



Intelligent Digital Twin Platform

LOI PACKAGE

- Wonder (Grubhub)
- DeepCharge Inc.

LETTER OF INTENT

wonder

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Subject: Intent to Pilot and Evaluate Simini (AI-Powered Digital Twin and Simulation Platform)

To the Y Combinator Admissions Committee,

I am writing this Letter of Intent to express my strong interest in piloting, integrating, and evaluating Simini within our Operations and Industrial Engineering workflows at Wonder (parent company of Grubhub, Blue Apron). Some background on me. I am working as a Senior Operations Researcher at Wonder, where I lead projects on Process Simulation and Optimization. Before that, I was a Senior Manager in Walmart's Innovation Organization, leading key Decision Sciences projects for the entire Supply Chain Network. My academic background is rooted in Industrial Engineering, Reinforcement Learning, and Process Simulations. Over the past decade, I have led start-ups, also worked at huge corporations, and personally designed and deployed: 80+ detailed simulation models, 15+ live-sync digital twin models, and numerous proprietary/patented optimization algorithms. These systems have directly informed, and driven business decisions valued at millions of dollars. Because I have built large-scale digital twins myself, I evaluate simulation technology through a rigorous and practical lens.

The core problem I have faced in my current and previous roles is a severe bottleneck in specialized simulation bandwidth. My customers within the organization (Operations, Tech. Product Managers, Industrial Engineers) urgently need dynamic models but are frequently forced to rely on static Excel models for quick analysis, which fail to capture system dynamics. I see two distinct ways we would benefit from using Simini: First, deploy it directly to our semi-technical teams for rapid, small-scale analysis, allowing them to upgrade flat spreadsheets into dynamic simulation models on the fly instead of waiting for a dedicated engineering sprint cycle. Second, for large-scale enterprise initiatives, Simini's heavy agentic workflow acts as a force multiplier for simulation engineers and data scientists in my team. By automating initial model drafting, logic creation, and parameterization, it closes the time gap between development and deployment, so technical experts and business leaders can collaborate directly and launch live digital twins far faster.

Moreover, I am actively evaluating several Gen AI solutions for simulation workflows, and I am strongly inclined toward Simini. Currently, my teams and I try to leverage off-the-shelf LLMs, task-tuned Gemini Skills, or custom multi-agent setups built on Model Context Protocols (MCPs). However, while greatly useful, they hit major technical walls quickly. These generic approaches lack deep process model understanding, hallucinate often because agents execute asynchronously, and are not pre-trained or structured for the rigorous critical thinking that simulation mechanics require. Existing Gen AI offerings simply aren't bridging the gap for complex decision sciences. Simini stands out to me because it is purpose-built for the entire end-to-end simulation lifecycle. Its synchronous multi-agent architecture, built on specialized modules like Rayan, Nova, Spark, and Summa, would hold the logical cohesion tightly when

translating natural language into executable discrete-event or agent-based models. Keeping those agents synchronized and domain-focused eliminates the drift and hallucinations typical of standard LLM workflows, and condenses weeks of manual model building, debugging, and scenario rework into minutes of intuitive iteration.

Subject to pending approvals, I am willing and wanting to begin testing Simini at Wonder as it directly bridges the internal skill gap across our Operations and Industrial Engineering teams while keeping our strategic data and decision-making strictly in-house. Specifically, I envision using Simini to solve three pressing live challenges: *Optimizing dynamic kitchen layouts to eliminate physical bottleneck congestion during peak hours. Testing real-time resource allocation strategies against fluctuating order volumes. Simulating warehouse slotting scenarios to maximize storage efficiency and picking speed across our fulfillment network.*

Given what Simini offers, the precision with which it addresses a real and underserved market need, and the friction it removes for internal teams running what-if scenarios, I expect it would meaningfully shorten our operational deployment timelines. That is where the return on keeping this capability in-house comes from. Hypothetically, and subject to internal approval, my assessment based on a study of the market is that capabilities of this kind typically warrant somewhere around \$50,000 for an initial pilot engagement, with recurring team licenses in the range of \$5,000 to \$15,000 annually. That is an assessment of the market rather than a quote, an offer, or a commitment of any kind. Simini is solving a problem I encounter in my own work every week, and I fully support their Y Combinator application.

Sincerely,



Sahil Belsare

*Sr. Operations Researcher
Wonder-Grubhub*



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Yousof Naderi

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Date: July 27, 2026

To: TwinAI Inc. (Simini)

Re: Letter of intent regarding the Simini intelligent simulation platform

DeepCharge provides AI powered device failure prediction for enterprise device fleets, giving operations teams advance warning of failures and recommended preventive actions. Demonstrating the operational and financial impact of these preventive actions is central to how we serve our clients.

Existing simulation packages fall short for this purpose. They include no AI capabilities, are difficult to customize for each client's operation, and building and validating a model requires specialist expertise and long lead times. Most importantly, having an AI enabled simulation platform that can generate scenarios based on each client's operation and data would hugely benefit our team and the recommendations we deliver to our customers.

Having reviewed Simini by TwinAI, we believe it can enable our team to create client specific simulation models that quantify the impact of predicted failures and preventive maintenance, and strengthen the proposals we bring to each engagement.

DeepCharge therefore expresses its intent to evaluate and use Simini for these purposes as the platform matures. Based on our initial assessment, we would anticipate an annual spend in the range of \$10,000 to \$30,000 for such a service, depending on usage and scope. This letter is an expression of interest and intent only; it is not a binding commitment and carries no financial or legal obligation for either party.

Sincerely,

Yousof Naderi

CEO of DeepCharge Inc.