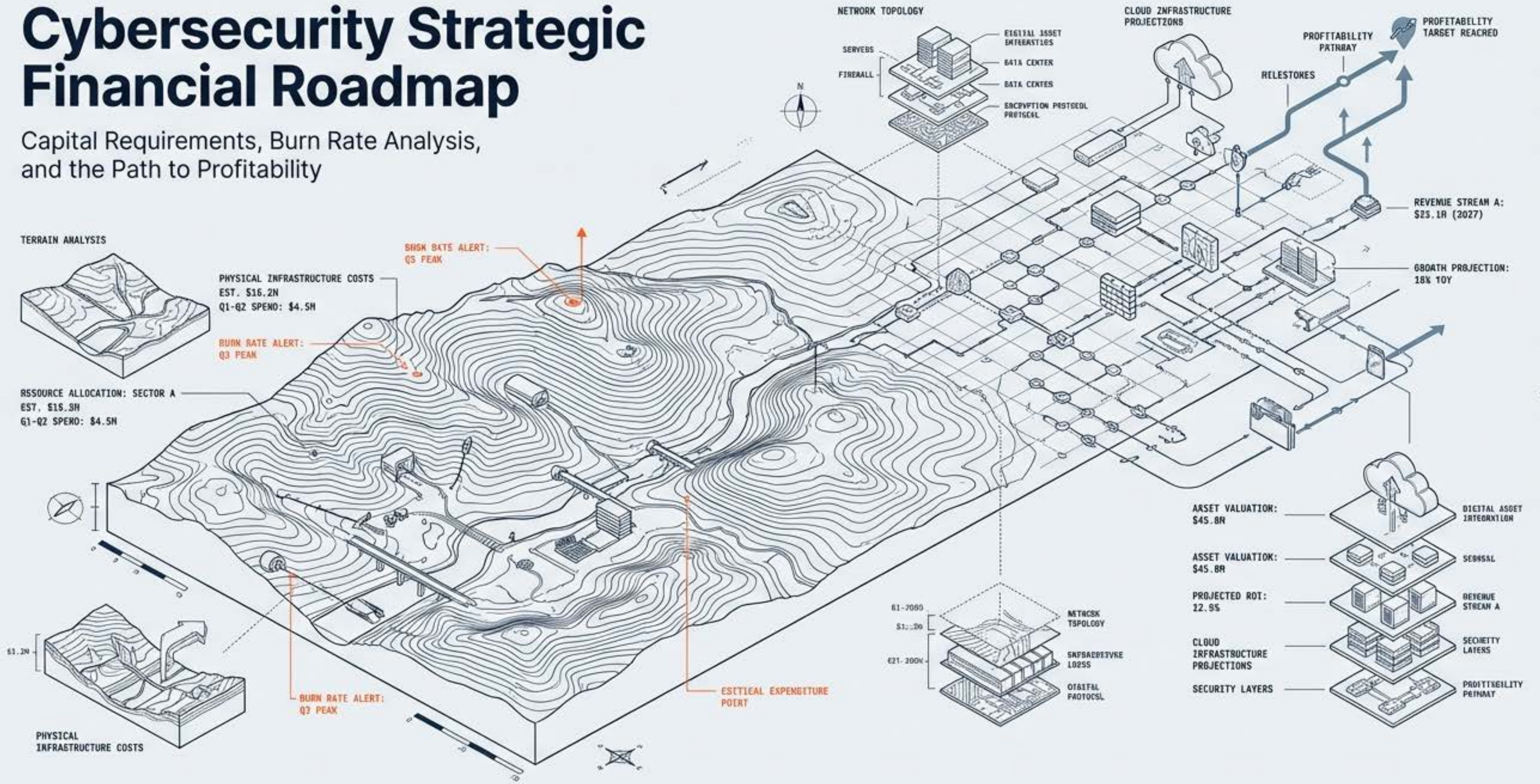


# Cybersecurity Strategic Financial Roadmap

Capital Requirements, Burn Rate Analysis, and the Path to Profitability



ASSET KEY: ■ SIGNAL ORANGE (ALERTS/BURN RATE) | ■ SLATE BLUE (ASSETS/PROJECTIONS)

INTERNAL STRATEGY DOCUMENT | 2026-2028 PROJECTIONS

# THE MISSION SCOPE: SOLVENCY & SURVIVAL

## \$350,000+

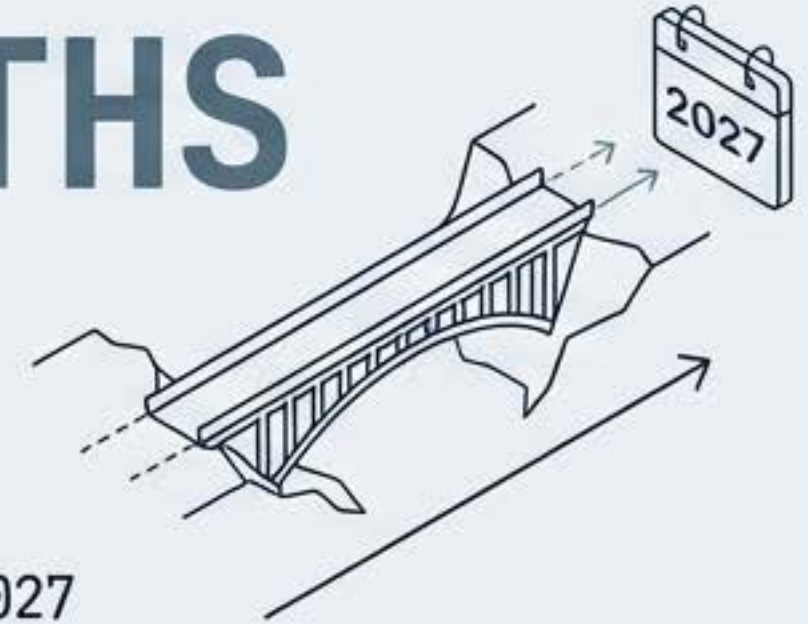
MINIMUM TOTAL FUNDING  
REQUIREMENT



INITIAL CAPEX + WORKING CAPITAL BUFFER

## 22 MONTHS

VALLEY OF DEATH  
DURATION



TIME TO BREAK-EVEN: OCT 2027

## \$74,000

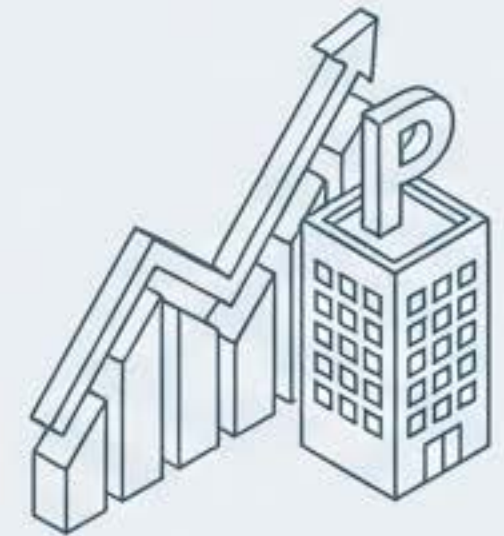
INITIAL MONTHLY  
BURN RATE



FIXED SALARIES + GAO + COMPLIANCE

## \$686,000

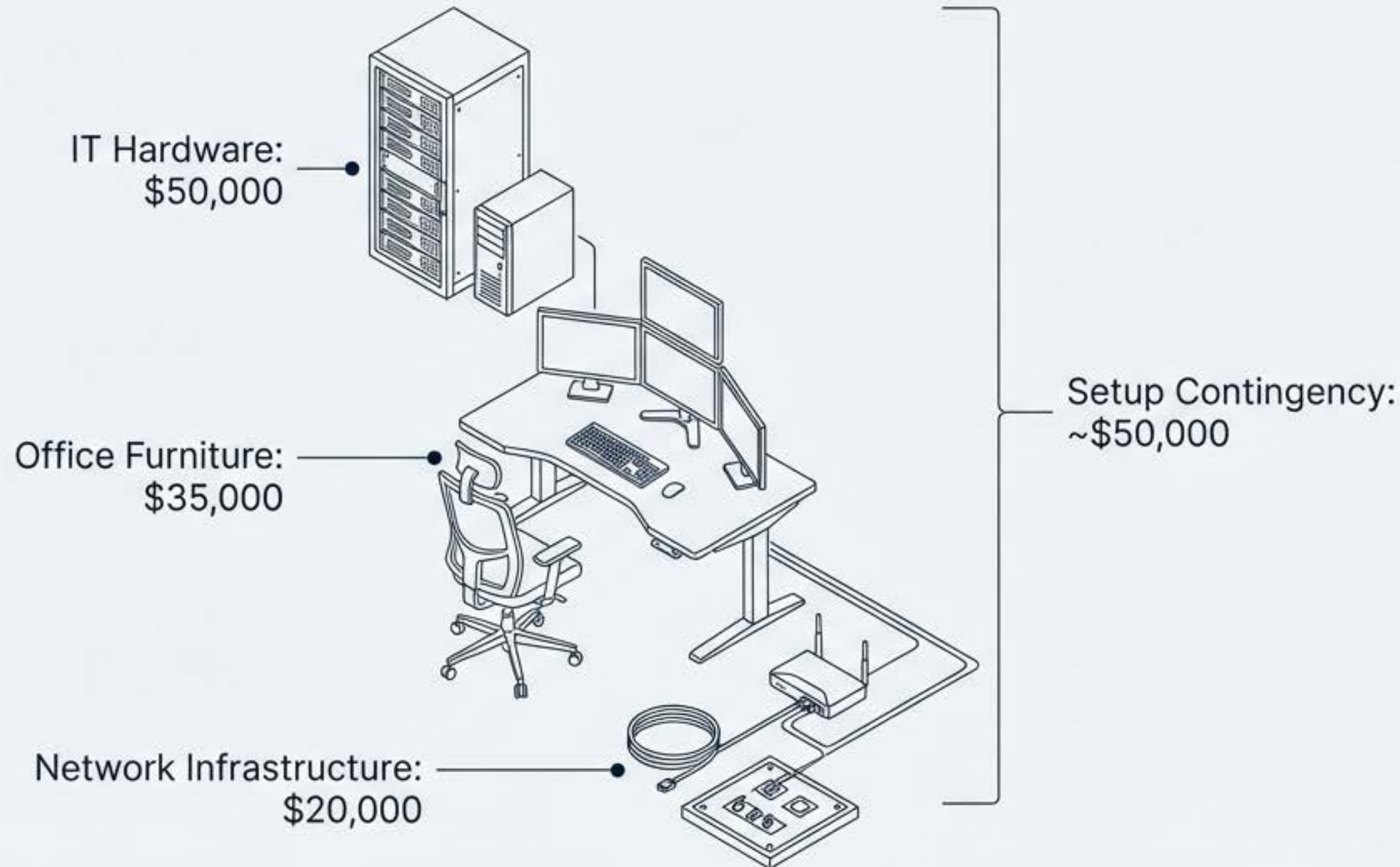
PROJECTED YEAR 3  
EBITDA



TARGET PROFITABILITY

**CORE INSIGHT:** The business requires a two-year runway strategy to bridge the gap between high upfront burn and the stabilization of subscription revenue.

# Foundation Stage: Initial Capital Expenditures



**Total CAPEX: \$155,000**

**Strategic Callout: Capital Efficiency.**

Minimize sunk costs. Lease high-cost IT assets or buy certified refurbished hardware. Do not use equity to fund depreciating furniture assets.

# THE COMPLIANCE SHIELD: FIXED REGULATORY COSTS



## Legal Framework

Legal Retainer: \$1,000/mo  
(SLA & Contract Drafting)



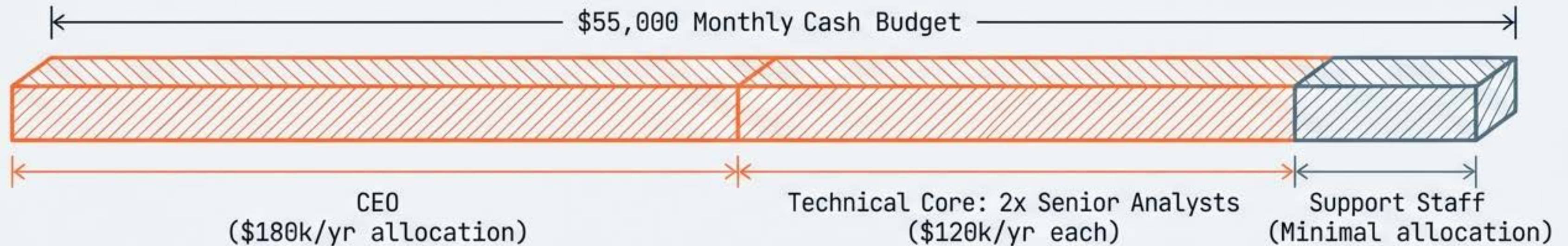
## Financial Controls

Accounting & Audit: \$1,500/mo  
(Industry Standards)

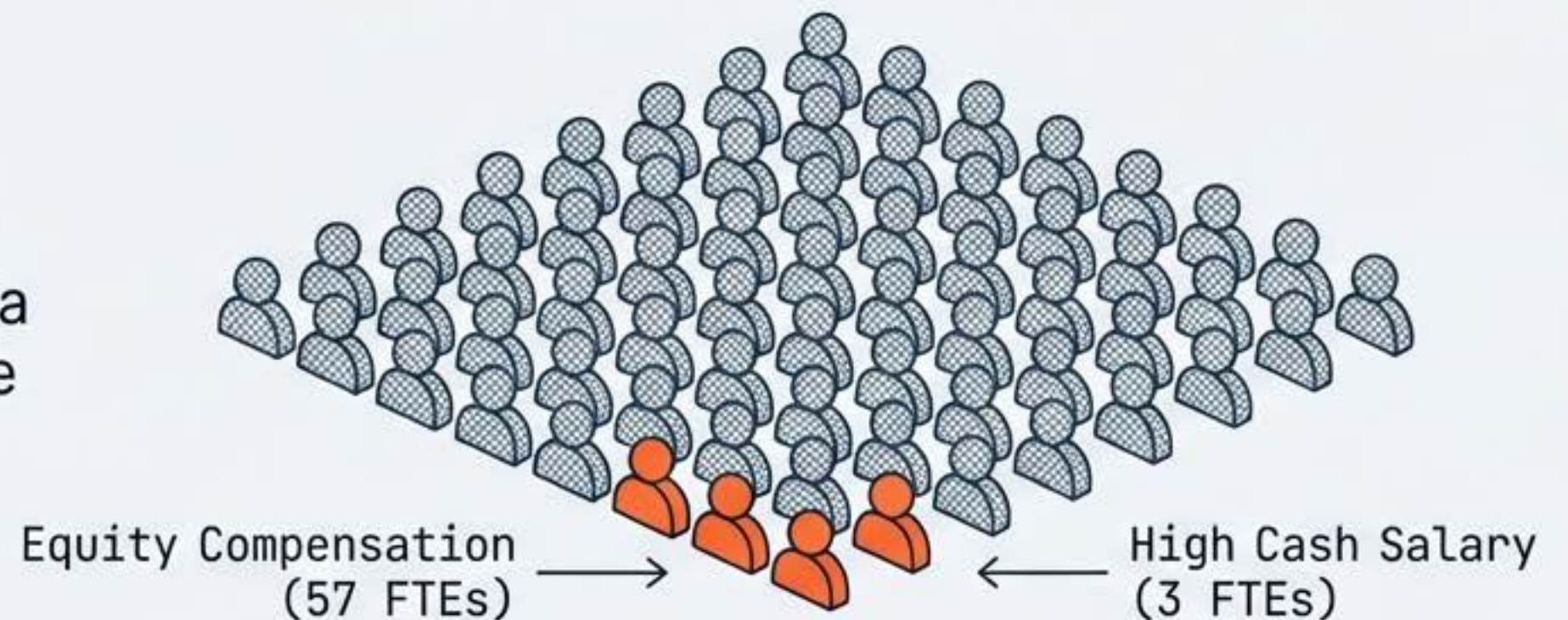
**Total Fixed Spend: ~\$2,500 / month**

Risk Check: DIY compliance invites regulatory penalties.  
Standardize templates immediately to prevent scope creep.

# Primary Burn Driver: Core Talent Allocation

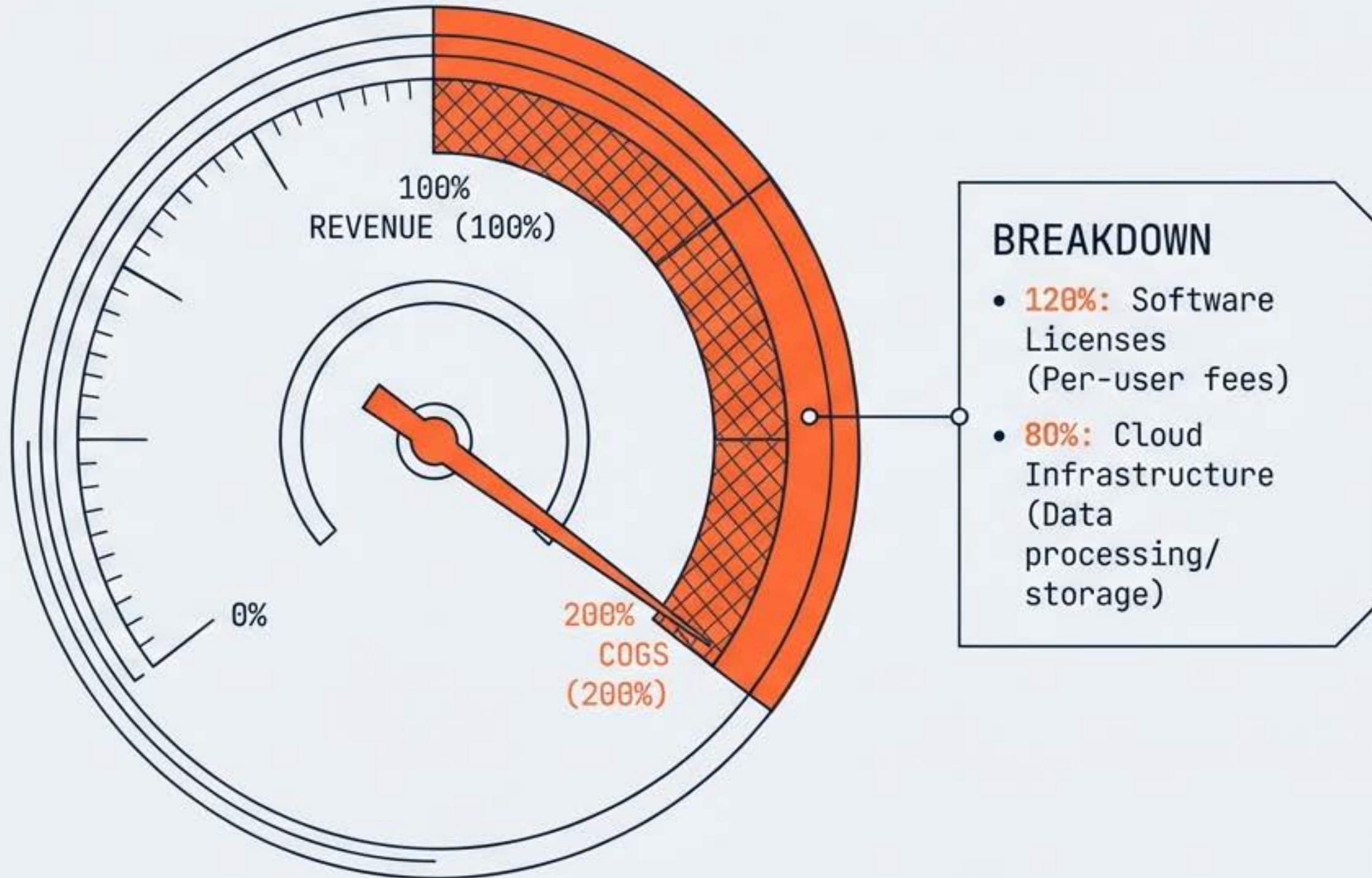


**Equity Strategy:** The vast majority of the 57 non-executive roles must be compensated via performance-based equity grants to preserve the \$55k cash ceiling.



**Insight text:** Payroll is the anchor. High fixed wages before revenue reduces runway significantly.

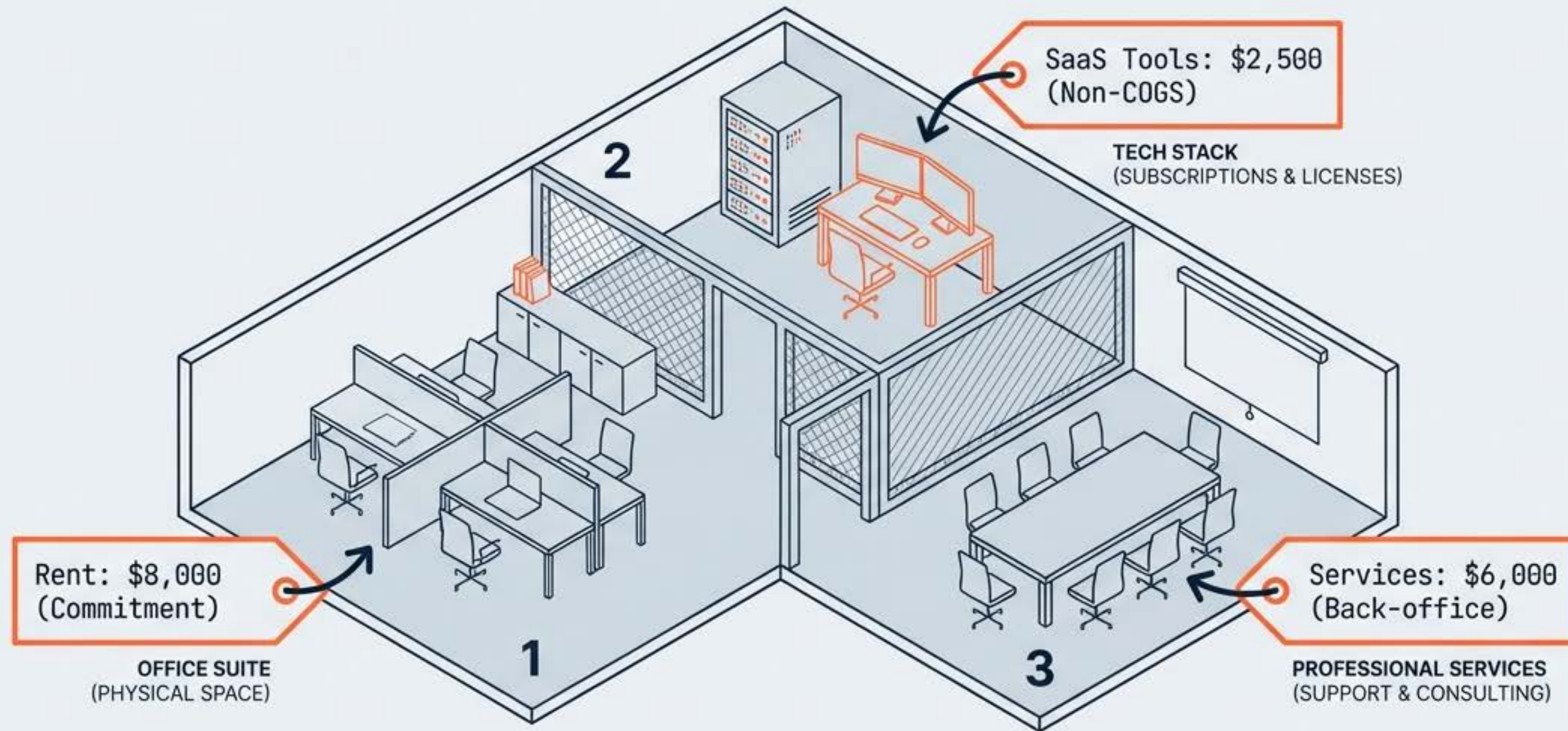
# THE 2026 COGS REALITY: 200% OF REVENUE



## ACTION PLAN

1. Negotiate volume discounts immediately.
2. Optimize data retention policies to control cloud spend.
3. **Goal:** A **10% reduction** in license costs is critical for survival.

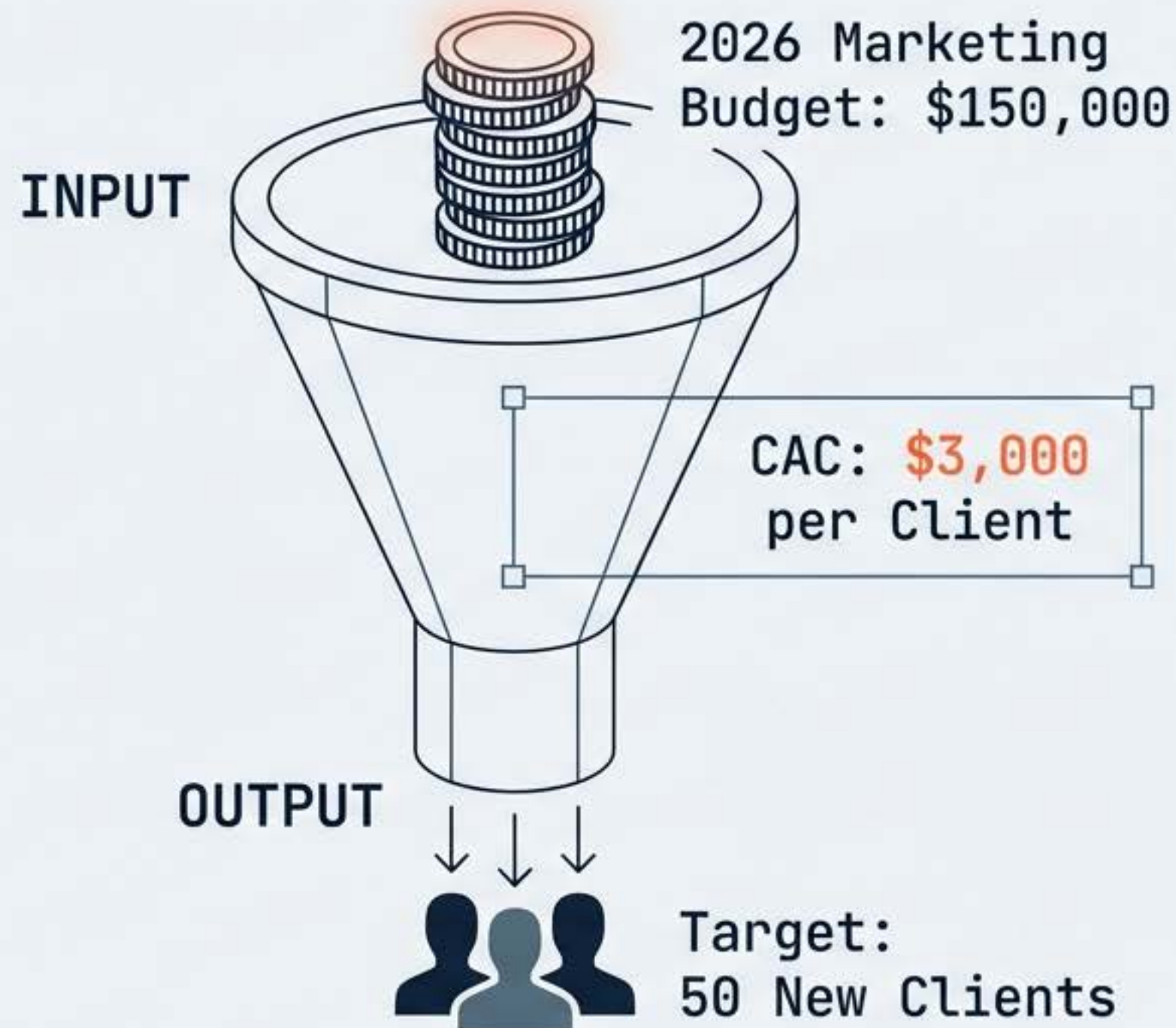
# Operational Overhead (GAO)



**Monthly Burn: \$16,500**

**Strategic Note:** Avoid premium real estate. Flexible leases are mandatory. If professional services exceed \$6k/mo, re-evaluate outsourcing vs. staffing.

# Buying Growth: Acquisition Economics

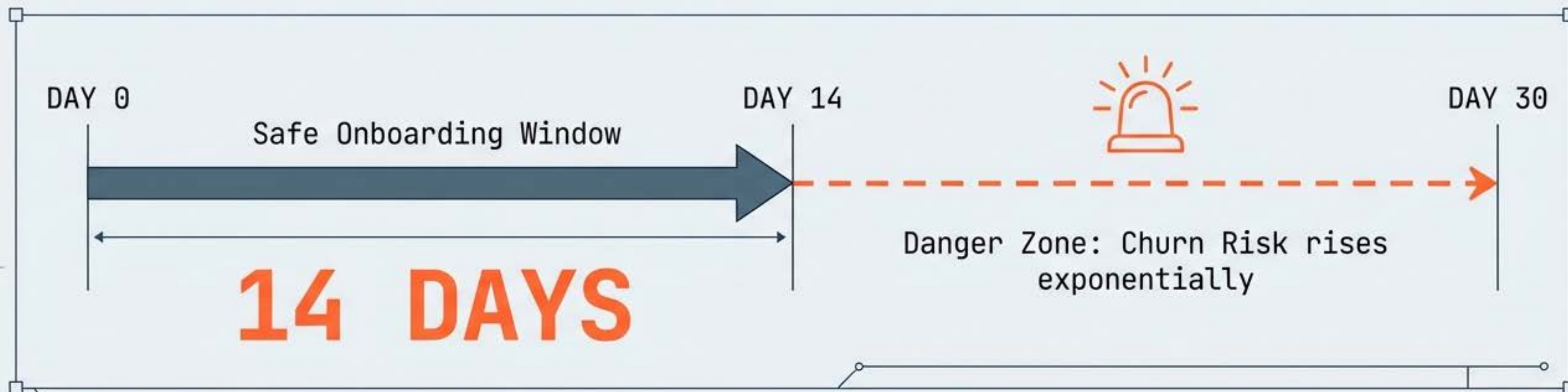


$$\frac{\$3,000 \text{ Cost}}{\$1,500 \text{ Subscription}} = 2 \text{ Months to Payback}$$

## Strategy Note

Focus on **high-intent channels**. Broad digital ads are too inefficient for early-stage B2B.

# The Efficiency Limit: Onboarding Velocity



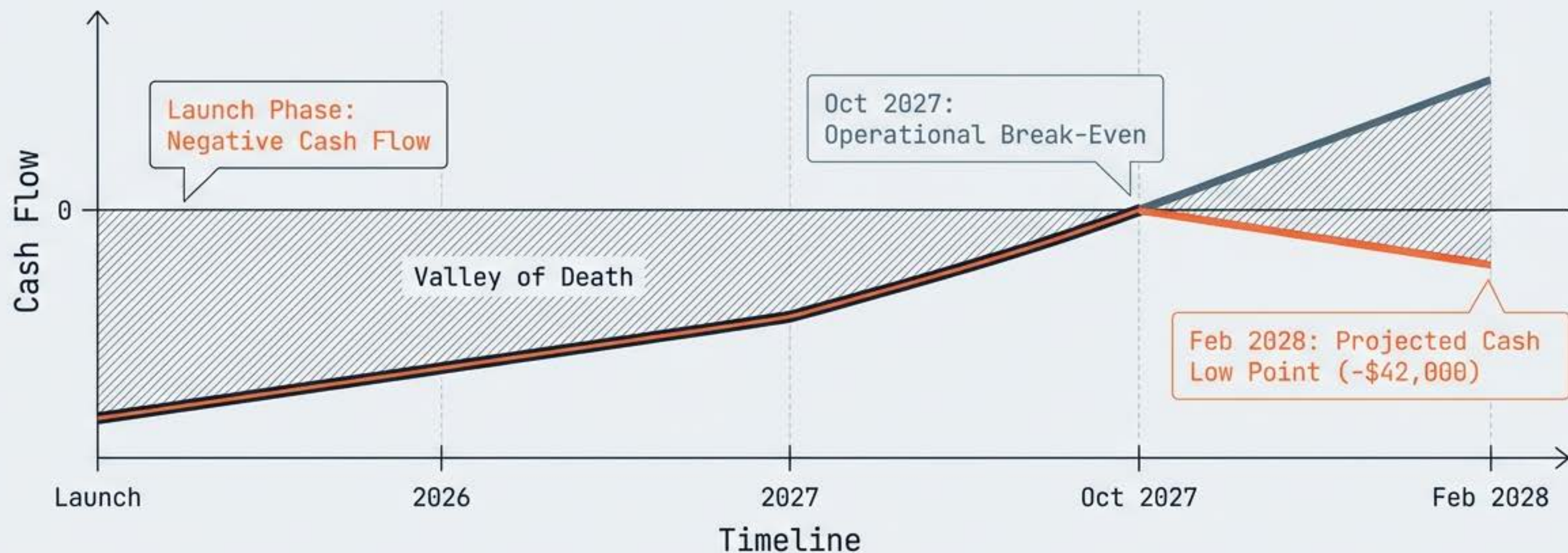
## Narrative

If onboarding extends past 14 days, the \$3,000 CAC investment is wasted and LTV payback is delayed.

## Action Item

Standardize service agreements and automate setup to ensure billing begins within the two-week window.

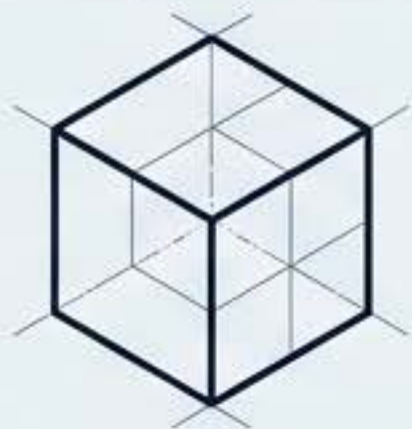
# The Runway: Timeline to Cash Flow Positive



## Key Takeaway

Capital raise must account for cumulative deficit through Oct 2027 plus a buffer for the Q1 2028 cash trough.

# Capital Structure Strategy: Debt vs. Equity



CAPEX Financing  
(\$155k)

## DEBT

- Collateralized by hardware.
- Preserves equity.
- Matches asset useful life.



Runway Financing  
(2026-2027)

## EQUITY / CONVERTIBLE NOTES

- Funds negative EBITDA.
- Notes allow for higher future valuation.

Never use expensive equity to buy depreciating office furniture.

# The Investment Thesis

## THE ASK: \$350k+ Total Funding

- Split between
- CAPEX Debt and Operational Equity.

## THE RISK: 22-Month Burn



Time to Break-Even.

## THE REWARD: \$686,000 Year 3 EBITDA



Driven by 710%  
Contribution Margin.

High upfront friction creates a defensive moat for long-term profitability.