

Value Proposition

Company Background: Ginkgo-AI delivers Governed Intelligence powered by Metis™, an AI control plane that governs, enforces and audits artificial intelligence inside the customer's own boundary. Government and regulated enterprises have no centralized way to control AI at scale, and the result is shadow AI, data leakage, unenforceable policy and decisions nobody can reconstruct. Metis sits between the user and the organization's systems and makes every model call, data access and agent action identity-bound, policy-controlled, auditable and reversible — with no data leaving the organizational boundary. It is delivered as an on-premise appliance or as a governed subscription. The company has two signed customers and \$36K of contracted value: the Town of Scottsville is live in production with five workflows in daily use, and Westland Realty Group is in deployment. Ginkgo-AI is raising a \$5M seed, released in three tranches against traction milestones.

Leadership Team:

- Dr. Charles Brown, CEO: Experienced in digital transformation and startups.
- Charles Howard, CTO: Leads AI development.
- Jim Patterson, CFO: Oversees finance, accounting and investments.

The full team numbers nine, with 236+ years of combined experience. The team is supported by a six-member advisory board with experience in state and local municipal operations and management, artificial intelligence, health and human services, federal contracting, education and investment funding.

Technologies/Special Know-How:

Metis is a scalable control plane delivered as an on-premise appliance or a governed subscription, exposing five capabilities: identity, authentication and context management; runtime security and AI guardrails; advanced observability and audit trails; cost governance and resource optimization; and policy enforcement and centralized governance. Those capabilities are composed into vertical solution packs, beginning with Metis Municipal and followed by health and human services and real estate. Revenue comes from three streams: a platform subscription priced by governed node across six tiers (\$10K to \$250K in year one), per-user licenses that expand seat by seat inside the account, and the appliance, purchased outright or taken as hardware-as-a-service. Entry is a \$15K, 90-day paid pilot, prepaid and creditable against the first year.

Market:

State and local government IT spending is a \$160.2B budget line in 2026 — the line Metis sits inside. The initial serviceable market, built bottom-up across Virginia and national state and local accounts, is \$289M. The five-year obtainable market is \$79.9M, or 547 accounts at FY31, representing 28% of the serviceable market.

The opportunity is a measurable gap rather than a forecast: 55.7% of government offices already use AI, while only 42.9% have a written policy governing it. Regulation is closing that gap on the company's behalf — Virginia, Texas, Colorado and the EU all compel the same artifact, which is evidence that AI use was authorized, bounded and auditable. Buyers are not purchasing productivity; they are purchasing the ability to survive an audit.

Distribution Channels:

The motion repeats in three steps. A \$15K, 90-day paid pilot is the wedge, generating revenue on day one and qualifying the buyer. The pilot converts to a production account, which becomes a reference. That reference introduces the next locality, and neighboring jurisdictions buy from each other. Channel amplifies it: Carahsoft on SEWP and GSA for the federal path, 2ndWave and the Virginia Municipal League for municipal reach.

Competition:

A regulated buyer needs five things at once: enforcement inside their own boundary, policy applied at runtime, a complete and replayable audit record, model and vendor neutrality, and workflows written to their statutes. Each competing category delivers some of them. AI governance SaaS is a documentation layer and is cloud-only, so it describes controls rather than enforcing them. Hyperscaler tooling enforces well so a town would have to move its records to the vendor before anything could be governed. AI gateways are developer infrastructure with no audit product and no governance workflow. GovTech incumbents sell systems of record, not a governance plane over them. Metis is positioned as the only offering that covers all five, and it is deliberately neutral with respect to the underlying models and the systems it governs.

\$'000

Financial Projections (Unaudited):

	FY27	FY28	FY29	FY30	FY31
Revenue	3,500	10,100	22,300	39,000	79,900
EBITDA	TBU	TBU	TBU	TBU	TBU

Basis of presentation: annual recurring revenue at exit, constructed account by account at model tier pricing. Hardware, professional services and pilot fees are excluded. FY27 converts the accounts already signed; FY31 reflects 547 accounts, consistent with the serviceable obtainable market above.

Quick Facts

Company Name:

Ginkgo Development Corporation
d/b/a Ginkgo-AI

Contact:

Dr. Charles Brown, CEO

Address:

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Roanoke, VA

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Website: ginkgo-ai.com

Industry: Enterprise Software /
AI Governance

Domain: Government and
Regulated Enterprise

Bank: Bank of Botetourt

Law Firm: Church Legal

Patent Estate: One provisional
patent

Employees: 9 total, 3 full-time

Leadership Team:

- Dr. Charles Brown, CEO
- Charles Howard, CTO
- Jim Patterson, CFO

Amount of Financing Sought:

\$5M seed, three tranches. Post-
money SAFE, \$10M cap.

Current Investors

\$150K founder capital to date.
VIPC programs available.

Use of Funds:

GTM 40%, delivery 35%, product
and cloud 25%

Auditor:

TBU