

## SECTION 1: APPLICANT INFORMATION

Applicant Name or Alias

: Chadi

Project Name

: SUN ZU Lab

Project Description:

SUN ZU Lab is a leading data solutions provider based in Paris, on a mission to bring better data to the global crypto ecosystem through independent quantitative analyses. We collect the most granular market data from 40+ liquidity venues, analyze it, and deliver our solutions through real-time dashboards, API streams, and historical files.

SUN ZU Lab provides crypto professionals with actionable data to monitor the market.

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Screenshot from 2023-10-16 16-00-49

1923×866 217 KB

](<https://global.discourse-cdn.com/business7/uploads/gmx/original/1X/a9a09b2a3896810143c2abf0f3e2eff561ef4849.png>)

Team Members and Qualifications:

Stéphane Reverre, Co-Founder & CEO (<https://www.linkedin.com/in/stephanereverre/>)

Stéphane has held operational and managerial positions in the major financial marketplaces of New York, Tokyo, London, Singapore, and Paris.

He has launched and developed many trading activities at some of the biggest financial institutions: Société Générale, Natixis, Millennium Partners, Dresdner Bank, and Exane. He has particular expertise in financing and execution (MiFID).

Stéphane is a graduate of Ecole Centrale Paris and a CentraleSupélec Business Angels association member and holds an MBA from Harvard Business School.

Vincent Madrenas, Co-Founder & COO (<https://www.linkedin.com/in/vincent-madrenas-90bb3591/>)

Vincent created from scratch an electronic trading platform dedicated to the crypto asset at SESAMm.

He has also worked on the design & implementation of quantitative investment strategies using alternative data.

Vincent holds a Master's degree in Probability & Finance (Ex DEA El Karoui) from Paris 6 & Ecole Polytechnique X.

Alexis Troubnikoff, Chief Data Officer (<https://www.linkedin.com/in/alexis-troubnikoff/>)

Alexis spent 17 years as CDO at CFM, a prominent investment manager and a pioneer in the field of quantitative trading applied to capital markets across the globe.

Chadi El Adnani, Crypto Research & Business Lead (<https://www.linkedin.com/in/chadi-el-adnani-405a2b10a/>)

Chadi holds a double degree from HEC Paris and Télécom Paris, majoring respectively in International Finance and Applied Mathematics / Data Science. His previous experiences include full-time roles and internships in Investment Banking, Private Equity and Asset Management within leading institutions such as Goldman Sachs, Lazard and BlackRock.

Toussaint Behaghel, VP of Engineering (<https://www.linkedin.com/in/toussaint-behaghel-328661b4/>)

Plus a top-notch of 8 experts based in Paris.

Project Links:

Website: <https://sunzulab.com/>

Linkedin: SUN ZU Lab

### Contact Information:

TG:

@sunzulab

Email:

[v.madrenas@sunzulab.com](mailto:v.madrenas@sunzulab.com)

## SECTION 2: GRANT INFORMATION

Requested Grant Size:

100k \$ARB

Grant Matching:

N/A

Grant Breakdown:

'100% of the Grant is used to deploy the infrastructure of the integrated protocol & maintain it

Funding Address:

0xf9cF44054Ce2167dE7E56aC4bF2D161F95633BC8

## SECTION 3: GRANT OBJECTIVES AND EXECUTION

Clearly outline the primary objectives of the project and the Key Performance Indicators (KPIs) used to measure success. This helps reviewers understand what the project aims to achieve and how progress will be assessed.

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1208×679 151 KB

](<https://global.discourse-cdn.com/business7/uploads/gmx/original/1X/bb91df5d4bfc6c17bb5bb90d040629bea3fa3720.png>)

Objectives:

One of the problems we solve is to monitor the activity of crypto tokens across multiple trading venues, providing token holders with a 360 degree view over crypto market movements.

SUN ZU Lab data, and mainly the dashboard, will allow the community to:

- Follow the most accurate price action in real time;
- Identify and monitor price anomalies between different exchanges;
- Get alerted of large unusual transactions or periods of exceptional volatility;
- Identify the venue with the best price for users who want to adjust the inventory of their token;
- Get similar information for other tokens listed on the platform.

We differ from other crypto off-chain data dashboard providers such as Messari or Token Terminal by providing client-centered and customizable dashboards. With SUN ZU Monitoring Dashboard, we can provide customized real-time alerting on market events, granular data on a tick-by-tick basis, pre/post-trade analysis, and fair price computations and proprietary feeds, among others. Using our dashboard, our token ecosystem clients have been able to have a full 360 degree view of their token's liquidity, and were able to react in real-time to urgent market events that could be catastrophic if not well handled (depeg, liquidity crunch, bid-ask spread spikes...)

Key Performance Indicators (KPIs):

Our 3 Marketing KPIs are:

daily visit on the dashboard

alerts signups

SZL followers

How will receiving a grant enable you to foster growth or innovation within the GMX ecosystem?:

Tokens are often an essential element of the ecosystem governance & well functioning, and the community is interested in knowing where to buy and sell the token and following what's going on. The idea of the collaboration with GMX would be to

create a free, open-source dashboard for token holders, allowing them to track the tokens' activity in real time on a single interface. We could also make it available through API & Flat files.

Using our dashboard, the blockchain ecosystem will be able to have a full 360 degree view of its token's liquidity, and will be able to react in real-time to urgent market events that could be catastrophic if not well handled (depeg, liquidity crunch, bid-ask spread spikes...). This in turn will increase the token's market circulation quality and bring a new wave of both retail and institutional users

Justification for the size of the grant:

100k \$ARB is the equivalent of what we charge our existing clients and the norm in market data pricings for such a product.

**\*\*Execution Strategy:**

The product is already up and running, with existing clients paying \$100K+ annually. The entirety of the grant will be used to pay for dev salaries, infra costs and deployment needs.

Grant Timeline:

Q1 2024: infra deployment

Q2 2024: 2k unique visiting addresses (users) to the dashboard

Q3 2024: 6k unique visiting addresses (users) to the dashboard

Fund Streaming:

[Do you accept the funding of your grant streamed linearly for the duration of your grant proposal, and that the multisig holds the power to halt your streamed grant at their discretion at any time?] Yes

## **SECTION 4: PROTOCOL DETAILS**

Provide details about the protocol requirements relevant to the grant. This information ensures that the applicant is aligned with the technical specifications and commitments of the grant.

What date did you build on GMX?:

N/A

Protocol Performance:

- € 280k ARR signed with six customers (including two contracts ~ €100 k/year).€1 m of ARR in the commercial pipeline.
- Our goal is to reach €1 m ARR by Q2 2024 and start our Series A.
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Protocol Roadmap:

Here is SUN ZU's timeline and major milestones for 2023, for the dashboard and other data offerings:

H1 2023:

Closing of seed round

API Product beta production deployment

International sales and partnership Development

H2 2023

Acquisition of DeFi data

Extension of thematic dashboards

Development of low latency data offering

\$50k MRR milestone to enable series A

Audit History (if any):

No particular risk - we don't manage any fiat/crypto money on behalf of our clients and we don't provide trading/execution

services. An exploit could be an attack to take down our cloud servers in which case our dashboard would be down a short amount of time (same level of risk as any cloud tech startup)

## **SECTION 5: Data and Reporting**

Is your team prepared to create Dune Spells and/or Dashboards for your incentive program?: Yes

Does your team agree to provide bi-weekly program updates on the GMX Forum thread?: Yes, we are able to provide a high level overview and update on the GMX Forum Thread.

Does your team acknowledge that failure to comply with any of the above requests can result in the halting of the program's funding stream?: Yes, acknowledged.

Please note: Labs and the Grants Committee retain the right to approve, disapprove, or subsequently disqualify any grant from the programs they are administering at their sole discretion.