

PvX Partners

Case study on how KeyValue built a financial services platform providing non-dilutive capital to support user acquisition strategies for gaming companies

Report type:

Case study

Domain:

Investment

Market



Singapore



Problem statement

Build an intelligence & insights platform to understand the performance of all invested companies on a daily basis. This should enable PVX to monitor everything from marketing performance, revenue, and all other KPIs & business metrics of the invested companies that really matter. The platform uses predictive modelling and advanced machine learning models to forecast future performances, aiding proactive decision-making for PVX.

- Underwriting
- Benchmarking
- Visualisation
- Monitoring
- Financial projections

PvX Partners

Underwriting Reports

Underwriting (Admin)

Financing Reports

Investment Performance

Deal Performance

Benchmarks

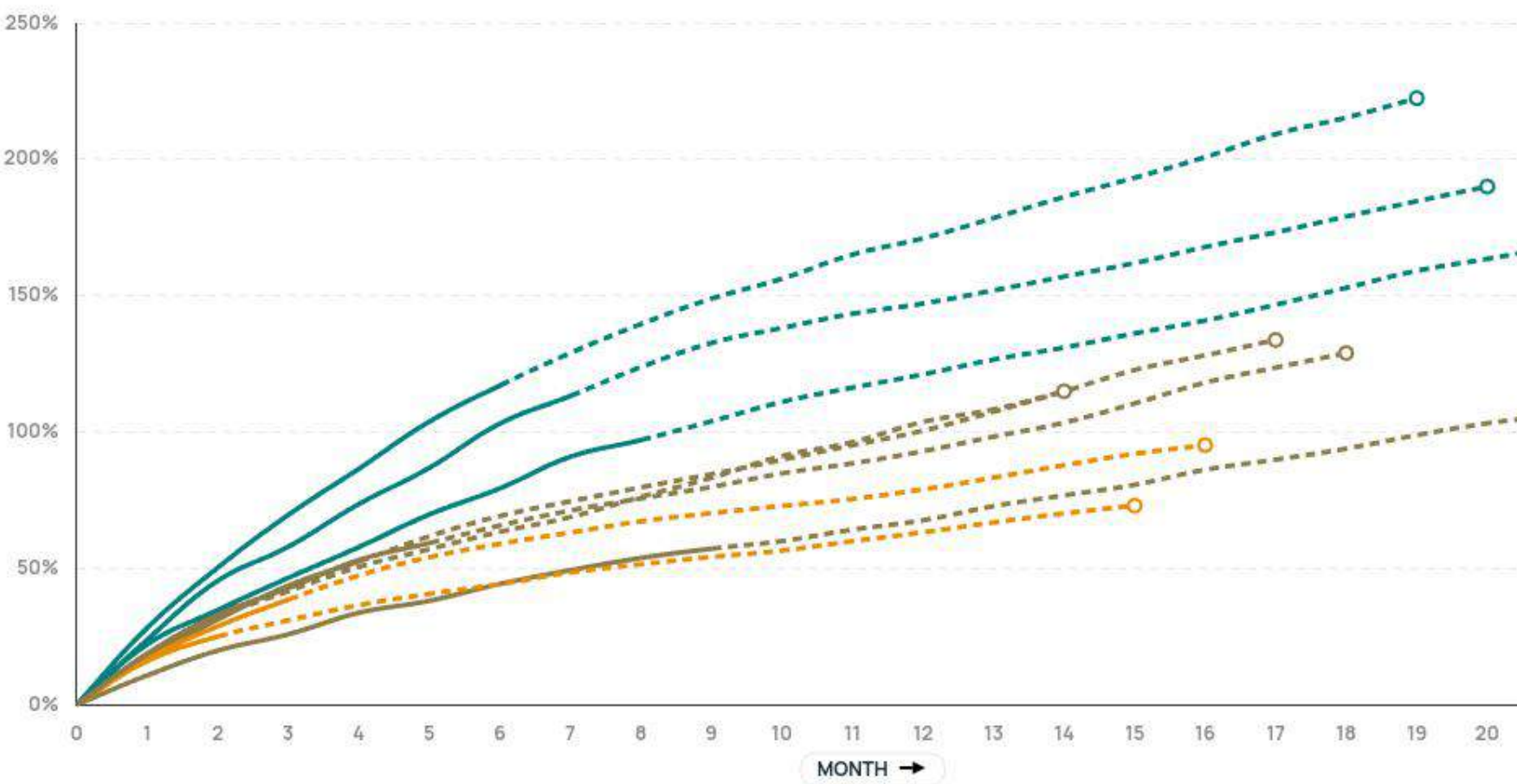
Financial Projections

Users 62

Financial Projections:

Controls

ROAS Projection



Next 12 Month Projections

Cohort	UA Spends(\$)	Curr. ROAS	Proj. ROAS	Curr. Revenue	Proj. Revenue
2025-01	\$83,514.30	18.57%	115.01%	\$15,510.66	\$96,051.6



Key metrics

50+

Different games

350+ charts to
visualise data



800GB

processed in 20
minutes.

2M+

Transactions per
game

10+ Data sources



Business impact

Improved investment decisions

Enabled PvX Partners to make data-driven underwriting and monitoring decisions, reducing risk and enhancing investment outcomes.



Predictive capabilities

Established a robust data foundation for machine learning models to forecast future performances, aiding proactive decision-making.



Operational efficiency

Automated data workflows with minimal manual intervention – lowering operational costs and errors.

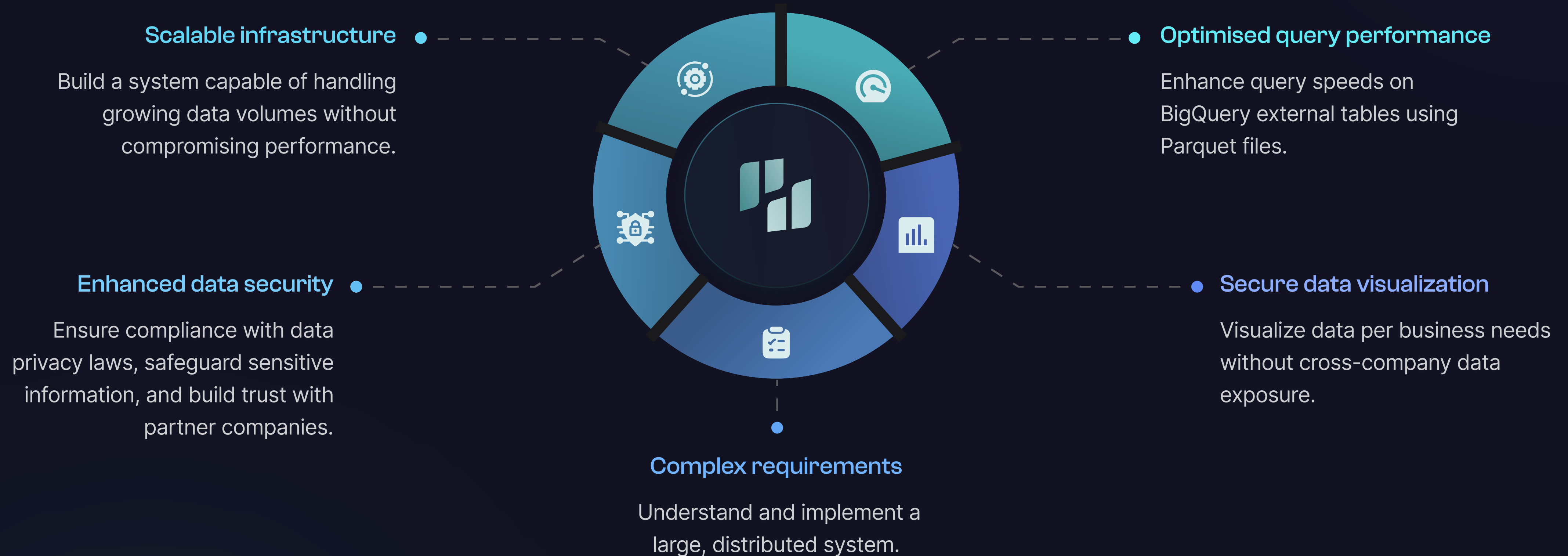


Competitive insights

Provided companies with benchmarking tools to gauge performance against industry peers, fostering strategic growth.



Challenges



Implementation

Orchestration

Implemented Apache Airflow (self-hosted) for job scheduling to reduce costs.

Query optimization

Partitioned Parquet files on frequently filtered columns to minimize data scanning.

Cloud platform

Chose Google Cloud Platform (GCP) for its services like Dataproc, GCS, BigQuery, and Vertex AI.

Spark job management

Employed Dataproc batches for serverless, auto-scaling Spark jobs triggered as needed.

Data storage format

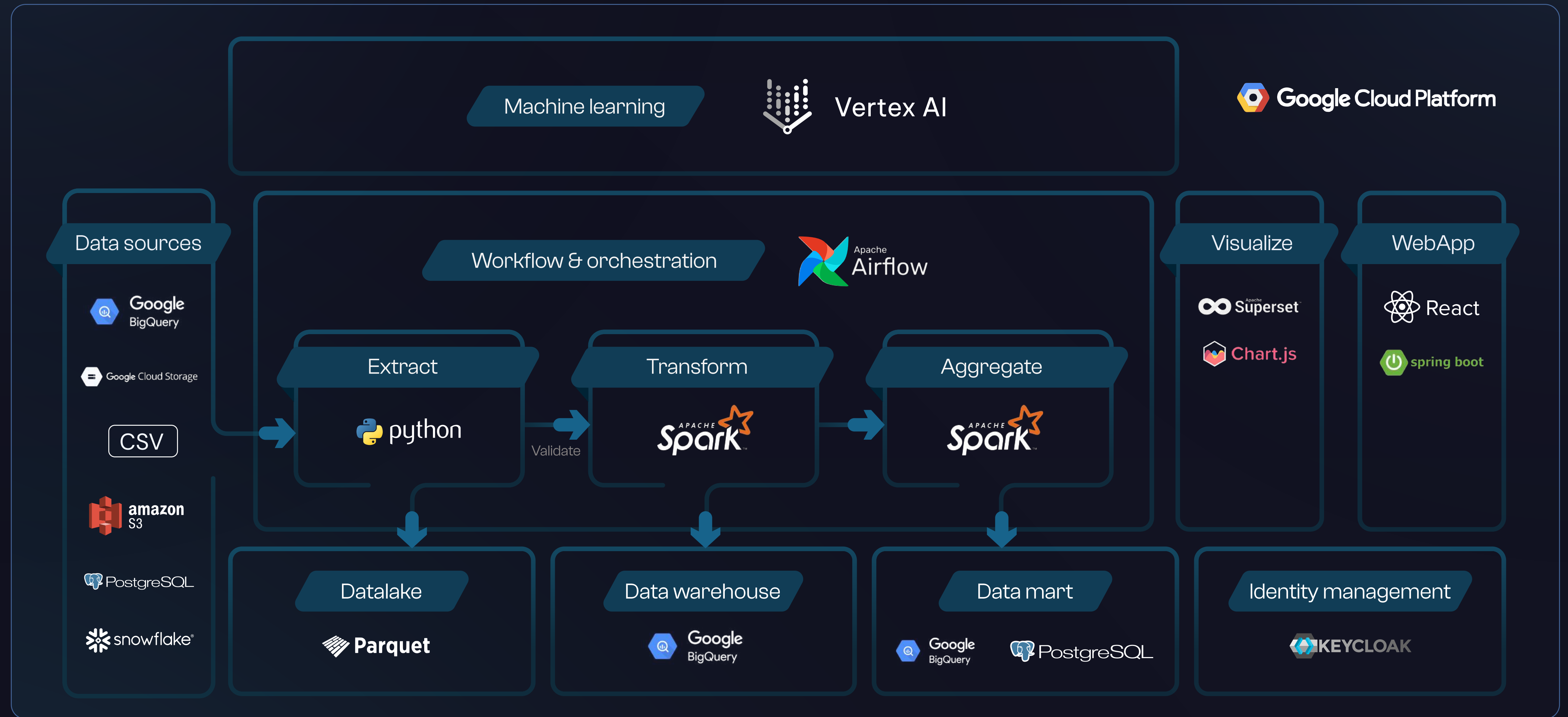
Used Parquet format in Google Cloud Storage (GCS) and added as external tables in BigQuery for querying.

Data visualization

Adopted Apache Superset (self-hosted) for its extensive chart options and ability to handle data security with roles, permissions, and row-level security.



Technology stack



KeyValue



Sharbel Cherian
Founder & CEO



Prasanth Nair
Co-Founder & CTO



Doyle Fermi
Data Architect