

Field	Value	Notes	
Company Name	BackupIQ	AI-enabled backup platform	
Product Type	enterprise_backup	Dockerized, Kubernetes-ready	
Licensing Model	non_exclusive_p	License-based revenue model	
Price (Better)	9999	Standard license tier	
Price (Best)	14999	Premium tier with advisory + support	
Deployment Time	48	Competitive advantage vs 6-12 months	
Target Segments	MSPs, SaaS four	High-growth buyer profiles	
Market Size (2025)	10.63	Billion USD - Enterprise backup	
BaaS Market CAGR	31%	Explosive growth trajectory	
Market Share Target	0.01%	Conservative \$1M+ opportunity	
Licenses Per Quarter	5	Scarcity-driven demand	
Conservative Revenue	199980	4 quarters x 5 licenses x \$9999	
Upside Revenue	299980	4 quarters x 5 licenses x \$14999	
Gross Margin	95%	Software economics	
Customer Lifetime	50000	Multi-year licensing potential	
Comparable: NinjaOne	252000000	Dropsuite acquisition multiple	
Comparable: Nable	266000000	Adlumin acquisition multiple	
Revenue Multiple	15-25x	Based on recent transactions	
Implied Valuation (Conservative)	2999700	Conservative revenue x 15x	
Implied Valuation (Upside)	7499500	Upside revenue x 25x	
PROJECTIONS (3-Year)			
Year	Conservative	Base Case	Upside
2025	199980	249975	374975
2026	399960	499950	749950
2027	799920	999900	1499900
MARKET POSITIONING			
Veeam Market Share	15.10%	Market leader	
BackupIQ Differentiator	AI-enabled, 48hr deployment	vs 6-12 month competitors	
Target Market Penetration	0.01%	Achievable with 20 customers	
ACQUISITION MULTIPLES			
Recent Backup Market Multiple	15-25x Revenue	Industry standard	
NinjaOne/Dropsuite	252M	2024 transaction	
Nable/Adlumin	266M	2024 transaction	

### BackupIQ Revenue Projections: Exponential Growth Trajectory

Year	Conservative (\$)	Base Case (\$)	Upside (\$)
2025	199,980	249,975	374,975
2026	399,960	499,950	749,950
2027	799,920	999,900	1,499,900

TAX CONSIDERATIONS			
Corporate Structure	Delaware C-Corp		
Intellectual Property	Patent-protected algorithms		
R&D Tax Credits	Available		
Transfer Pricing	Standard software licensing		

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BackupIQ Valuat	3M - 7.5M	Based on revenue multiples								