

Cloud9 One-Pager

One-liner: Cloud9 is a privacy-preserving analytics platform that leverages differential privacy and federated learning to secure sensitive data insights, reducing re-identification risks and enhancing compliance with GDPR, CCPA, and HIPAA.

Problem: Sensitive data in industries like healthcare is vulnerable to re-identification attacks, exposing organizations to regulatory fines, data breaches, and financial losses. Traditional anonymization methods fail to protect against these risks.

Target User: Medium to large enterprises (over 1-500 employees, \$20M+ annual revenue) in highly regulated sectors such as finance, healthcare, technology, manufacturing, logistics, utilities, government technology, smart homes, and smart buildings.

Solution / Product: Cloud9's SAGE engine integrates differential privacy and federated learning to provide secure data analysis without revealing individual records. The platform includes continuous PII monitoring and offers various subscription tiers based on customer size and workload complexity.

Revenue Model: Cloud9 operates on a hybrid pricing model with subscription licenses and workload pricing. The Essential tier costs \$199/user/month, the Pro tier costs \$349/user/month, and the Enterprise tier costs \$499/user/month. Additional features include full incident lifecycle management and unlimited asset identification for a fixed cost per protected workload.

Moat / Tech Edge: Cloud9's proprietary privacy-tech fusion, combining differential privacy and federated learning, creates a sustainable competitive advantage. This integration ensures both privacy and scalability, making it difficult for competitors to replicate. Early traction in a decentralized insights marketplace also creates network effects that lock in adopters and deter late entrants.

Market Thesis: The market for privacy-preserving analytics is growing due to intensifying global data privacy regulations and the urgent need for secure data monetization. Cloud9 is well-positioned to capitalize on this trend by offering a robust solution that addresses the critical need for advanced privacy protection in highly regulated industries.