Ian Kilgore 4/07/2018

My business is a data recovery business and for this business I can retrieve files and recover deleted files from a password protected windows computer. I also can recover as much readable data from a damaged hard drive. I can also retrieve data from data CDs and any DVD.

I'll do the business for anyone, but the business targets clients who have retained attorneys for their legal matters. It's mobile in that I can meet people at the attorney’s office for audited data recovery or in situations where just the recovery is important, then it can be brought to my office.

Data recovery is a very hardware intensive business, meaning I have to have a full computer, or more, for every data recovery job. It is also a time intensive business, if I am recovering data from a damaged hard drive, depending on the extent of the damage, it can take weeks, or even months to get the data back.

There is not a lot of competition near me for what I intend to do specifically, which is to provide people with copies of their own household data. There are three companies that do some similar work and who would be competition but are less targeted.

Alpha network systems

"Alpha Network Systems provides IT Management & Consulting services to local, regional and national client accounts. We are a Colorado company whose foundation grew out of providing IT consulting services for 15 years within an MEP consulting firm on some of the largest building projects in the US including – The Venetian Hotel, MGM Grand and The Luxor Hotel & Casino as well as many other nationally recognizable projects. Along the way, Alpha Network Systems was formed and its clients diversified into many other sectors of the economy. Alpha Network Systems is well versed in supporting all aspects of construction, architectural, engineering, law, financial/accounting, medical, oil industry services, educational, government, interior design firms and manufacturing environments."

My business is different in that customers can come to me if they just want to get as much readable data from the drive as possible and not worry about opening it up, and the same goes with data CDs and any DVD.

I plan on making it a C corp and the goal is to do work by myself for a year or so and then as the business grows we hire people. As soon as I hit $4,000/month and I plan to hire the first contractor and maybe use several different contractors to find one that works the best.

The service I offer is data recovery from damaged hard drives, data CDs, and DVDs, and providing people with backups. I also do data recovery for password-protected drives.

No funding is going to be pursued.

With the initial goal being working 30 hours per week I would want to do one sale per week and anticipate that taking 20 hours with the data copy taking 10. The average sale for the services would be around $750.

One sale per week, as the sales process becomes more efficient I’ll be doing more than one project at a time. With current resources, I can do 7 projects concurrently. I will find someone who is good with sales who can get us set up so that I can focus on getting the projects done. With the addition of a sales person that person will be doing 2 per week, which makes a total of 3 per week. Average time to sell one project is 20 hours, average time to complete one project is 10 hours, with up to 7 running concurrently. Other people can get in the queue when all 7 are being used, however, they may have to wait a long time if there are lots of people in the queue.

You should be able to grow organically and add additional sales people over time as well as additional equipment and faster equipment.