

Step-By-Step Recommended Business Plan:

1. Quickly Build a Lightweight POC Vulnerability Scanner MVP (Short-term: 1-3 months):

- Given your curated data of vulnerabilities (unique proprietary IP that competitors lack), rapidly build an AI/LLM prototype or proof-of-concept scanning tool.
- This shouldn't aim for production-level quality or extensive scale—just demonstrate functionality and value clearly.
- Showcase it within your CryptoMondays community, present at Johns Hopkins events, security-focused accelerators (like Y Combinator crypto track, a16z's crypto startup school, or similar), to garner community attention.

Benefits at this stage:

- Establish credibility quickly.
- Demonstrate differentiated AI + blockchain security skills.
- Gain clear “market validation” narrative for investors.
- Attract passionate beta users or advisors and mentoring.

2. Leverage POC to Attract Seed/Pre-Seed Investment (Medium-term: 2-6 months):

- Use your prototype to showcase potential to investors, grant programs, and crypto-focused accelerators.
- Highlight your community influence through CryptoMondays.
- Position your IP (400 documented Solana vulnerabilities) clearly to demonstrate technical differentiation and domain expertise.
- Emphasize long-term vision for security analytics.

Benefits at this stage:

- Funding secures resources & talent/team to scale.
- Immediate alignment to investor criteria (AI, blockchain, cybersecurity: highly attractive segments).
- Investors will appreciate unique dataset & its immense strategic value as a competitive moat.

3. Immediately After Securing Early Funds, Build & Launch AI Analytics MVP (Medium/Long-term: 6-12 months, overlapping):

- After getting initial funding, now focus dedicated resources on the broader analytics product to support near-term monetization.
- Quickly launch monetizable MVP (subscriptions/API users) to cover operating costs while investing into further security analytics research and product development.
- Accumulate rich usage data along the way to further train your vulnerability LLM and real-time threat monitoring AI.

✓ **Benefits at this stage:**

- Immediate, reliable cash flow & revenue stream.
- Data generated becomes strategically valuable for improving security product training.
- Strengthens long-term position, enabling continued funding for security analytics R&D.

4. Evolve and Integrate Analytics & Security Scanning into Unified Platform (Long-term: 12+ months):

- With robust analytics revenue/support and dedicated funding, strengthen your AI vulnerability scanner into full-featured comprehensive blockchain security analytics offering.
- Build predictive threat alerts, threat intelligence analytics, and real-time vulnerability detection systems from your proven training data.

✓ **Benefits at this stage:**

- Dominant differentiated strategic position (AI-powered blockchain security analytics).
- Long-term defensible intellectual property.
- Strong credibility and solidified market leadership.

Why This Hybrid/Phased Approach Makes Sense in Your Scenario:

- Leverages your unique existing assets (400 vulnerability dataset, community platform).
- Quickly generates market validation for investors.
- Provides clear nearer-term monetization potential.
- Balances growth speed vs solo resources.
- Ensures strategic long-term alignment to your ultimate vision.
- Take advantage of your local community (CryptoMondays) & relationship proximity (Johns Hopkins) from Day 1.

✓ **Final Recommendation**

Start immediately developing the lightweight vulnerability scanner using your existing dataset. Quickly build an early proof-of-concept to explicitly demonstrate to local Johns Hopkins ecosystem, community meetups, strategic partnerships (Blockchain foundation grants, accelerators, or incubators). Use this early traction to secure pre-seed funds.

After raising initial investment, move immediately to build out the monetizable core blockchain analytics MVP to establish sustainable revenues and fuel the long-term AI-powered security analytics vision.

This dual-step approach leverages your strongest points—AI/security differentiation, your personal network, and unique asset—and gives you the best structured shot at both early traction and sustained long-term success.