Next-Generation Private Cloud & Virtualization Platform

Pinaka ZTi is an enterprise-grade, validated, and secure private cloud and virtualization software distribution designed for hosting VM and container-based workloads on-premises. Built for modern IT infrastructures, it enables high-performance server virtualization, private cloud, edge cloud, and distributed storage solutions. Pinaka ZTi is optimized to meet the growing compute and storage demands of AI/ML workloads

1. Startup Name, URL, Address, Date of Incorporation
- **Name:** Pinakastra Computing Private Limited
- **URL:** https://pinakastra.com/
- **Address:** No.91, 17th cross, Gen Bipin Rawat Circle, 14th Main Rd, Sector 4, HSR Layout, Bengaluru, Karnataka 560102
- **Established:** 16-Sep-2021

2. Problem Statement
At Pinakastra Computing, we tackle the critical challenges faced by traditional private cloud and hyperconverged infrastructure providers like VMware and Nutanix, such as complex deployment, high costs, limited scalability, security issues, slower innovation, and vendor lock-in.

3. Solution
Pinakastra Computing provides an integrated private cloud & virtualization platform **Pinaka ZTi** to simplify IT infrastructure management, improve efficiency, and accelerate digital transformation.

4. Unique Selling Proposition (USP) & Competition
- **USP:** Cost-effective, secure, and scalable private cloud & virtualization solutions
- **Competition:** VMware, Nutanix, Proxmox

5. Value Propositions
- **Zero-Touch Installation:** Automated deployment for fast and hassle-free cloud setup.
- **Perpetual Licensing:** One-time payment model with no recurring fees.
- **Enterprise-Grade Security:** Robust access controls and encrypted communications.
- **Validated Cloud Distribution:** Ensured performance, scalability, and reliability.
- **Online & Offline Deployment:** Works in air-gapped and internet-connected environments.
- **Optimized for HPC & AI:** High-performance support for demanding workloads.

6. Market Analysis (TAM, SAM, SOM)
- **TAM (Total Addressable Market):** $15 billion by 2028.
- **SAM (Serviceable Available Market):** $4.25 billion.
- **SOM (Serviceable Obtainable Market):** $420 million.

7. Go-To-Market Plan
- Target early adopters in academia and research sectors.
- By leveraging strategic channel partnerships with MSPs, CSPs, ISVs, and OEMs to expand its market presence, drive customer acquisition, and accelerate business growth.

8. Revenue & Business Model
- **Model:** Per Socket licensing for "**Pinaka ZTi SV**", "**Pinaka ZTi SV - HA**", **"Pinaka ZTi SV - Scale"** & **"Pinaka ZTi -Cloud Suite"**
- **Revenue Streams:** Support & Subscription (SnS) Fees
- **Projected Revenue:** $10 million by 2026.

9. Current Status
- **Revenue:** Early revenues.
- **Paid Clients:** RailTel Corporation of India, TechnoNJR Institute of Technology, Sureworks, PMO of India
- **Prospects** - C-DOT Delhi, C-DOT Bangalore, NITARA, Netweb Technologies
- **Funding:** Bootstrapped; seeking strategic investments.

10. Future Roadmap/Plan
12-month roadmap,
- Professional Services & Product Support Team Expansion
- Product R&D - 20%
- Office Expansion - 5%
- Sales - 8%
- Marketing - 6%
- Others - 1%

11. Team
- **Founder:** Ajith Narayanan – A seasoned entrepreneur with over 20+ years of experience in leading global technology firms before transitioning into entrepreneurship. He is a regular speaker at international tech conferences, a published author, and a technology blogger. For the past nine years, he has successfully bootstrapped and led startups in the cloud computing space.

- **Core Team:** A dynamic and skilled team with deep expertise across all seven layers of the OSI model. They are continuous learners, highly adaptable, and driven by a passion for innovation. Learn more: https://pinakastra.com/our-team