

- Production-Ready Platform
- Pre-Commercialization Stage
- Immediate Acquisition Opportunity
- Limited Strategic Dialogue

The Missing Control Layer in Enterprise AI Infrastructure

Enterprise AI is moving from passive copilots to autonomous execution. Existing infrastructure was never built to manage this runtime risk. RAILS is the governance control layer that sits between AI systems and the real world — enabling enterprise-grade AI deployment at scale, without the compliance and liability exposure that currently blocks adoption.

\$435M+

Projected incremental annual revenue to acquirer within 24–36 months

\$1–2B

Long-term enterprise valuation uplift potential for the acquiring platform

12–25%

Faster enterprise sales cycles through governance friction removal

1.5–2.5x

Revenue multiple uplift on governance-enabled infrastructure revenue

THE PROBLEM

The Governance Gap

As AI agents interact directly with live enterprise workflows, organizations face prompt exploitation, tool abuse, and zero auditability. Security and compliance mandates have become the primary bottleneck to scaling mission-critical AI adoption. Existing infrastructure was never designed for this.

THE SOLUTION

Runtime Policy Enforcement

RAILS operates as a transparent proxy layer between enterprise applications and AI providers. It enforces dynamic runtime policies, intercepts unauthorized agent behavior, and generates immutable audit logs — shifting governance from a compliance afterthought to an infrastructure-level guarantee.

THE OPPORTUNITY

Category Creation Window

RAILS is intentionally pre-commercialized to preserve strategic flexibility. Infrastructure platforms that institutionalize governance-native runtime controls early will define category leadership and shape enterprise purchasing behavior as agentic AI adoption accelerates. The window is narrow.

PLATFORM CAPABILITIES



Real-Time Policy Enforcement

Policy evaluation inline at the execution layer — before model output reaches any workflow or system.



Immutable Audit Logging

Every AI action generates a permanent, immutable audit record — providing the audit defensibility regulated enterprises require.



Multi-Tenant Isolation

Multi-tenant separation ensures policies, data, and audit trails are fully isolated across all customer environments.



Content Remediation

Automated remediation of flagged content — reducing liability exposure without adding friction to workflows.



Agentic Workflow Governance

Validates agent tool-call usage, enforces guardrails, and maintains full auditability across autonomous AI workflows.



EU AI Act Alignment

Architecture patterns aligned with global regulatory frameworks — designed to satisfy EU AI Act and internal governance mandates from day one.

TARGET STRATEGIC ACQUIRERS

IBM

HPE

NCR

Nokia

Xerox

CoreWeave

Salesforce

- Large enterprise customer bases requiring governed AI deployment across existing product lines
- Existing infrastructure platforms needing a runtime control layer without application-level rework
- Regulated sector exposure driving EU AI Act compliance urgency
- Positioned to immediately monetize governance tiers across existing enterprise contracts

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TRANSACTION FRAMEWORK

PREFERRED: STRATEGIC ACQUISITION

- Acquisition valuation tied to strategic revenue unlock potential — not current ARR
- Structured earn-out mechanisms aligned to enterprise adoption milestones
- Founder leadership participation through post-integration productization phases
- Long-term royalty or performance participation constructs available
- No upfront advisory fees — back-end compensation structure preferred
- Compressed decision timeline — pre-commercialization window is narrow

DEPLOYMENT READINESS

- Production-ready, Kubernetes-native architecture — no infrastructure rebuild required
- Integrates at the infrastructure routing layer with zero application-level code changes
- Compatible with multi-model orchestration and VPC or managed SaaS environments

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Zero-to-one enterprise pilot deployment available immediately upon engagement