

RequoraX

Investor Package

AI-Native Business Analysis Platform

Confidential — March 2026

SAFE Note • \$50K–\$150K • Pre-Seed / Angel

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1. Executive Summary

The Opportunity

RequoraX is an AI-native platform purpose-built to transform how Business Analysts capture, analyze, and deliver requirements. The \$12B+ BA tools market is fragmented across 6–8 disconnected point solutions. RequoraX consolidates the entire BA workflow — from live meeting transcription and AI coaching through document generation, traceability, and governance — into a single, BABOK-aligned platform.

Business Overview

Company	RequoraX Inc.
Location	Remote-first, Global
Stage	Pre-launch — Platform fully built
Funding Required	\$50K – \$150K (Angel / Pre-Seed)
Instrument	SAFE Note, 25% discount, \$3M–\$4M cap
Purpose of Funds	Go-to-market, infrastructure, first hires

Key Highlights

- 12+ integrated modules replacing 6–8 separate tools
- 3 subscription tiers already built and production-ready (Professional, Team, Enterprise)
- Stripe billing, RBAC, audit logs, and supervisor dashboards live in codebase
- AI-powered meeting analysis, document generation, and coaching
- BABOK Knowledge Area alignment built into every workflow
- Berkus valuation floor: \$1.95M; DCF mid-case: \$3.6M

2. Mission, Vision & Objectives

Mission

To empower every Business Analyst with AI-augmented tools that elevate the quality, speed, and traceability of requirements engineering — aligned to international standards.

Vision

To become the global standard platform for Business Analysis, replacing fragmented toolchains with a single intelligent workspace that learns, coaches, and delivers.

Strategic Objectives

- Achieve 500+ paying users within 12 months of launch
- Establish category leadership in AI-powered BA tools
- Build a self-improving platform through document learning and feedback loops
- Expand from individual BAs to team and enterprise adoption (tiers already built)
- Maintain 87–90% gross margins through efficient AI model utilization

Deliverables

- Production-ready SaaS platform with 12+ modules
- Stripe-integrated billing across three tiers
- AI meeting transcription and analysis pipeline
- Automated document generation with template system
- Role-based access control and audit compliance
- Investor reporting dashboard and KPI tracking

3. Market Analysis

Total Addressable Market

The global Business Analysis tools market exceeds \$12B annually, spanning requirements management (\$3.2B), meeting intelligence (\$2.8B), document automation (\$2.1B), project governance (\$2.4B), and stakeholder analytics (\$1.5B+).

Target Segments

Segment	Size	Pain Point
Independent BAs	~200K globally	Tool fragmentation, manual documentation
BA Teams (5–50)	~50K teams	Inconsistent standards, no coaching
Enterprise BA CoEs	~10K orgs	Governance gaps, audit compliance
Consulting Firms	~15K firms	Template reuse, client reporting

Market Timing

The convergence of affordable LLMs, widespread remote meeting adoption, and increasing regulatory pressure on requirements traceability creates a unique window. Organizations are actively seeking consolidated platforms — the “single pane of glass” for BA work.

4. Platform Tiers (Already Built)

All three subscription tiers are production-ready in the current codebase:

Capability	Professional	Team	Enterprise
Seats	1	3–50	50–500+
Meeting Transcription	✓	✓	✓
AI Document Generation	✓	✓	✓
BABOK Alignment	✓	✓	✓
Risk Register	✓	✓	✓
Role-Based Access	—	✓	✓
Supervisor Dashboard	—	✓	✓
Audit Logs	—	✓	✓
Multi-Org Isolation	—	—	✓
Custom Branding	—	—	✓
Stripe Billing	✓	✓	✓
Status	Built	Built	Built

5. Product & Technology

Core Modules (12+)

- Live Meeting Capture — Real-time transcription with speaker diarization
- AI Meeting Analysis — Automatic extraction of requirements, risks, decisions
- Document Generation — BRD, SRS, FRD, user stories with template support
- Requirements Traceability — End-to-end linking from meeting to deliverable
- Risk Register — AI-assisted risk identification and impact assessment
- Stakeholder Management — KPI tracking, approval workflows, RACI
- Task & Project Management — Kanban boards, milestones, Gantt views
- BA Coaching — Performance scoring, skill assessments, learning goals
- Decision Log — Auditable record of all project decisions with rationale
- Root Cause Analysis — AI-powered 5-Whys and fishbone analysis
- Data Governance — Retention policies, consent management, audit trails
- Investor Suite — ROI calculator, valuation models, downloadable package

Technology Stack

React + TypeScript frontend, Supabase (PostgreSQL + Auth + Edge Functions) backend, AI models via Lovable AI gateway (Gemini, GPT-5), Stripe billing, real-time collaboration via WebSockets.

6. Go-to-Market & Sales Strategy

Launch Strategy

RequoraX will execute a phased go-to-market strategy targeting the most underserved segment first — independent and freelance Business Analysts — before expanding into teams and enterprises.

Phase 1: Community-Led Growth (Months 1–4)

- Launch on Product Hunt, LinkedIn BA communities, and IIBA chapters
- Free-tier with meeting limit to drive sign-ups and word-of-mouth
- Content marketing: “BA workflows before/after RequoraX” case studies
- Webinar series on AI-augmented requirements engineering

Phase 2: Team Expansion (Months 5–8)

- Activate Team tier with collaborative features (already built)
- Inside sales targeting BA managers and PMO leads
- Partnership with BA training providers and consulting firms
- Referral program: existing users invite their team

Phase 3: Enterprise (Months 9–12)

- Enterprise tier with SSO, custom branding, dedicated support
- Channel partnerships with Big 4 consulting BA practices
- SOC 2 Type II certification for enterprise compliance

Sales Channels

- Self-serve (website sign-up with Stripe checkout)
- Inside sales (demo-to-close for Team/Enterprise)
- Channel partners (consulting firms, training providers)
- Marketplace listings (future: Atlassian, Microsoft AppSource)

7. Business Model & Revenue Projections

Revenue Model

SaaS subscription with three tiers, plus usage-based add-ons for AI credits and storage. Stripe billing infrastructure is fully integrated.

Tier	Monthly Price	Annual Price	Target Users
Professional	\$29/mo	\$290/yr	Individual BAs
Team	\$79/seat/mo	\$790/seat/yr	BA teams 3–50
Enterprise	Custom	Custom	50–500+ seats

Revenue Projections

Period	Users	ARR	MRR
Month 6	50–100	\$17K–\$35K	\$1.4K–\$2.9K
Year 1	200–500	\$70K–\$175K	\$5.8K–\$14.6K
Year 2	1,000–2,500	\$350K–\$875K	\$29K–\$73K
Year 3	5,000+	\$1.75M+	\$146K+

8. Management & Organizational Structure

Current Team

RequoraX is currently founder-led with a lean operational model. The founder serves as CEO, product architect, and lead developer — demonstrating capital efficiency and deep domain expertise.

Founder Profile

- 10+ years in Business Analysis and requirements engineering
- IIBA-certified with hands-on experience across multiple industries
- Full-stack development capability (React, TypeScript, PostgreSQL, AI/ML)
- Built the entire 12+ module platform as a solo technical founder

Planned Hires (Post-Funding)

- Growth Marketer — Content, SEO, community building
- Customer Success Lead — Onboarding, retention, upsell
- Senior Frontend Engineer — UI polish, performance, accessibility
- DevOps / Security Engineer — SOC 2 prep, infrastructure hardening

Advisory Board (Planned)

Seeking advisors in: Enterprise SaaS go-to-market, IIBA/BA community leadership, AI/ML product strategy, and angel/VC fundraising.

9. Operational Plan

Infrastructure

- Cloud-hosted on Supabase (PostgreSQL, Auth, Edge Functions, Storage)
- AI inference via managed gateway (Gemini, GPT-5) — no GPU overhead
- CDN-delivered frontend via Lovable platform with global edge caching
- Stripe for billing, invoicing, and subscription lifecycle management

Cost Structure

Category	Monthly Cost	% of Revenue (at scale)
Cloud Infrastructure	\$200–\$500	3–5%
AI API Credits	\$500–\$2,000	8–12%
Stripe Fees	2.9% + \$0.30/txn	~3%
Domain & Email	\$20–\$50	<1%
Total COGS	\$720–\$2,550	10–15%

Target Gross Margin: 87–90%

Lean operations with no physical infrastructure, minimal headcount, and usage-based AI costs that scale linearly with revenue.

10. Competitive Landscape

RequoraX is the only platform that consolidates the full BA workflow into a single BABOK-aligned product:

Capability	RequoraX	Jira	Aha!	Fireflies	Otter.ai	Notion
Meeting Transcription	✓	—	—	✓	✓	—
AI Meeting Analysis	✓	—	—	Partial	—	—
Document Generation	✓	—	—	—	—	Manual
Requirements Traceability	✓	Partial	✓	—	—	—
Risk Register	✓	—	✓	—	—	—
BA Coaching / Scoring	✓	—	—	—	—	—
BABOK Alignment	✓	—	—	—	—	—
Stakeholder KPIs	✓	—	Partial	—	—	—
Subscription Tiers	3 Built	1	1	1	1	1
Billing/Add-ons	Stripe Live	✓	✓	✓	✓	✓

Competitive Moat

- Only BABOK-aligned AI platform in the market
- Document learning system creates compounding quality advantage
- Full workflow consolidation eliminates integration friction
- 12+ modules already built — 18–24 month head start on competitors

11. Valuation & Deal Terms

Valuation Summary

Method	Low	Mid	High
Berkus Method	\$1.50M	\$1.95M	\$2.50M
DCF (35% discount)	\$2.4M	\$3.6M	\$5.1M
Comparable Analysis	\$3.0M	\$4.0M	\$7.1M

Deal Structure

Term	Details
Instrument	SAFE Note (Y Combinator standard)
Valuation Cap	\$3M – \$4M
Discount	25%
Raise Target	\$50K – \$150K
Use of Funds	GTM, infrastructure, first hires
Investor Rights	Pro-rata, quarterly updates, information rights

12. Financial Projections

5-Year Projection (Conservative Case)

Metric	Year 1	Year 2	Year 3	Year 4	Year 5
Users	300	1,500	5,000	12,000	25,000
ARR	\$105K	\$525K	\$1.75M	\$4.2M	\$8.75M
Gross Margin	87%	88%	89%	90%	90%
EBITDA	(\$45K)	\$52K	\$525K	\$1.68M	\$3.94M
Headcount	2	5	10	18	30

Key Assumptions

- Average Revenue Per User (ARPU): \$29/mo individual, \$79/seat team
- Monthly churn: 3% (Year 1), declining to 1.5% (Year 3+)
- Customer Acquisition Cost (CAC): \$50–\$150 blended
- LTV:CAC ratio target: 5:1+ by Year 2
- AI cost per user: \$2–\$5/mo (declining with model efficiency)

13. Risk Analysis & Mitigations

Risk	Severity	Mitigation
Slow user adoption	High	Free tier, community-led growth, IIBA partnerships
AI model cost increases	Medium	Multi-provider strategy, model optimization, caching
Competitor response	Medium	18-month head start, BABOK moat, document learning
Single founder risk	High	First hire plan funded, documented architecture
Data security breach	High	SOC 2 prep, RLS policies, encryption at rest/transit
Market timing	Low	Remote work trend accelerating BA tool demand

14. Roadmap & Milestones

Timeline	Milestone	Status
Q1 2026	Platform build complete (12+ modules)	Done ✓
Q1 2026	Three subscription tiers built	Done ✓
Q1 2026	Stripe billing integration	Done ✓
Q1 2026	Investor suite & package	Done ✓
Q2 2026	Public launch — all tiers live	Planned
Q2 2026	First 50 paying users	Planned
Q3 2026	SOC 2 Type II certification	Planned
Q3 2026	500 users milestone	Planned
Q4 2026	Series Seed readiness (\$1M–\$2M)	Planned
2027	International expansion & API marketplace	Planned

15. Use of Funds & Call to Action

Allocation of \$50K–\$150K Raise

Category	Allocation	Details
Go-to-Market	40%	Content, ads, community events, Product Hunt launch
Infrastructure	20%	Cloud scaling, security hardening, SOC 2 prep
First Hires	25%	Growth marketer, customer success (contract)
Legal & Admin	10%	IP filings, incorporation, compliance
Reserve	5%	Contingency buffer

Next Steps

We invite you to join RequoraX at the ground floor of what we believe will become the standard platform for Business Analysis worldwide.

- Schedule a live demo: investors@requorax.com
- Review the live platform: requorax.com
- Discuss terms: Open to conversation on SAFE structure

Thank you for considering RequoraX.

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