traditional AI advises. Ours executes.

Traditional AI Chatbot

User: Find me clients

AI: I suggest searching LinkedIn...

User: Send this email

AI: You could write something like...

You ask. It answers. You still do the work.

Agentic AI on Cloud

You say: Find me clients

AI on cloud: Opens browser > Searches companies

> Collects contacts > Writes emails > Sends

> Monitors replies > Done

You sleep. It works 24/7 in the cloud.

-60%

Acquisition Cost

Seconds

Response Time

5 min

Due Diligence

More than a chatbot — a human-like AI that operates your cloud devices

Our Agentic AI framework gives AI the ability to operate — running on cloud infrastructure, it transitions from "advisor" to "executor" through five core modules.

01

Hands

TOOL CONNECTOR

MCP Protocol

AI directly invokes email, CRM, forms and external tools — near-zero cost for new integrations

Email

CRM

Forms

APIs

02

Brain

REASONING ENGINE

Multi-Model Router

Light models for simple tasks, high-precision for complex analysis — auto-dispatched for cost efficiency

DeepSeek

Qwen

GPT-5

Claude

03

Eyes

VISUAL PERCEPTION

GUI + VNC

AI "sees" browser and app interfaces, understands layouts — unlike traditional RPA

Browser

App UI

Web Pages

04

Tools

CLOUD EXECUTION

Cloud Devices 24/7

Full OS environment, 24/7 autonomous operation, supports on-premise deployment

Cloud Browser

Cloud Phone

Cloud PC

05

Ears

VOICE INTERFACE

Voice I/O

Voice commands for complex tasks, adapted for multilingual mobile scenarios

Voice

Multilingual

Mobile

FIVE PRODUCT MODULES × TRUST-DRIVEN ACQUISITION FUNNEL

P0 Fraud Detection Engine

Free · Fear-driven → GO / CAUTION / STOP

P1 Business Process Scanner

Free · Diagnosis generates demand → 72% of your CS can be AI-automated"

P2 Sales AI + Chatbot

Paid · Smart prospecting + 24/7 RAG customer service

P2b Chatbot Support

Paid — RAG deep QA, 24/7 online, cross-selling

P3 Background Check

Paid · Multi-dimensional risk assessment

Free hook (fear)



Build trust (diagnosis)



Monetize (tools)



Expand value (risk mgmt)

FIVE BROKEN LINKS IN THE SME CROSS-BORDER VALUE CHAIN



Acquisition

Cold email
reply rate 1-5%

60% brands lose
30% traffic



Support

Response time
8-24 hours

Overseas agent
\$25K-40K/yr



AI Adoption

82% want AI
don't know where
to start

Avg. cost
\$220K/project



Acquisition

Fear of
shell companies

Due diligence
\$3K-10K/case



Risk Control

Information
asymmetry

Cross-border
fraud rising

Enterprises build teams. SMEs? They fight every link alone.



- Overview
- Command Center
- Fraud Detection**
- Business Scanner
- Sales AI
- Chatbot Analytics
- Market
- Financials

Fraud Detection

AI-powered risk analysis for business opportunities.



AI Investigation Chat

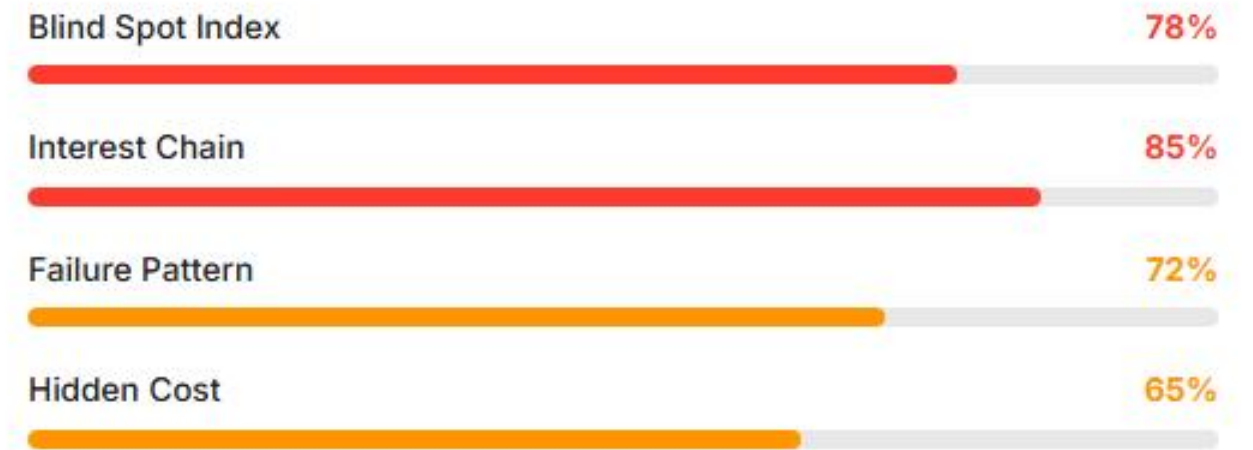
Analyzing Dubai Luxury Properties LLC. Running 4-factor analysis...

Check their property listings and verify ownership claims.

Found 3 red flags: (1) Company registered only 45 days ago. (2) Listed properties exceed company capitalization by 300%. (3) Director linked to 2 dissolved entities.

Recommendation: STOP. High fraud probability detected. Do not proceed.

Risk Assessment



Fraud Detection Engine — conversational input, AI outputs risk score with GO/CAUTION/STOP

STOP

82% Fraud Probability

Recommended action: Do not proceed

- Settings
- Support

CHATBOT SERVICE

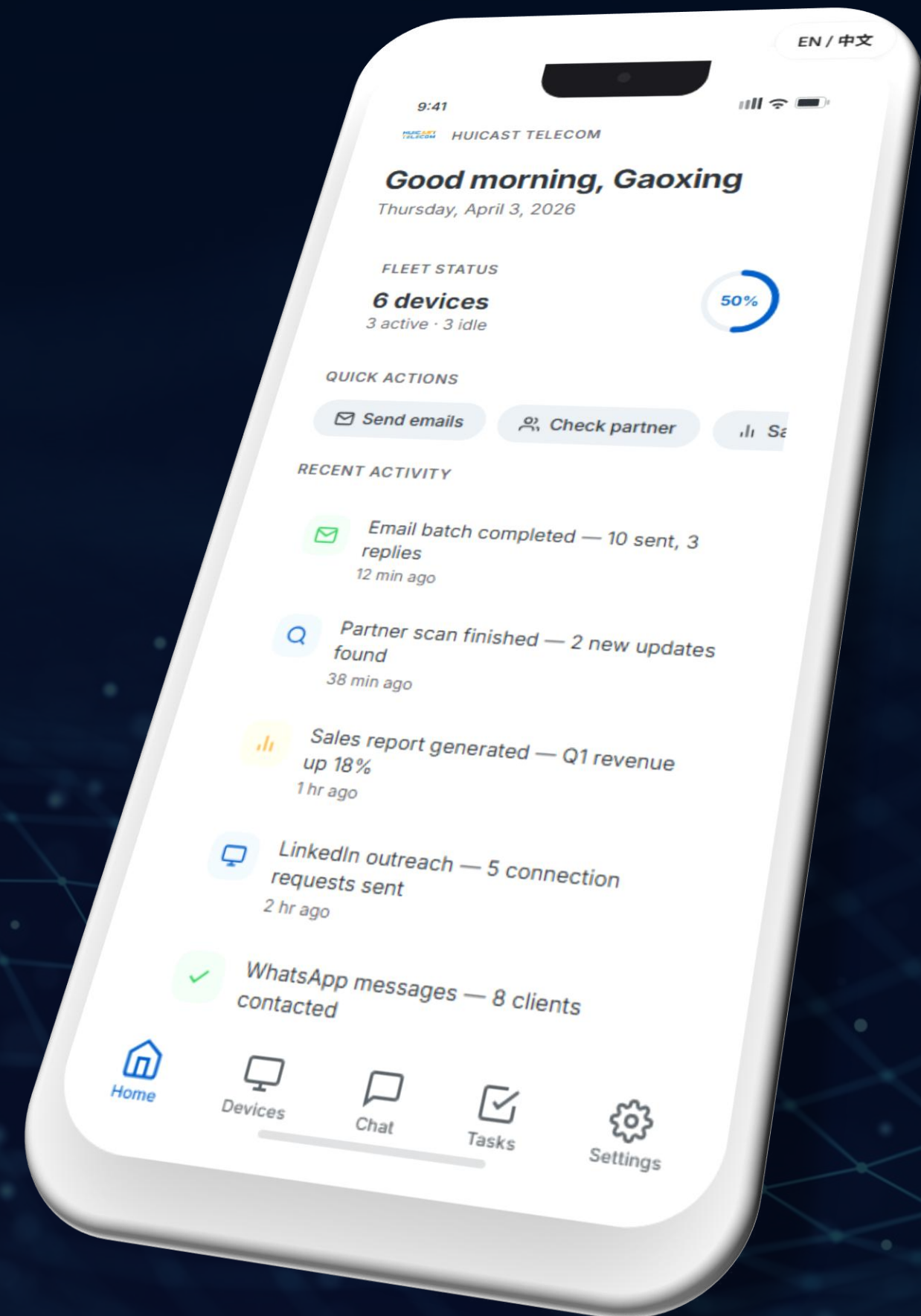
The screenshot shows the Yiwu Global Goods website. The header includes the logo 'Yiwu Global Goods' and navigation links for 'New Arrivals', 'Home & Storage', 'Wholesale', and 'Support'. There are also language options 'EN / 中文' and a 'Switch to Admin Console' button. The main content area features the text 'YIWU WHOLESALE SINCE 2018' and a large heading 'Quality Small Goods, Global Reach'. Below this is a sub-heading 'Curated everyday essentials from Yiwu's top manufacturers. Wholesale and retail.' and a 'Browse Products' button. Three product cards are visible: 'Stainless Steel Water Bottle' (Drinkware), 'Miffy Plush Toy' (Plush Toys), and 'LED String Lights (10m)' (Lighting). A chatbot window titled 'Huicast Assistant' is overlaid on the right, showing a conversation where the user asks for a water bottle and the assistant recommends a 'Stainless Steel Bottle in Forest Green' for \$8 with free shipping. The chatbot interface includes a 'Manage' link, a status indicator 'Online', and a search input field.

DEPLOYED FOR YIWU CROSS-BORDER E-COMMERCE | RAG SEARCH +
PRODUCT RECS + 24/7

APP PROTOTYPE: VOICE COMMANDS ON MOBILE

PICK UP YOUR PHONE, SAY ONE
COMMANDAI COMPLETES THE TASK IN THE
CLOUDTRACK

- TRACK TASK PROGRESS
- MANAGE CLOUD DEVICES
- RECEIVE EXECUTION NOTIFICATIONS



Three core differentiators

AI works for you in the cloud

Traditional: AI on your PC, you must watch

Ours: AI runs 24/7 in cloud, give orders via phone

Trust-driven growth, no ad spend

Traditional: Ad-driven CAC \$50-300

Ours: Free fraud tool drives organic traffic

Voice command to launch

Traditional: IT team, 3-6 months, €30K+

Ours: Public/private cloud or on-prem, data stays in-house

Two high-growth tracks intersecting at a blank spot

\$52.6B

AI Agent Market 2030
CAGR 46.3%

\$123.7B

Cross-border Marketing 2029
CAGR 24.3%

TAM \$7-9B | SAM \$31-52M | SOM(Y1) \$2.5-7.5K

Vertical AI Agent for cross-border SMEs — no competitor covers both

POLICY TAILWINDS: CHINA PUSHES GOING-GLOBAL × UAE WELCOMES AI

China — Three Policy Lines

① National AI+ Strategy

State Council "AI+" Action Plan

15th Five-Year Plan: Embodied AI = new growth driver

② SME Digital Transformation

MIIT Special Program (2025-2027)

"Foster AI-powered precision marketing scenarios"

③ Going-Global Services

MIIT SME Going-Global Action (Jan 2025)

"Encourage AI/LLM to empower cross-border SMEs"

China — Three Policy Lines

AI Strategy 2031

Projected \$91.2B economic impact

\$500M SME AI Integration Fund

94% of UAE firms see AI as key growth driver

Hub71 Startup Accelerator

Founder based in Abu Dhabi

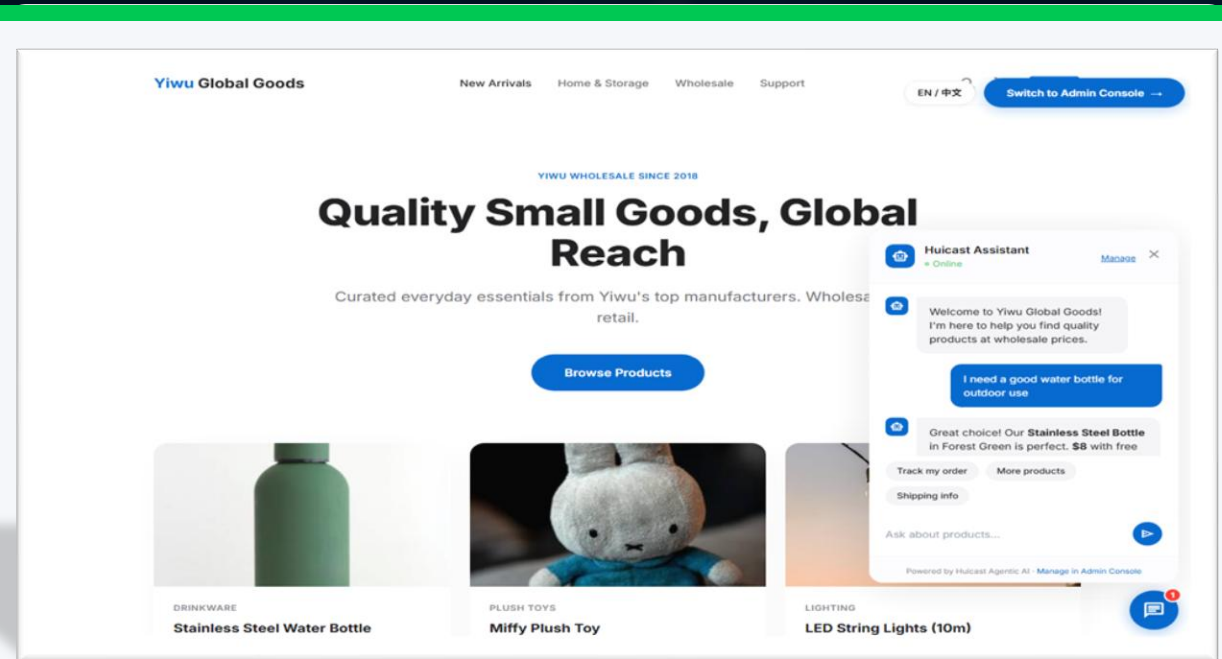
Every product module is backed by both Chinese & UAE policy

FOUR VALIDATED CASE STUDIES

US Tier-1 Telecom

B2B sales analysis & optimization plan

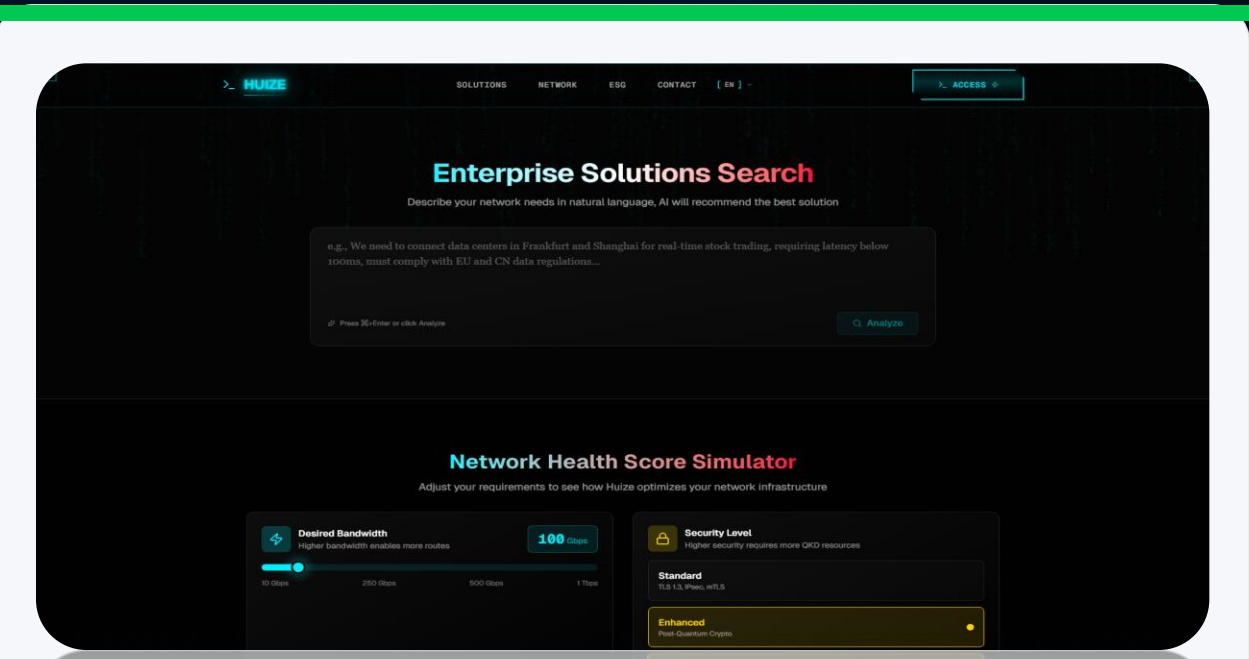
Analysis done



Yiwu Cross-Border E-commerce (multiple)

Chatbot service
Product recs + logistics

Live



Huicast RAG Dialogue System

100K+ docs
Ms-level semantic search

Deployed

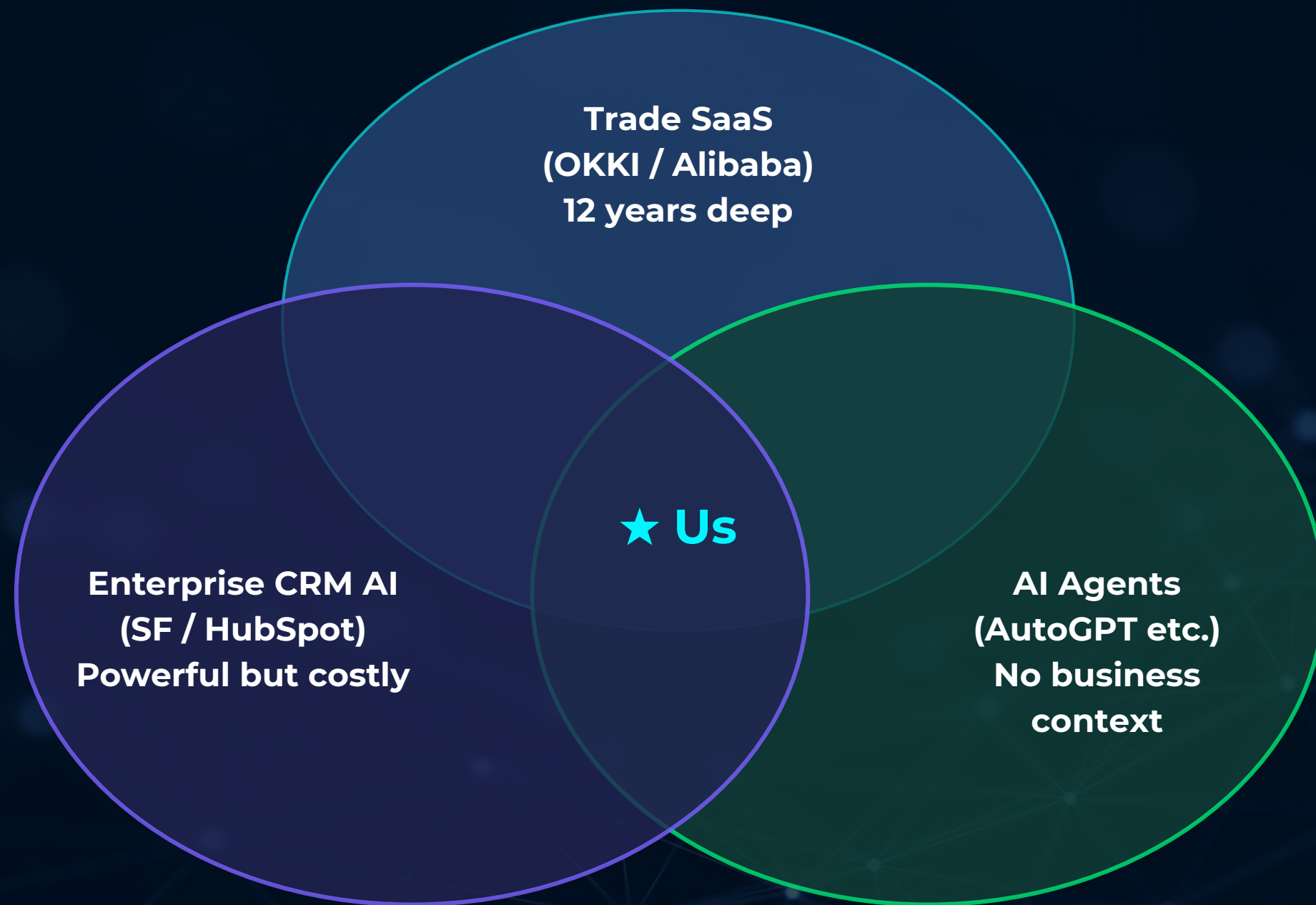
Strategic partner: HastaHome (Swedish multinational manufacturer) — in-depth study of factory operations, CS departments & cross-border manufacturing workflows

Three gaps no competitor covers

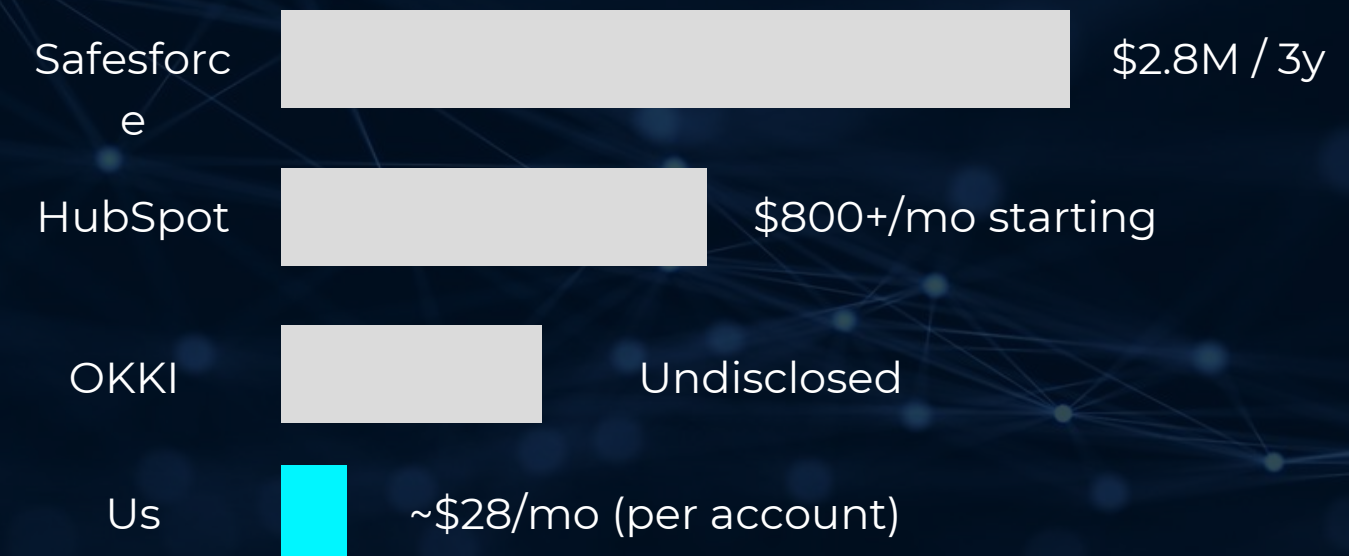
Capability	OKKI	Salesforce	HubSpot	Us
Acquisition/CRM	Deep	Deep	Mid	Light + AI Agent
Smart CS	—	Add-on	Bot	RAG Deep QA
Process Diagnosis	—	—	—	Unique
Fraud Detection	—	—	—	Unique
Agentic AI	—	—	—	Unique
Entry Price	Undisclosed	\$50+/user/mo	\$800+/mo	~\$28/mo

1/100 of Salesforce pricing. No head-on CRM competition — we build from risk + diagnosis entry points.

COMPETITIVE POSITIONING: THE BLANK INTERSECTION



- ✓ **Business Process Scanning**
- ✓ **Fraud Detection Engine**
- ✓ **Agentic AI (system-level)**
- No competitor offers these



How we make money

- **Free ¥0**
Full fraud detection + basic business scan
- **Standard ~\$28/mo**
Single module (Chatbot or Sales AI)
- **Pro ~\$70/mo**
All modules + higher quota + priority support
- **Enterprise Custom**
On-prem + model fine-tuning + SLA

Y1

\$2.4-7.3K

Validate PMF

Y2

\$13-27K

Near breakeven

Y3

\$59-117K

Scale profitability

Seed round ¥1.4M · covers 18 months to breakeven

SOCIAL IMPACT + EMPLOYMENT

Salesforce: \$2.8M over 3 years

Us: ~\$28/month

This is not a technology problem.

It's a fairness problem.

Digital Inclusion

SMEs from Yiwu to Abu Dhabi can access AI tools

Anti-Fraud

Free fraud detection protects small investors

Belt & Road

...

Y3 Direct: 6-8 FTE + 3-5 part-time | Y3 Indirect: 500-2,000 jobs | Remote-native: capability is the only criterion

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SMEs should not be left behind in the AI era due to budget constraints

- From Yiwu to Abu Dhabi — every SME gets AI tools
- Free fraud detection protects small investors
- Y3: 500-2,000 indirect jobs created

Industry recognition & partner network

RIPE NCC · MANRS · NANOG · INTERPOL · Fraunhofer SIT · Bâloise

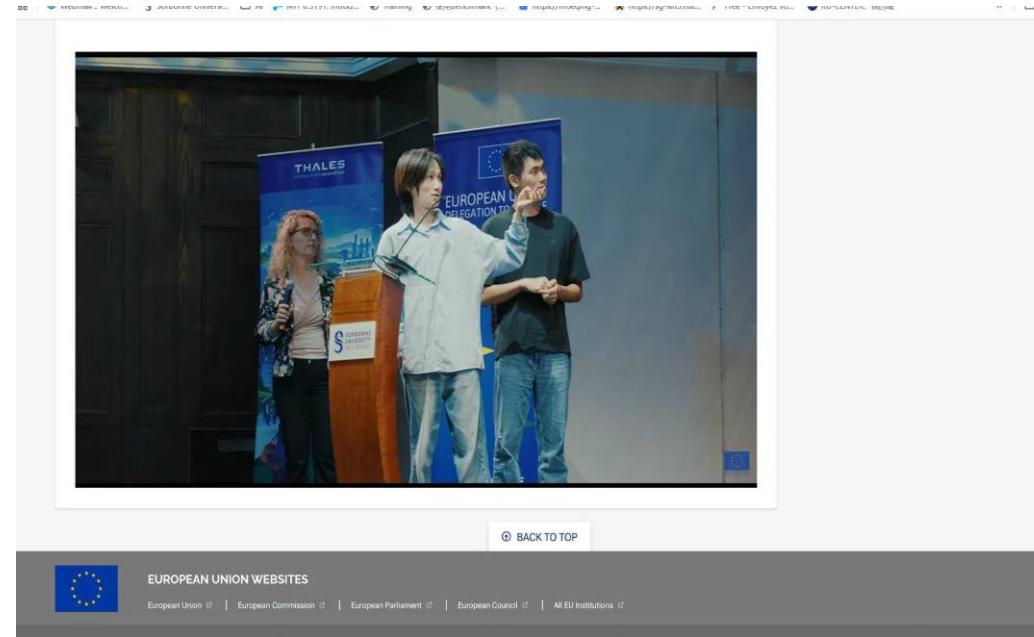
Command AI (HKSTP) · Hub71 · HastaHome · Kangyue Tech

HDU (incl. Haining Institute) · Prof. Ma Yuliang (80+ papers/50+ patents) + 7 grad advisors

Sorbonne · MIPT · Tsinghua/IETF



RIPE 90 Lisbon



EU AI Hackathon



HDU Haining Institute

*"In 2023, at 18, I founded
Huicast Telecom in Hong Kong.*

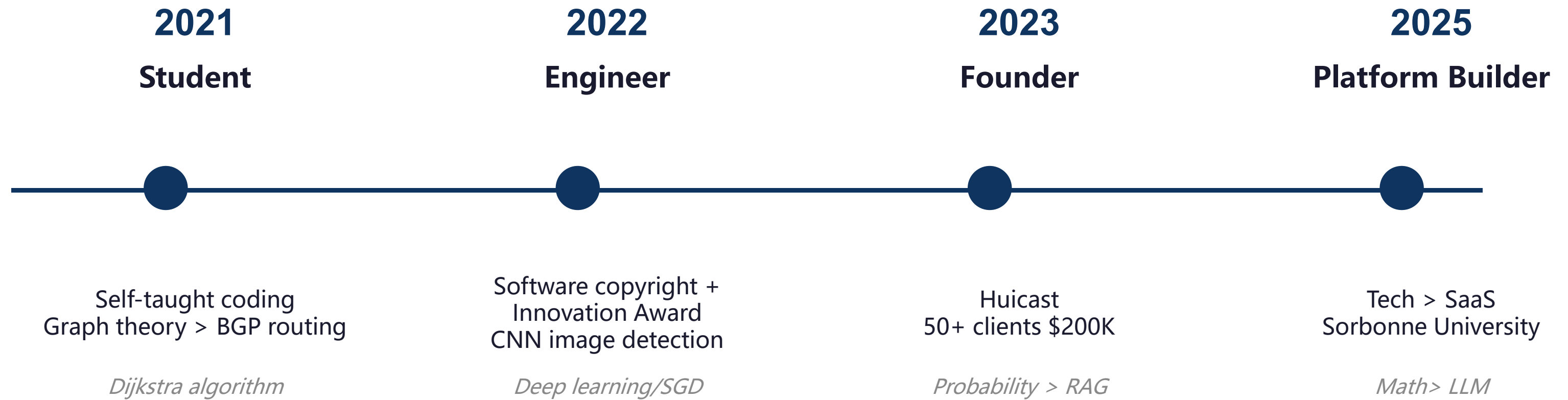
Not to be an entrepreneur.

*But because I was a cross-border SME myself —
I understand being understaffed, under-tooled,
and under-informed better than anyone."*

After serving 50+ clients: this is not an edge case — it is structural.

2025: AI Agent tech matures + policy window + zero competition = now or never.

Five years, four identity leaps



2023 DDoS crisis — company near collapse, resolved through data analysis + multi-party negotiation. Tech is the foundation; business judgment is the real edge.

WHAT THIS PROJECT TAUGHT US

Knowledge Applied

Real analysis → Optimization → LLM training

Graph theory → Network routing → AI infrastructure

Probability → Bayesian inference → Fraud scoring

Every course found its outlet in our product.

Entrepreneurial Mindset

From "build the coolest tech" to "build what customers will pay for" —

The hardest and most important shift: from B2B projects to SaaS products.

Global Perspective

Four nationalities showed us four perspectives on the same problem.

Fatima said UAE SMEs need Arabic support; Enzo said the probability model needs stricter math.

Diversity is not a label — it's a real competitive advantage.

Team

- **Gaoxing Zhang** Team Leader
Chinese · Sorbonne · Huicast founder · RIPE/MANRS background
- **Fatima Alsheryani** UAE Market
Emirati · Sorbonne+Fudan · Mubadala experience
- **Enzo Baurianne** Data Science
French · Sorbonne Math · Python quant modeling
- **Elias Alaoui** Senior Data Scientist and Investor
French · Sorbonne Math · Mathematical Optimization
- **Runyan Fan** Relationship Manager
Chinese · Sorbonne French Preparatory Course · Market analysis

5 countries · 5 languages · China + Europe + Middle East — a team neither OKKI nor Salesforce has



More Than a Chatbot

Giving every cross-border SME
its own AI digital employee in the cloud

Email: team@huicast.cn



WeChat Official



Scan for Demo Video
& Full Business Plan