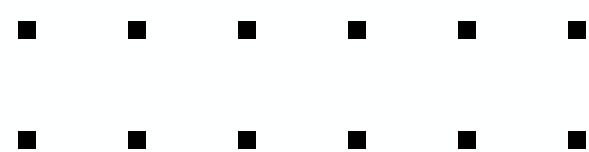Founded in 2020 by Christine
Sanni, CEO, and Ikhelowa
Sanni, Chief Strategy Officer.

SYBAL

Proof of Governance® as a service

Real-time governance intel, without bias!

https://sybal.io

SYBAL TEAM

Our Team represents SME in Enterprise Sales, Product Development, Domestic and International Channel Distribution of Services, Board Advisory, Product Design, Public Relations, Law, Government Affairs, and Public Policy. The Founders are the inventors of Sybal's patented computational governance solution, Proof of Governance®.

CHRISTINE SANNI

Founder, CEO

IKHELOWA SANNI

Founder, Chief Strategy Officer

JIM MASON

Product Development Advisor

TEDCO
LEADING INNOVATION TO MARKET

JEAN-LUC PARK

Board Observer & Investor

RICHARD WHITT

Investor and Strategic Advisor

(Former Google, Twilio)

XENIA VON WEDEL

Public Relations Advisor

SYBAL

FINANCIALS

SYBAL

Founders' Personal Investment: $139,821 +

Advisor/ Angel Investor Diluted Capital: $54,004

Pre-Seed Raised Capital YTD: $225,000

TEDCO: Lead Investor - $7M pre-money valuation via convertible note.

No Grant Awards

2023 Revenue: $219,000

2024 YTD Signed Contract: $899,919.15

5 Year Financial Model Projections - available in data room

PROBLEM ADDRESSED

Measuring policy performance is manual, costly, and full of bias. The impact of this problem can lead to unintended outcomes and even loss of life.

Why now? Solving this problem for the Department of Defense can help bring more warfighters home alive.

Most Impacted? Every regulated industry in the U.S. experiences governance challenges, creating a TAM of an estimated $1.9T.

Relevance? The DOD is looking to improve situational awareness and gain decision advantage across war functions that are governed by policy.

SYBAL

WHAT WE DO

Real-time Governance-intel, without bias.

TECHNOLOGY

How We Do It!

We **automate** the measurement of policy effectiveness to establish Proof of Governance® on behalf of the client through continuous analysis of outcome data governed by policy.

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Demo Preview

Proof of Governance®

Governance Wellness Metrics by Governance Domain
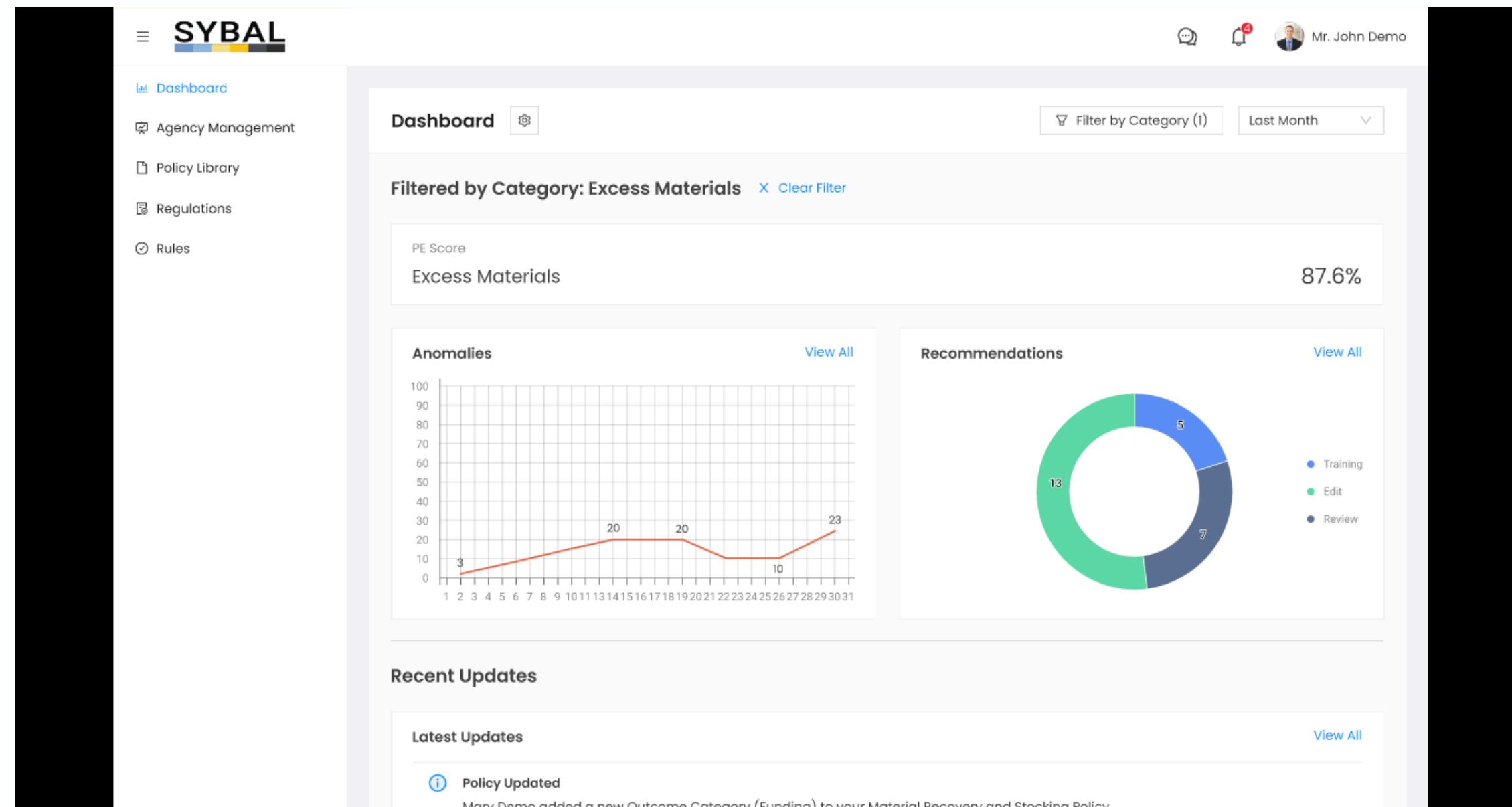
SYBAL

CUSTOMER DESCRIPTION & VALUE PROPOSITION
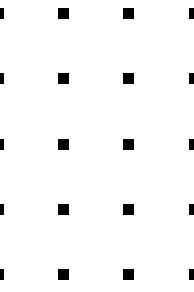
Who are we targeting? Our initial target market is the Department of Defense. Sybal achieved non-competitive "Awardable" status with the DOD in April 2024. (DOD, CDAO Tradewinds Solutions Marketplace)

Wants and needs: Improved Situational Awareness, Decision Advantage, Improved Auditability

Value Proposition: We reduce the cost and time it takes to identify interpret, and correct performance gaps governed by policy that impact situational awareness, decision advantage, and auditability.

SYBAL

CHIEF DIGITAL AND ARTIFICIAL INTELLIGENCE OFFICE
AWARDABLE
TRADEWINDS SOLUTIONS MARKETPLACE

MARKET NEED

"Sybal® was recognized among a competitive field of applicants to the Tradewinds Solutions Marketplace whose solutions demonstrated innovation, scalability, and potential impact on DoD missions."

Press Release

- Defense Call to strengthen Governance and remove Policy Barriers:
  https://www.defense.gov/News/News-Stories/Article/Article/3682355/pentagon-official-lays-out-dod-vision-for-ai/

- Defense Becoming Software focused for decision advantage:
  https://www.linkedin.com/posts/defenseinformationsystemsagency_is-the-united-states-department-of-defense-activity-7153020996923379713-oKLD?utm_source=share&utm_medium=member_ios

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GOVERNANCE ECOSYSTEM

SYBAL®'s Proof of Governance® solution is novel, patented by the USPTO, and is internationally patent pending in other jurisdictions. We acknowledge an existing compliance and governance ecosystem that Proof of Governance® will expand.

INDEPENDENT AUDITORS

INTERNAL AUDIT SYSTEMS

Archer - Attestation and document management system and internal systems that the market uses to self audit.

The Big 4

SYBAL is excited to bring computational governance and immutability to this ecosystem.

AUTHORITY/REGULATOR

GAO U.S. Government Accountability Office

SYBAL

ASK & USE OF FUNDS

$1Million Ask

Pre-money valuation is $7M with Lead Investor and $225K committed.

☑ CLIENT ACQUISITION

☑ TECHNOLOGY ADVANCEMENT

☑ TALENT ACQUISITION

☑ SCALING OPERATIONS

☑ COMPLIANCE EXCELLENCE

☑ SECURITY HARDENING

☑ SCALING INFRASTRUCTURE

☑ MARKET EXPANSION
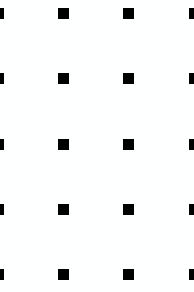
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EXIT STRATEGY & VALUATION $7M PRE-MONEY

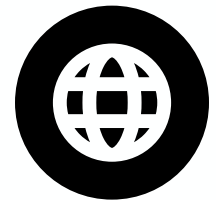Sybal® plans a private and or public offering in the future.

Recent IPOs
- Riskified Year: 2021 Amount: $418 Million website: https://www.riskified.com/
  - AI Powered Fraud Management and risk intelligence
- ClearSale Year: 2021 Amount: $254 Million website: https://www.clear.sale/
  - Ecommerce Fraud Solution

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CONTACT US

To schedule a meeting with the Founders.

🌐 https://sybal.io
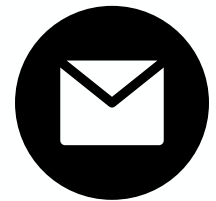
✉️ ike.sanni@sybal.io

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North Bethesda, Maryland

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NOTICE

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