



# EDGE REALM INC.

## Investment Opportunity – Seed Round

Edge Realm Inc. develops High-Performance Computing (HPC) solutions for edge environments, empowering users with secure, autonomous operations in Denied, Degraded, Intermittent, and Low-bandwidth (DDIL) environments. Our mobile, containerized platform, ERVault™, ensures **data and process sovereignty** for mission-critical defense and commercial applications, while delivering eco-friendly operating costs savings.

### Our Product - ERVault™

The ERVault™ is our edge computing platform, designed for ultimate performance and security outside of traditional cloud partitions. It is a mobile, containerized solution built to provide secure and autonomous operations even in the most challenging DDIL environments.

Hardware & Form Factor	Key Benefit
<b>High-Performance Compute (HPC):</b> Integrating best-in-class, off-the-shelf components in a vendor coalition for superior performance	<b>Operational:</b> 24x faster deployment, 95% reduction in cooling energy, 100% elimination of water consumption, 70% reduction in physical footprint
<b>Immersion Cooling (IC):</b> State-of-the-art thermal management using specialized fluids to ensure optimal card density and maintain thermal curves	<b>Strategic:</b> Complete mobility and redeployment capability, integrated security and compliance stack, DDIL-capable
<b>Containerized Deployment:</b> Flexible form factors including 20' (TEU) and 40' (FEU) standard ISO shipping container sizes with customization options	<b>Financial:</b> \$1.5M first-year savings, \$9.9M avoided construction costs, 3.9-year payback period, 56.2% 10-year ROI
<b>Integrated Cybersecurity &amp; GRC</b>	
<p>Every ERVault™ includes a comprehensive Governance, Risk, and Compliance (GRC) wrapper environment: BYOS (<i>invisible endpoints, NSA-approved, CSfC Retransmission Device</i>), InvisiRisk (<i>application firewall with SBOM scanning</i>), YouAttest (<i>identity governance automation</i>), and Allgress (<i>GRC automation for CMMC &amp; NIST 800-53</i>).</p>	

## Investment Highlights

- Exceptional Team:** Fortune 500 operational leadership (19-year GE Aviation veteran), former public company CEO with \$20M scaling track record, 60+ years combined enterprise sales experience from IBM and HPE
- De-risked Manufacturing:** Strategic partner TRECIG Manufacturing (250,000 sq ft facility, AS9100D certified) eliminates hardware startup's primary failure point
- Government Market Access:** Partnership with KUOG Corporation provides access to \$2.6B in IDIQ contract vehicles
- Strategic Partnerships:** Intel (technology), ThreatGEN (cybersecurity)
- Rapid Path to Revenue:** 90-day prototype, production-ready by Q3 2026, validated 6-quarter path to \$258M revenue

## KPIs & Financial Proforma

Metric	Phase 2	Phase 3	Phase 4	Q1-Q2	Q3-Q6
<b>Duration</b>	3 months	9 months	12 months	6 months	12 months
<b>Units Delivered</b>	1	10	100	3-4	35-40
<b>Quarterly Revenue (\$M)</b>	\$4	\$9	\$65	\$11	\$125
<b>Phase Budget (\$M)</b>	\$4	\$38		\$177	

## Investment Structure

<b>Round</b>	Seed Round
<b>Instrument</b>	SAFE ( <a href="#">Simple Agreement for Future Equity</a> )
<b>Pre-Money Valuation</b>	\$20,000,000
<b>Minimum / Target</b>	\$2,000,000 minimum / \$5,000,000 target
<b>Use of Funds</b>	Phase 2 Prototype Development (90 days)
<b>Series A Commitment</b>	\$20,000,000 upon Phase 2 milestone completion

## Information

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## Management Team

### Frank G. Stepic – CEO & President

19-year GE Aviation veteran with senior operations leadership experience, including leading the Austin Digital acquisition integration (2012-2013). Former Director of Industry 4.0 at Sabel Systems and General Manager at Launch Consulting Group. Extensive expertise in edge computing technologies (Apache Spark, Zero Trust Security, Intel Tiber Trust Authority, Agentic AI). Proven capability in operational complexity navigation, and business development across Energy, Aviation, Technology, and Government sectors.

### Robert C. Rhodes – CFO, Treasurer & Corporate Secretary

Former CEO of publicly traded companies with exceptional scaling track record. At Systems Evolution Inc., founded and grew company to \$20M+ revenue rate with 100+ employees, acquired 5 companies, and achieved #1 fastest growing Houston tech company status. Completed 41+ restructuring projects through DSV Consulting and brought 17+ public companies to market. At ThreatGEN, drove sales from \$0 to \$600K+ in 12 months with ARR at \$250K+. Deep expertise in financial crisis management, capital efficiency optimization, and stakeholder management critical for hardware startup success.

### Robert Hilliker – Chief Strategy Officer

35+ years of enterprise technology sales experience spanning Sprint, Cbeyond, XO Communications. Co-founded Virtual-Q and multiple technology companies. Provides enterprise sales sophistication and channel development expertise that defense tech companies typically lack at seed stage. Deep understanding of complex technology sales cycles and partner ecosystem development.

### Jerry Sisson – Chief Revenue Officer

25+ years at IBM, HPE, and Micro Focus with extensive government contracting experience. Founded MyTech.Network connecting Enterprise, Mid-Market, and Government customers. Delivers government channel partner ecosystem navigation and specialized procurement knowledge that represents a critical competitive moat in defense technology.

## Partner Ecosystem Details

### Strategic Partners

- **Intel Corporation:** Edge computing technology partnership, access to cutting-edge processors optimized for edge workloads
- **KUOG Corporation:** Prime contractor relationship providing \$2.6B in IDIQ contract vehicles (\$975M Warfighter Readiness Contract, \$1.7B Support Equipment Vehicles Contract)
- **TRECIG Manufacturing:** 250,000 sq ft facility, AS9100D aerospace certified, comprehensive capabilities including precision machining, welding, fabrication, paint, coatings, and assembly
- **ThreatGEN:** Cybersecurity training platform provider, enables rapid AI-driven tabletop exercises through AutoTableTop™ integration



### GRC Ecosystem

- **Allgress:** GRC automation framework for compliance processes (CMMC, third-party risk management)
- **BYOS:** Hardware-based micro-segmentation and cloaking, DISA-vetted CFSM solution, NSA-certified
- **Invisirisk:** Software supply chain security with built-in application firewall, blocks risky open-source code
- **YouAttest:** Identity governance automation, implements least privilege principle with automated access reviews



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