# incybit

Solutions for the data explosion

Pitch Pre–Seed

Problem

- **Explosive Growth:** Global data will reach **~181 ZB in 2025**, doubling every ~2 years.
- **Rising Costs:** Storage, bandwidth, and compliance overheads are outpacing IT budgets.
- **Energy Burden:** New data centers are coming online every week, consuming massive power and adding to carbon footprints.
- **Backups** are solved by deduplication (10–50×), but only for repetitive snapshots.
- **Active & cloud data — 70–80% of enterprise storage — is untouched**.
- **Compliance Pressure:** Stricter rules (HIPAA, GDPR, AI Act, etc.) mean organizations must store more data, for longer, with higher accuracy.
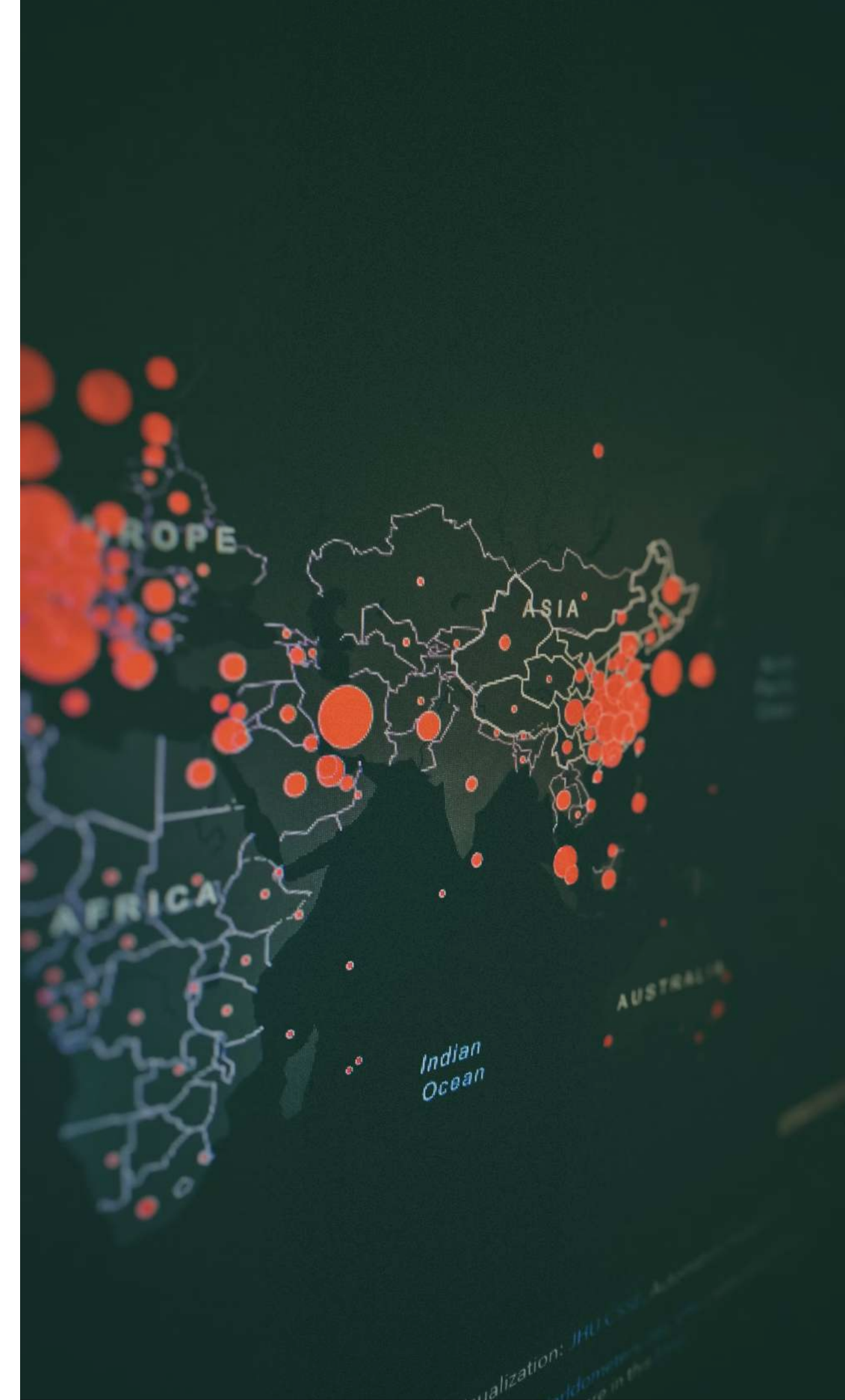
Solution

A World-First, Patent-Pending Compression Engine Built for Enterprise Architecture and Desktop environments.

- **Producer-Aware Dictionaries:** Compression trained at micro level by filetype *and* vendor (e.g. Microsoft Word, Adobe PDF, DICOM imaging).
- **Targets active & cloud data** — not backups
- **Big Savings, Safe Data:** Achieves **30–75% file size reduction** on previously uncompressible files, while maintaining full compliance.
- **Seamless Integration:** Works with existing servers, storage, and cloud — **no extra hardware required**.
- **Enterprise-Ready:** Scales to petabytes, supports multi-tenant environments, and plugs into enterprise workflows.
- **Energy & ESG Benefit:** Fewer servers and less storage needed = lower energy usage and carbon footprint.
- **Complements dedupe**: shrinks the white space others can't.

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Why now? – The White Space

- **AI + SaaS** = unprecedented growth in active data.
- **Cloud bills squeezing margins**; hyperscalers don't compress buckets.
- **Compliance rules** (GDPR, HIPAA, AI Act) require long-term storage.
- **Dedupe already optimized backups** — but primary + cloud workloads are unaddressed.

- **Incybit is perfectly timed to fill this gap.**
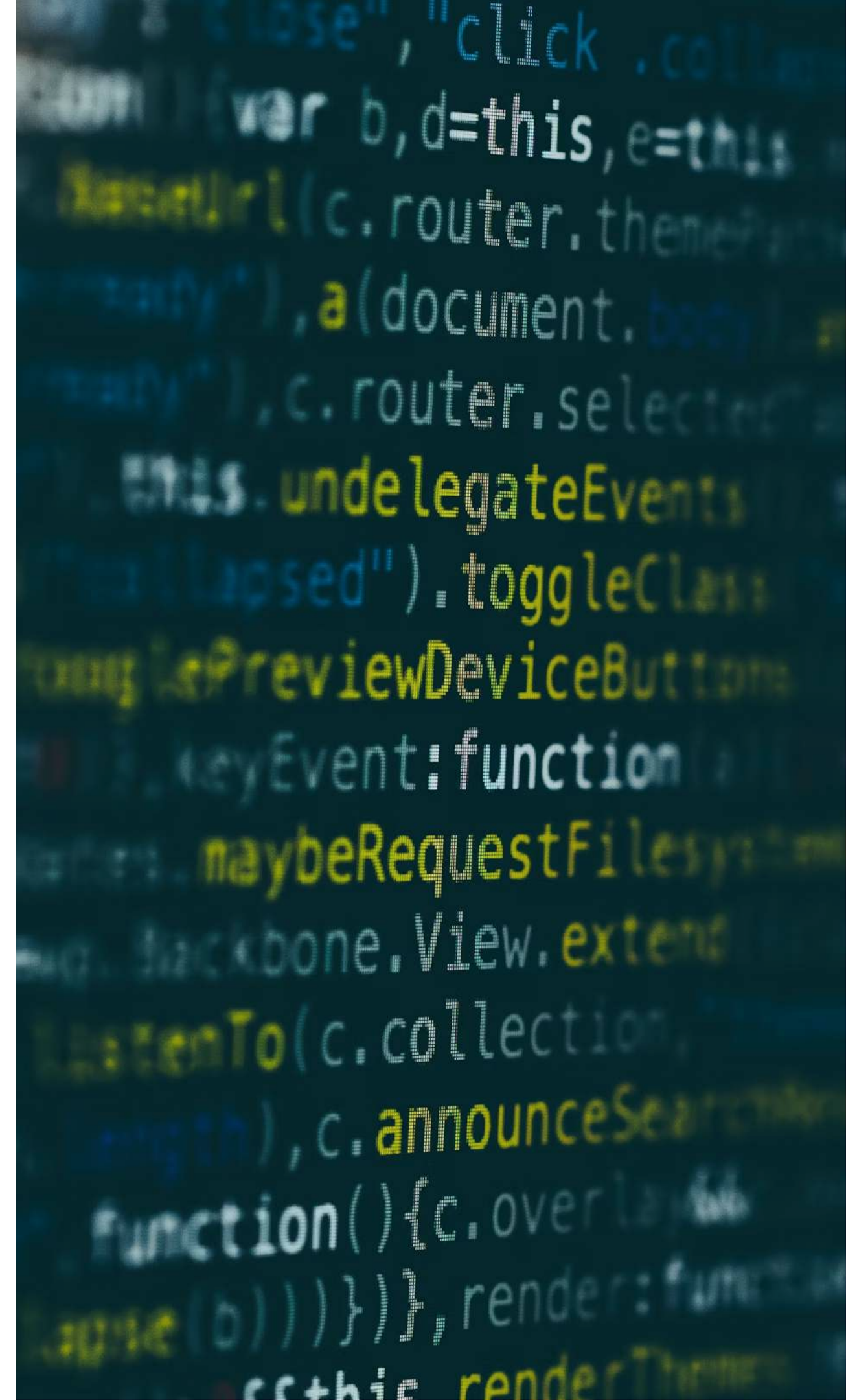
products

Incybit has broad applicability across data-intensive domains — from operating systems and satellite communications to defense systems.

We've launched with a **server-based product that delivers immediate enterprise storage savings**, but that's just the beginning.
This is the **tip of the iceberg**: our technology unlocks opportunities across multiple markets where **data efficiency, compliance, and performance are mission-critical.**

Enterprise/Server (Incybit.Server)
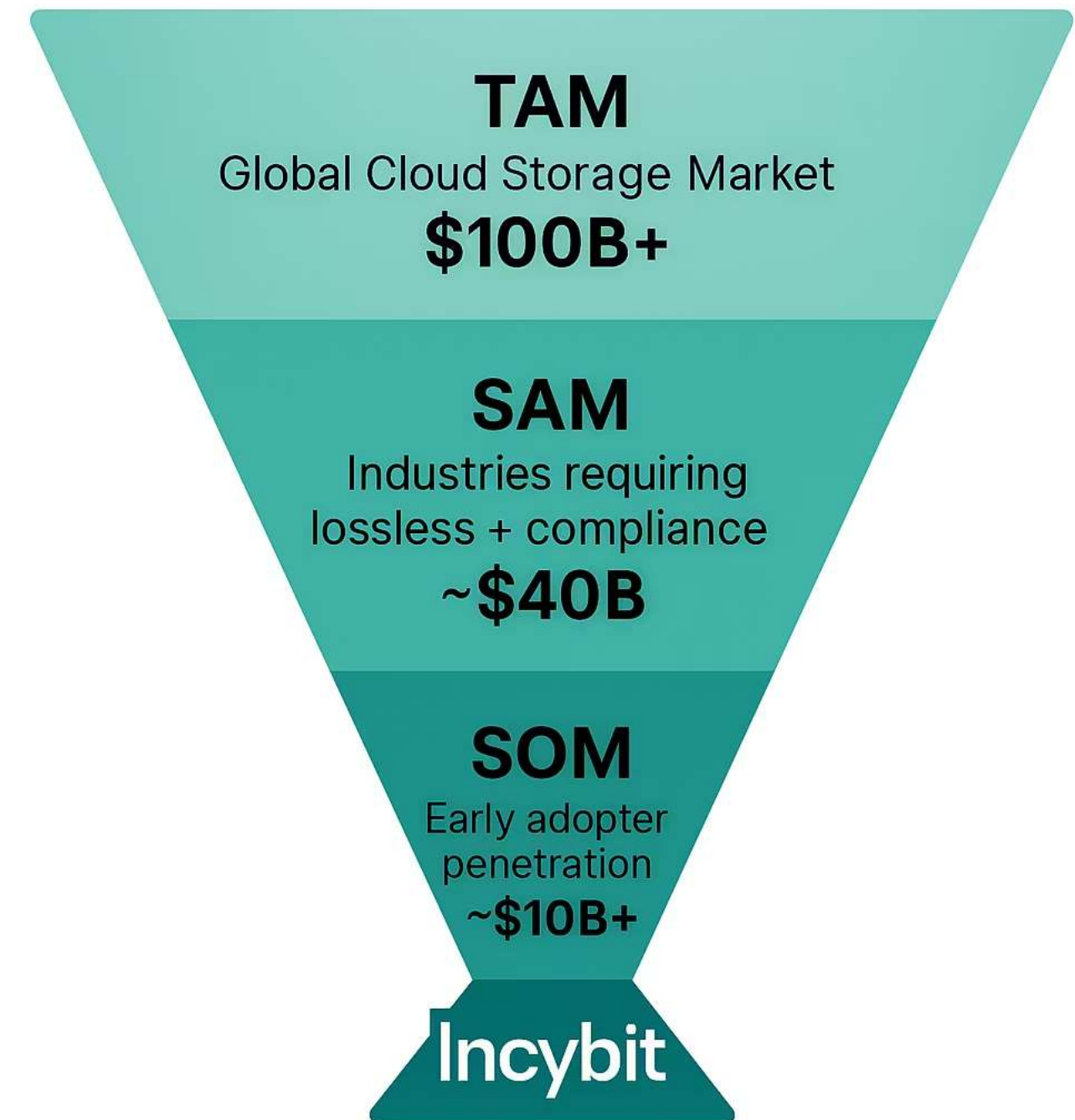

Desktop app (Incybit Desktop v2)

Roadmap: Cloud Connectors (S3/Azure/GCS), API/SaaS, Industry DB packs

Market Opportunity: The White Space

- **Global Cloud Storage Market:** Already **$100B+ and growing double-digits annually** (but this may be much more due to AI).
- Backups solved by dedupe. **Active/cloud data = $70B+ unsolved white space**.
- **High-Value Early Adopters:** Healthcare, finance, government/defense, and media — industries that demand **lossless + compliance**.
- **Partner-Friendly:** Incybit can **piggyback on existing compression and storage systems**, accelerating adoption.
- **Alliance Potential:** Wide door for partnerships with hyperscalers, hardware vendors, and SaaS providers.

Incybit delivers compliance *and* savings at a scale. Our roadmap transforms the compression & compliance white space into a multi-billion-dollar opportunity.

TAM
Global Cloud Storage Market
$100B+

SAM
Industries requiring
lossless + compliance
~$40B

SOM
Early adopter
penetration
~$10B+

Incybit

Technology / Moat

- **Patent Protection:** Multiple patents filed securing core innovations.
- **Unique Producer-Aware Training:** Proprietary method that compresses data based on filetype + vendor context — exclusive to Incybit.
- **Superior Algorithms:** Advanced compression models deliver results that competitors cannot match.
- **Enterprise-Grade Performance:** High-RAM caching combined with content-aware training ensures unrivaled speed and scalability.
- **Compliance-First Design:** Always **lossless**, always **audit-ready** — meeting regulatory demands across healthcare, finance, and government.
- **Unique positioning:** complements, not competes with dedupe.

ROI — Customer + Incybit

- **30–75% Storage Savings** → immediate cloud bill reduction.
- **No New Hardware Required** → pure software efficiency.
- **Compliance Built-In** → avoids costly fines and reduces audit overhead.
- **Energy & ESG Benefits** → fewer servers, lower carbon footprint.

Case Example (Healthcare):
- 10 PB archive @ $20/TB/month → **$200K**/month spend
- Incybit cuts cost by **50%** → **$100K**/month savings
- Incybit share @ **30% of savings = $30K/month recurring revenue**
- Customer nets **$70K/month savings**
- Payback <3 months
- Less infrastructure required / modified budget plans

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Ask — Pre-Seed Round

We're raising now to scale.
- Raise: **$2M Pre-Seed**
- Valuation: **$20M–$25M** post-money
- Runway: 18–24 months

Use of Funds:
- 30% Product & Engineering → Scaled up: Enterprise server edition, SaaS cloud connectors (AWS/Azure/GCP), producer-aware DB expansion
- 20% Go-to-Market → 3–5 enterprise pilots, early sales team, partnerships
- 20% IP & Compliance → Patent filings, HIPAA/GDPR/AI Act certifications
- 30% Operations & Runway → Team build, legal, corporate

Milestones (Next 18–24 Months):
- Secure 3–5 enterprise pilot programs
- Launch enterprise cloud integrations (AWS, Azure, GCP)
- Expand compliance-ready compression systems for expanded markets
- Progress next round of IP & patents; file further IPs as needed

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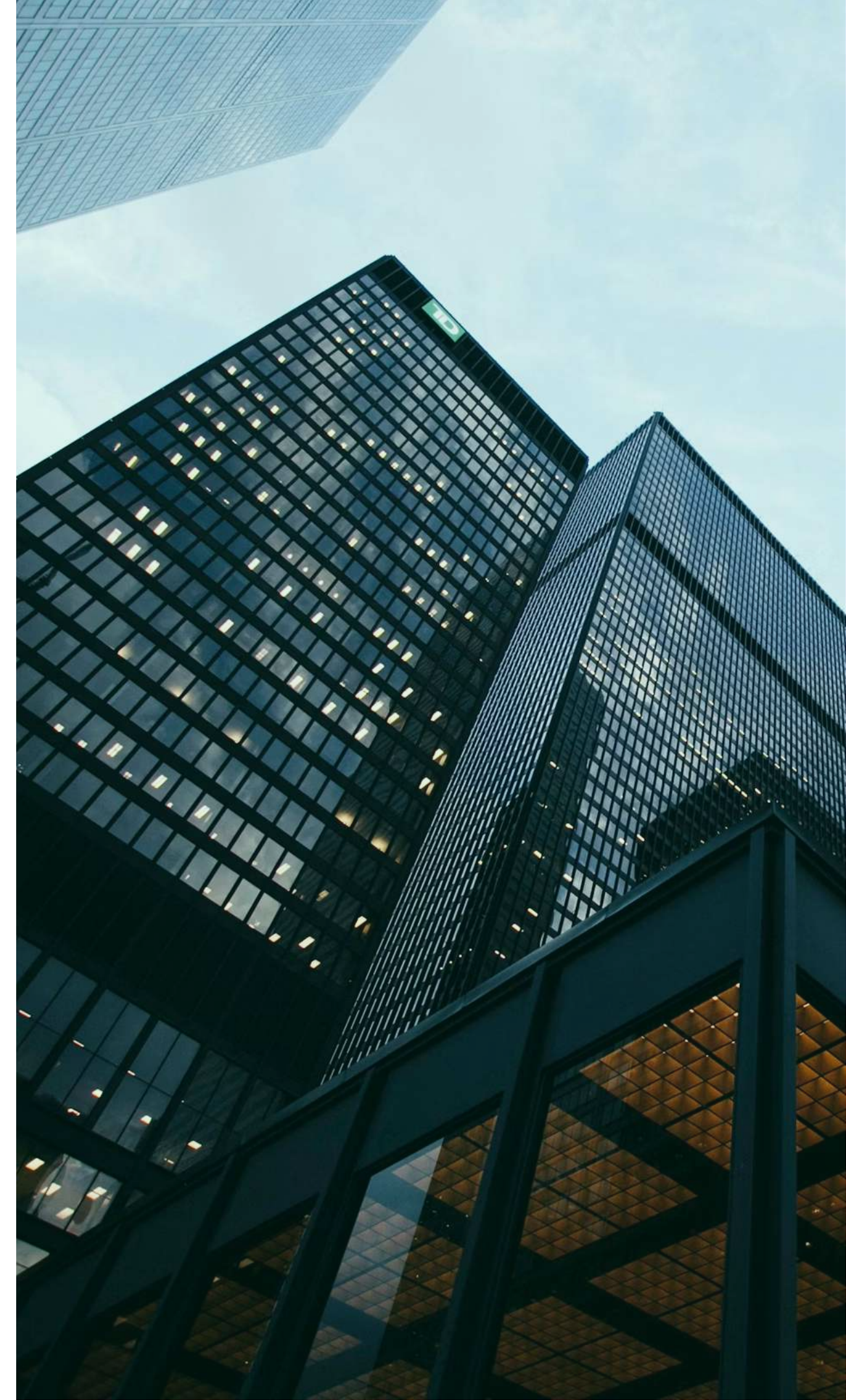
Funding Timeline — Investor ROI

Pre-Seed (Now):
- Raise: **$2M** @ $20–25M post
- Goals: Enterprise pilots, SaaS/cloud connectors, expand IP portfolio

Seed (12–18 months):
- Raise: **$5–8M** @ $50–80M post
- Goals: 5–10 paying enterprise customers, SaaS launch, regulatory certifications

Series A (2–3 years):
- Raise: **$15–25M** @ $150–300M post
- Goals: 50+ enterprise deployments, hyperscaler partnerships, ARR scaling

Series B (4–6 years):
- Raise: **$50M+** @ $500M–$1B valuation
- Goals: Global expansion, entrenched industry leader, ESG & compliance edge

Exit (5–7 years):
- **IPO or acquisition** at $1B–$5B+
- ROI for early investors: **20x+ potential**

Team — Built for Enterprise Scale

- **David Groth – Founder & CEO**
  20+ years enterprise systems and R&D, patent lead
- **Tracy Griffiths – GM Operations**
  Enterprise business management

Next Key Hires: *Expanded Dev Team / Engineer x 3, Sales Team, Compliance Officer*

Thank you

David Groth — Founder & CEO

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