

Sybal Corp

Sybal Corp delivers real-time, unbiased governance intelligence through its patented Governance® technology, transforming decision-making for industries where policy performance.



Company Overview

At Sybal Corp, we are redefining governance intelligence with our patented solution, Proof of Governance®. Founded in 2020 and headquartered in North Bethesda, Maryland, we specialize in delivering real-time, unbiased insights that empower organizations to measure policy effectiveness, reduce inefficiencies, and drive better decision-making. Our mission is to transform governance into a seamless and data-driven process, addressing the critical challenges faced by regulated industries such as defense, finance, and healthcare. Recognized for our innovation, Sybal Corp achieved "Awardable" status with the U.S. Department of Defense in 2024, cementing our position as a trusted partner in governance excellence. With a strong foundation in enterprise sales, product development, and policy innovation, our team is committed to helping organizations improve situational awareness, enhance compliance, and achieve measurable results through our groundbreaking technology. At Sybal, we don't just measure governance — we enable it.

Problem

Sybal Corp solves the critical need for real-time, unbiased measurement of governance and policy effectiveness. Organizations, particularly in regulated industries like defense, face significant challenges in identifying, interpreting, and correcting policy-driven performance gaps quickly and accurately. Customers experience costly and time-intensive processes to manually assess policy performance, often plagued by bias and inefficiencies. These governance challenges lead to poor situational awareness, delayed decision-making, regulatory non-compliance, and, in critical sectors like defense, can even result in loss of life. Sybal's solution addresses this pain by providing actionable insights that improve decision advantage and operational efficiency.

Highlights

Highlights of Sybal Corp

Awardable Status with the U.S. Department of Defense (DOD):

In April 2024, Sybal Corp achieved non-competitive "Awardable" status on the CDAO Tradewinds Solutions Marketplace, recognizing our innovation and impact in solving governance challenges for mission-critical operations.

Exceptional Growth in 2024:

We experienced explosive growth with \$899,919 in signed contracts YTD 2024, a significant leap from \$219,000 in revenue in 2023, showcasing strong market validation and customer demand.

Patented Innovation:

Financial Info

Raising

\$1M

Valuation

\$7M

Location

North Bethesda, MD, USA

Business Stage

Seed

Business Type

SaaS, Future Tech, Enterprise, B2B, Technology

Meet the Team



Ikhelowa Sanni
CEO

Our patented Proof of Governance® solution is a first-of-its-kind technology, revolutionizing how governance is measured and driving decision advantage across industries.

Backed by Leading Investors:

TEDCO, a prominent early-stage investor, has backed Sybal Corp, further validating our vision and positioning us for scalable growth.

Recognition for Innovation:

Selected among a competitive field for the DOD Tradewinds Solutions Marketplace, Sybal's scalable, AI-driven solution is making waves in the \$1.9 trillion governance market.

Sybal Corp is poised for even greater success as we continue scaling operations and driving innovation in governance intelligence.

Go-To-Market Strategy

Sybal Corp's Go-To-Market Strategy

Focus on High-Value Early Adopters

Target the **U.S. Department of Defense (DOD)** as the primary customer, leveraging our **Awardable status on the CDAO Tradewinds Solutions Marketplace** to secure contracts and establish credibility.

Address critical governance challenges that impact situational awareness and decision advantage for mission-critical operations.

2. Leverage Patented Technology

Showcase the unique value of our **Proof of Governance®** solution through demos, pilots, and case studies that highlight its ability to automate policy performance measurement and reduce operational inefficiencies.

3. Strategic Partnerships and Channels

Collaborate with government agencies, defense contractors, and industry influencers to expand market penetration.

Use existing relationships with investors and thought leaders like TEDCO to open doors to broader opportunities.

4. Build Trust and Expand Customer Base

Start with DOD contracts to establish a proven track record and demonstrate success.

Scale into adjacent regulated industries like healthcare, finance, and energy by leveraging initial wins and industry validation.

5. Scalable Revenue Model

Drive growth through **annual recurring software licenses** and **non-recurring onboarding fees**, creating a predictable revenue stream.

Upsell and cross-sell governance intelligence services across additional departments and organizations within targeted industries.

6. Marketing and Awareness

Execute targeted campaigns to raise awareness about Sybal's unique technology and benefits.

Publish thought leadership and insights on governance intelligence to position Sybal as an industry leader.

This strategy ensures a focused, scalable, and results-driven approach to market entry and expansion.

What Makes Us Special

What Makes Sybal Corp Special?

Patented Innovation

Sybal Corp's **Proof of Governance®** is a patented, first-of-its-kind computational governance solution that provides real-time, unbiased insights, automating policy performance measurement like no other technology on the market.

Awardable DOD Status

Recognized for our innovation and scalability, Sybal achieved **non-competitive Awardable status with the U.S. Department of Defense** in April 2024, positioning us as a trusted partner for mission-critical governance challenges.

Tangible Impact on Mission-Critical Operations

Our solution improves situational awareness, decision advantage, and auditability, addressing governance gaps that can mean the difference between success and failure in high-stakes environments like defense.

Proven Traction and Growth

With nearly \$900,000 in signed contracts YTD 2024, Sybal has demonstrated strong market demand and a scalable revenue model through recurring software licenses and onboarding fees.

Visionary Leadership

Sybal's founders and team combine deep expertise in enterprise sales, policy innovation, and technology development, backed by strategic investors like TEDCO, ensuring a clear and achievable path to success.

Sybal is not just solving governance problems; we are transforming how governance is measured and managed, paving the way for smarter, faster, and more reliable decision-making across industries.