

AI::Sec - Mock Investor Pitch Q&A

1. Market & Problem Validation

Investor Question: How do you validate that companies are willing to pay for security automation on a subscription model?

AI::Sec Response:

- The global cybersecurity talent shortage exceeds **4 million professionals**, increasing demand for AI-driven solutions.
- Existing MSSPs and AI security platforms (Darktrace, SentinelOne) charge enterprises **millions annually** for automation and security services.
- AI::Sec provides a **cost-effective alternative**, reducing expenses by **40-50%** compared to hiring human security analysts.
- Unlike MSSPs, AI::Sec offers **dedicated AI-powered security agents** that scale instantly and provide customized security automation.

Investor Question: How do you differentiate from ASOC, Snyk, and other automated security tools?

AI::Sec Response:

- **Beyond scanning:** Unlike traditional security automation tools that **only detect and respond**, AI::Sec **automates the entire security workflow**, including **secure code review, compliance enforcement, and risk-based remediation**.
- **Zero hallucinations:** AI::Sec's **finite automata & DAG workflows** ensure structured, deterministic security decisions, eliminating unpredictable AI responses.
- **Enterprise-ready AI for On-Prem:** Unlike cloud-only LLMs, AI::Sec provides a commercially licensed, **resource-efficient AI model** for cost-effective, **on-prem deployment**.
- **Seamless ASOC integration:** AI::Sec enhances **Application Security Orchestration & Correlation (ASOC)** platforms, ensuring automated policy enforcement and security validation within CI/CD pipelines.

2. Technology & Product Validation

Investor Question: How does AI::Sec achieve zero hallucinations and maintain security accuracy?

AI::Sec Response:

- AI::Sec uses a **proprietary AI model** with **finite automata (FA) and DAG-based security workflows**, ensuring predictable and structured automation.
- **Post-processing validation layers** filter out incorrect responses, eliminating AI hallucinations.
- **Policy-based AI constraints** enforce strict security protocols, ensuring compliance with industry standards (NIST, ISO 27001, PCI-DSS, GDPR).

Investor Question: How scalable is AI::Sec? Can enterprises integrate it easily?

AI::Sec Response:

- AI::Sec supports **no-code, low-code, and full-code integrations**, allowing seamless deployment.
 - Integrates with **ASOC platforms (e.g., ArmorCode, ZeroNorth), CI/CD tools (GitHub, GitLab, Jenkins, AWS CodePipeline), and compliance automation frameworks.**
 - **Control Plane & DAG-based execution** allow dynamic scaling with optimized resource usage.
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3. Financial & Business Model

Investor Question: What is AI::Sec's pricing model, and how does it compare to human hiring costs?

AI::Sec Response:

- **Subscription-based AI Security Agents** at **\$80K–\$120K per year per AI agent.**
- **40-50% cost reduction** compared to hiring human security engineers (\$150K–\$250K per analyst).
- **Scalability:** Enterprises start with **1 AI agent**, expanding to **5+ within 12 months.**
- **Flexible pricing options:** Flat-rate per agent or **usage-based billing per security event.**

Investor Question: What are your financial projections, and when do you expect profitability?

AI::Sec Response:

- **Year 1:** \$2M ARR with 10 enterprise customers.
 - **Year 2:** \$10M ARR with 50 enterprise customers.
 - **Year 3:** \$50M ARR with 150 enterprise customers.
 - **Profitability in Year 2**, maintaining SaaS-like **75-85% gross margins.**
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4. Investment & Growth Strategy

Investor Question: Why are you raising \$250K, and how will you allocate the funds?

AI::Sec Response:

- **MVP finalization (30%):** Refining AI models and enterprise integrations.
- **Enterprise pilot programs (40%):** Acquiring first paying customers in finance, healthcare, and MSSPs.
- **Sales & marketing (30%):** Expanding outreach, building partnerships with cloud security vendors.

Investor Question: What are the potential exit opportunities?

AI::Sec Response:

- **Acquisition by cybersecurity leaders** (Palo Alto Networks, CrowdStrike, Wiz) within **3-5 years.**
 - **IPO potential** at \$100M ARR with enterprise adoption.
 - **M&A expansion** into broader AI-driven security automation markets.
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5. Risk & Mitigation

Investor Question: What are the key risks, and how do you mitigate them?

AI::Sec Response:

- **Market Adoption Risk:** Early enterprise pilot programs validate demand; targeting CISOs with proven security needs.
 - **Regulatory & Compliance:** AI::Sec enforces industry regulations (GDPR, PCI-DSS, ISO 27001), reducing compliance risks.
 - **Competitive Pressure:** AI::Sec provides **a full security team replacement**, while competitors only offer **limited automation tools**.
 - **On-Prem AI Cost Optimization:** AI::Sec optimizes **GPU/RAM efficiency**, making enterprise AI **cost-effective compared to cloud-based alternatives**.
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