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## Meibel - Helping You Turn AI From an Experiment Into a Business Asset - Building New Products and Revenue Streams that Were Not Possible Before



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CEO/Co-founder

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**Interview conducted by:**  
**Lynn Fosse, Senior Editor, CEOCFO Magazine**

**CEOCFO: *Mr. McGrath, what is the idea behind Meibel?***

**Mr. McGrath:** Meibel is the runtime platform for generative AI. We work with product and engineering teams who are building AI-powered applications and need infrastructure-level control once those systems are live. Our platform helps them move fast without losing control, unlocking use cases that were previously out of reach due to reliability or trust concerns.

**CEOCFO: *What do you understand at Meibel about AI, which perhaps others do not?***

**Mr. McGrath:** A lot of people focus on AI as a personal assistant, something that sits beside a user. That's not where the hardest problems are. We see the challenge as getting AI to operate reliably inside products and applications, without needing humans to monitor every output.

Meibel is designed for that exact use case. We give your team the ability to evaluate every AI output in real time, apply confidence scoring, and automate decisions based on thresholds. That's what makes scalable AI systems possible and safe.

**CEOCFO: *Would you give us an example of how an organization would use Meibel?***

**Mr. McGrath:** One of our customers in the construction space uses Meibel to process incoming RFPs through their SaaS platform. These documents used to require manual review and specification drafting. Now, they send that information through Meibel, which extracts the relevant details, pulls data from their parts catalog, and generates project specs automatically.

What used to take days now happens in minutes. They've reduced turnaround time, increased throughput, and scaled their business without adding headcount.

**CEOCFO: *What is it that you are adding that doesn't already happen?***

**Mr. McGrath:** Meibel brings intelligent data orchestration into the AI workflow. We analyze how your data should be structured, stored, and retrieved, based on its unique characteristics, before it's presented to an AI model. Most tools

push one solution like vectors or GraphRAG. We let the data itself determine the right structure. Then on retrieval, we use our own models to determine how to query and format that data for optimal output. From ingest to output, we score the entire process. This gives your team a confidence score to use in automation, routing, or human review workflows.

**CEO CFO: *What is involved in an implementation?***

**Mr. McGrath:** We integrate through APIs and SDKs, supporting modern programming languages like Python. Your engineering team doesn't have to manage vector stores, graph databases, or deal with LLM hosting. We connect to your existing data sources and can run entirely within your cloud environment. Your proprietary data stays in place, and you get a clean interface for building and evaluating AI features with control and interpretability built in.

**CEO CFO: *Are most companies aware that they need Meibel or something like Meibel, or is there a learning curve?***

**Mr. McGrath:** There is a point where Meibel becomes necessary. Most of our customers know AI is the solution to their problem. They've made progress but get stuck trying to bring it into production. That's where Meibel comes in. Initial AI results look promising, but the real work starts when you need to make it reliable, explainable, and scalable. We help teams cross that last mile. Over time, we believe Meibel will be seen as the starting point for any serious AI product development.

**"Meibel gives your team the platform to create AI products that were not possible before. This sets your business up to lead in the next generation of competition." Kevin McGrath**

**CEO CFO: *Would you tell us about your recent funding?***

**Mr. McGrath:** We raised a \$7 million seed round led by Mosaic General Partners, and followed by Array, Denver Ventures, Cofounders Capital and Service Provider Capital. That funding is helping us grow both our engineering and go-to-market teams. We've opened a new office in the Washington, DC area and are now focused on expanding our reach with customers who need to take AI from prototype to production.

**CEO CFO: *How are you reaching out and letting the world know what you have?***

**Mr. McGrath:** Conferences are a major channel for us. We had a strong close to last year with events like the GOV AI Summit in DC and the AI Summit in New York. This year, we're continuing that momentum with events including AI Summit London and Ai4 in Las Vegas. We meet teams that are actively exploring how to get AI systems into production. They are looking for tools that go beyond prototyping and Meibel stands out by solving the operational side of that challenge.

**CEO CFO: *How do you stand out at a conference?***

**Mr. McGrath:** We make sure to show up prepared. That means bringing technical staff who can speak to real engineering problems, setting meetings in advance, and participating in panels and talks. We don't just rely on foot traffic at the booth. We treat every conference like a strategic opportunity to help teams move past the sticking points in their AI journey.

**CEO CFO: *What have you learned from customers or potential customers?***

**Mr. McGrath:** We're seeing a pattern that reminds me of the early days of cloud. AI is exciting, but many teams still don't know how to build something dependable with it. Traditional software was deterministic, and AI is not. That means you need new systems for evaluating confidence, tracking decisions, and knowing when to loop in a human. That's the layer Meibel provides. We make AI behavior understandable and manageable inside your product.

**CEO CFO: *With so much going on with AI, so many companies with new ideas, why choose Meibel?***

**Mr. McGrath:** Meibel helps you turn AI from an experiment into a business asset. This is beyond making employees more efficient, this is about building new products and revenue streams that weren't possible before. Our platform gives engineering teams a structured way to manage AI at runtime without hiring a specialized AI team. You can move faster, with confidence, and build systems that are explainable, reliable, and aligned with business goals.