ONE FEBRUARY IN MIAMI

Compliance picked me.

A phone call about a language problem

Dictionary, ontology, defensible mappings

Unified Compliance Framework

“It paid.”

Founder’s recollection



Miami skyline, 2006 / Marc Averette

BACK TO COMPLIANCE

Compliance picked me twice.

01 START OF THE ONEDAY MBA

Jody’s book

02 AFTER THE SECOND CALL

STIGViewer

I chose to build a business over taking a one-off job.

The dictionary made the crosswalk defensible

Dictionary

Agree what the terms mean across sources.

Same words can mean different things. Different words can mean the same thing.

Mappings

Show which requirements line up and why.

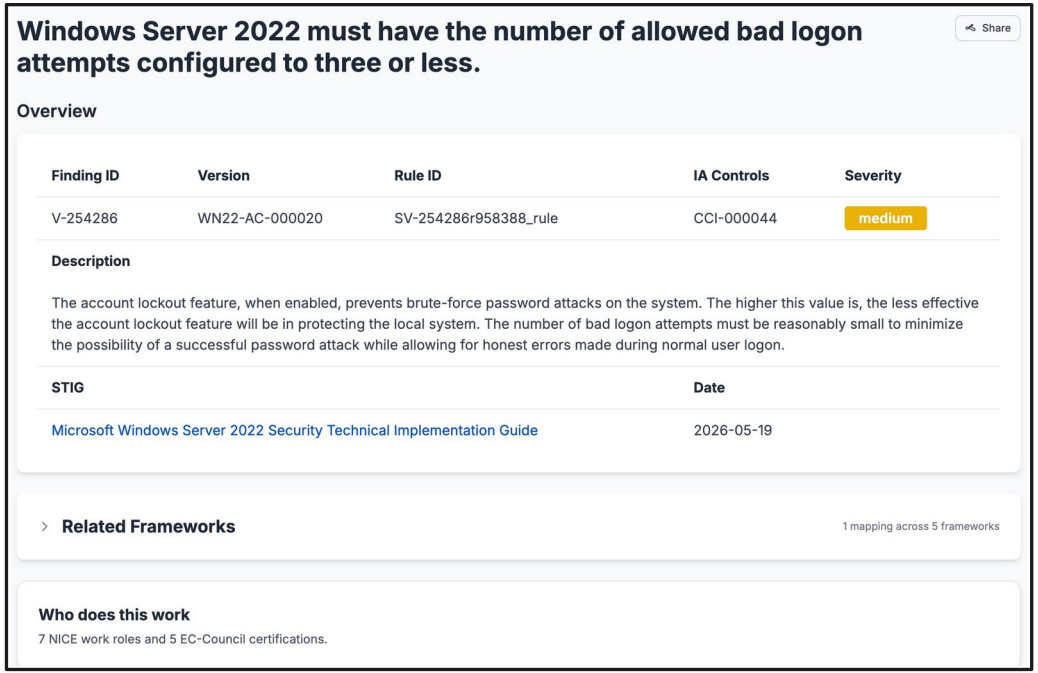
Keep the source and reasoning available for inspection.

THE FOUNDATION

Dictionary, ontology and defensible mappings

C1 · C7

A STIG tells you what to check and fix



Windows Server 2022 must have the number of allowed bad logon attempts configured to three or less.

Share

Overview

Finding ID	Version	Rule ID	IA Controls	Severity
V-254286	WN22-AC-000020	SV-254286r958388_rule	CCI-000044	medium

Description

The account lockout feature, when enabled, prevents brute-force password attacks on the system. The higher this value is, the less effective the account lockout feature will be in protecting the local system. The number of bad logon attempts must be reasonably small to minimize the possibility of a successful password attack while allowing for honest errors made during normal user logon.

STIG	Date
Microsoft Windows Server 2022 Security Technical Implementation Guide	2026-05-19

Related Frameworks — 1 mapping across 5 frameworks

Who does this work

7 NICE work roles and 5 EC-Council certifications.

stigviewer.com, rule V-254286, Windows Server 2022 STIG V2R9, captured 20 Oct 2026

TECHNOLOGY

Windows Server 2022

REQUIREMENT

No more than three bad logon attempts

CHECK

Open Group Policy. A threshold of 0 or more than 3 is a finding

AVAILABLE

C1 · pack R3-11

A website brief became a business question

Who uses it, who pays, and who sells it?

Access

C1 · C2

Understanding

C3 · C4

Execution

C5 · C6 · C7

Three roles in the business

The practitioner

Looks up and checks a rule

The compliance lead

Needs evidence and buys

The partner

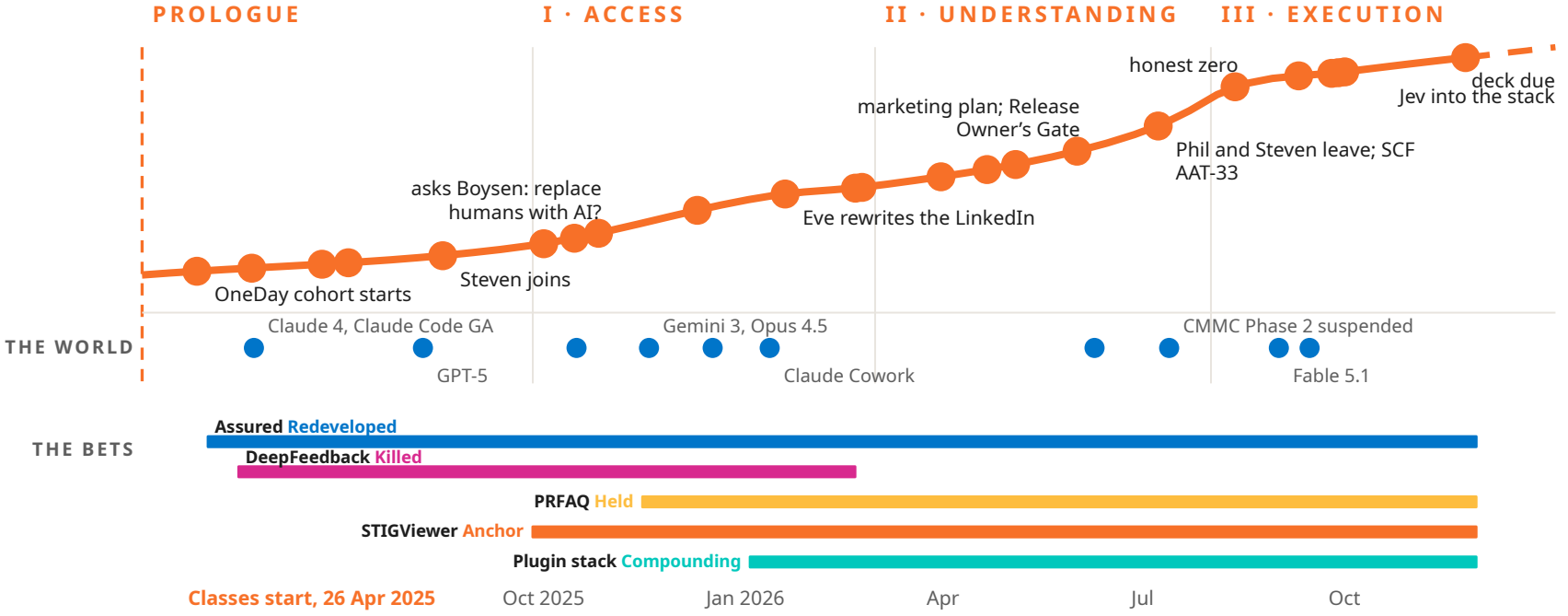
Reaches both in existing tools

“Each discovery made the previous answer necessary but insufficient.”

C1 · C7 · structure · pack R1-05

Three discoveries changed the business

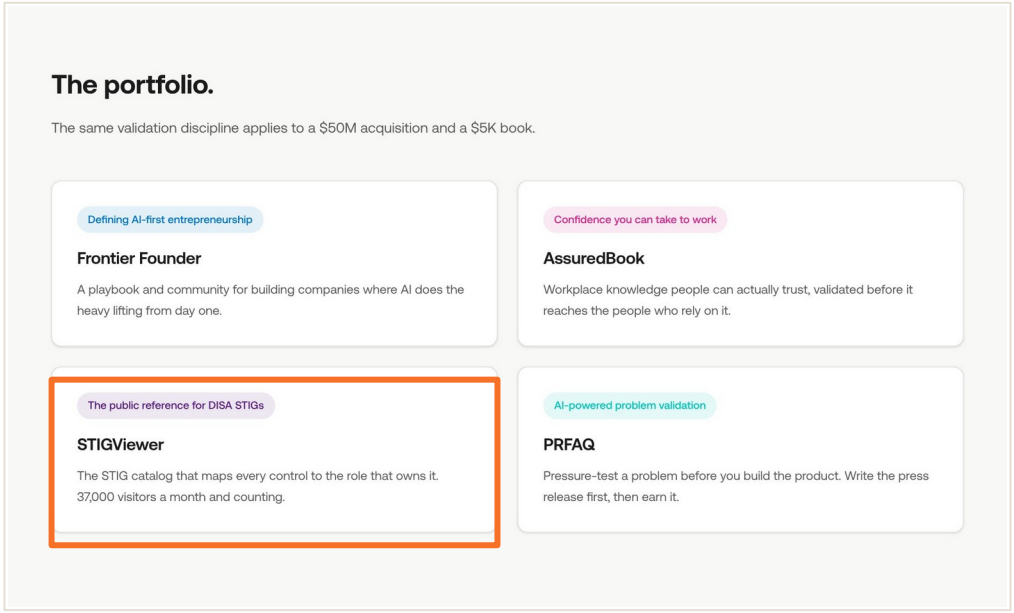
Conceptual journey, without a measured scale. Orange: decisions. Blue: external events. Dates in the pack.



C3 · C7 · structure · pack R7-01, R8-02

Four bets competed for the next dollar

The four MBA experiments inside the studio portfolio.



moxywolf.com, the studio homepage (portfolio section), captured 22 Oct 2026

The four MBA bets were Assured, DeepFeedback, PRFAQ and STIGViewer. DeepFeedback wound down in February. Frontier Founder is on today's wall, but wasn't one of those four bets. The verdicts follow on slide 8 (R8-02).

C1 · C7 · pack R1-07, R8-02

STIGViewer earned the next dollar

Bet	Riskiest assumption	What the test showed	Verdict	Effect on the next dollar and hour
Assured (Jody's book, May 2025)	The book is a funnel to classes and coaching	Readers bought and praised it; 24 testimonials. Nobody enrolled in a class.	**Redeveloped, Mar 2026**	Site rebuilt in-house; classes dropped; book remonetised for Jody. No MoxyWolf hours past the rebuild.
DeepFeedback.ai (from Looplytic, May 2025)	Founders will pay for AI customer research	About $35K lifetime JV revenue; signup friction; not enough to carry a team.	**Killed, Feb 2026**	Partners out 13 Jan. Founder's time to STIGViewer.
PRFAQ (prfaq.dev, Nov 2025)	A sales motion exists without consulting	Built in two 8-hour sprints (Jun 2026). Pull came only through consulting. The method ran STIGViewer's own launch.	**Held, Jun 2026**	No further build. Runs as an option; the method stays in use.
STIGViewer / OpenControls (handed over Sep 2025)	The user, the buyer and the seller are one person	Practitioner free, buyer signs, partner resells. October: 2 recorded payers. Hugh's payment owner-reported, receipt unverified.	**Anchor, Sep 2025 on**	**The mapping engine, the partner bench, the pricing. Every next dollar and hour.**

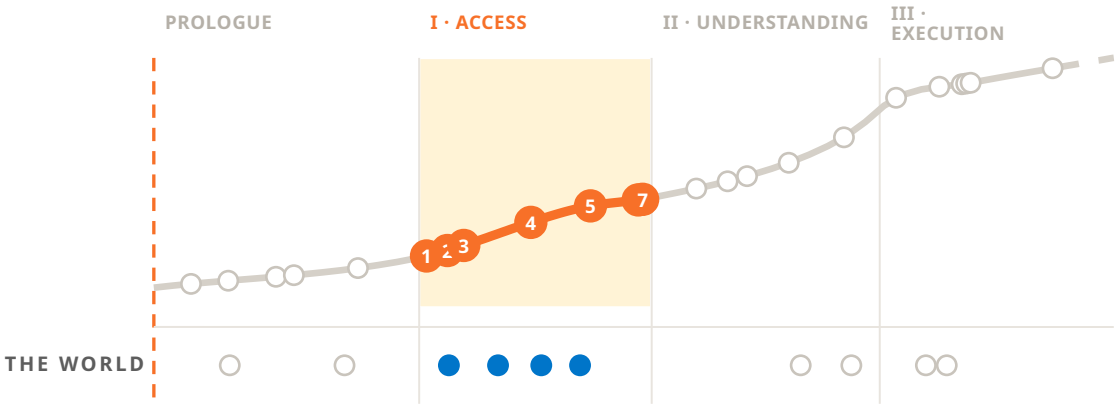
Verdicts as recorded in the pack, dates included. How the fourth bet arrived: DoD and DISA instructed the handover after the founder left UCF; Michael took the helm 26 Sep 2025 (R1-02, R1-07, R1-11).

C1 · C7 · pack R8-02

Access: I had to rethink delivery

C1 PROBLEM, VALUE PROPOSITION, AUDIENCE · C2 DISCOVERING TRACTION

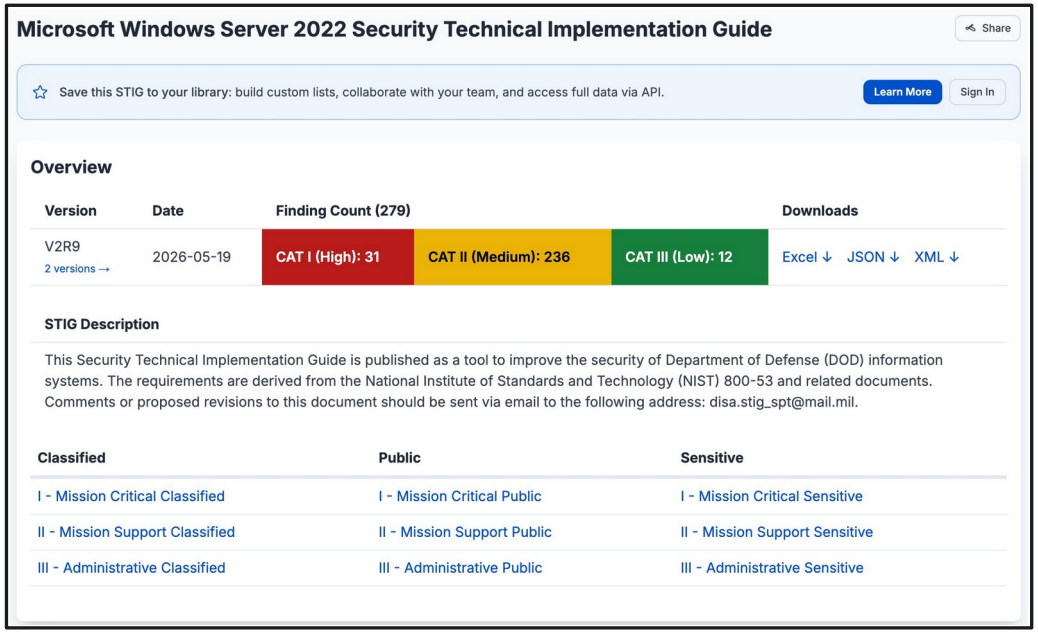
I needed a clear owner and a way to judge the work.



1. 1 Oct ’25 KingdomKode starts
2. 15 Oct ’25 Google AI Agents Live, LA
   - 16 Oct ’25 plugins, Agent Skills
3. 26 Oct ’25 asks Boysen: replace humans with AI?
   - 18 Nov ’25 Gemini 3, Opus 4.5
4. 10 Dec ’25 RegGenome JV: pass
   - 17 Dec ’25 Udemy and Coursera combine
   - 12 Jan ’26 Claude Cowork
5. 19 Jan ’26 Eve rewrites the LinkedIn
6. 20 Feb ’26 Edify starts
7. 23 Feb ’26 KingdomKode ends

act card

I assumed the user would be the buyer



stigviewer.com, the Windows Server 2022 STIG as a first visitor finds it, logged out, 20 Oct 2026

THE TASK, AS BRIEFED

1. Find the guidance

2. Obtain usable access, and sell it securely to the Defense Industrial Base

Assumption underneath: the user, the buyer and the seller are one person.

Alongside: DeepFeedback (decision Jan 2026, wind-down Feb) and Jody's book (redeveloped Mar). Full four-bet record: R8-02.

AVAILABLE

C1 · C7 · pack R1-02, R1-07, R1-11, R3-11, R8-02

Customer conversations reshaped the offer

88 / 70

cal.com bookings / unique outside people, Jul 2025 to Oct 2026. Bookings, not completed interviews; a sample puts completions near three in four.

WHAT CHANGED AN ASSUMPTION

The fee surprised Heidi; the reason didn't. Strike Graph's customers won't pay for MCP separately.

18 **partner calls, by name**

DTA, SecRed, PolicyCo, CSA, ArqLab, SG Advisory, XAnalytics, Wykoff, Diligent, Fossity

14 **one-question pricing notes**

to named visitors

12 **beta invitations**

more than half accepted

5 **inbound replies**

of 8 real inquiries since 1 May

Separate denominators; not a funnel. Source R1-04 discovery log (medium confidence), R1-03. Full method ledger: R8-03.

C1 · C2 · pack R1-03, R1-04, R8-03

The tests pointed to different decisions

Bet	Channel tested	Observed result	Decision	Next proof
Assured	Own network / Jody's groups	5 / 50 downloads	Use Jody's audience	Class sales: none
DeepFeedback	September Google Ads	26.9% click-through; 0 signups	Clicks are not adoption	**Why signup failed**
STIGViewer	Partners / outbound	Partner route found; outbound test not administered	Prioritise partners	Paid partner use

Selected results from eight tests. Complete register, denominators and verdicts: R8-04. Click-through does not establish signup, payment or retention.

C2 · pack R2-03, R8-04

The compliance lead needs defensible evidence

The practitioner

Looks up a STIG, checks a rule, leaves.

Uses it, free. 37,000 a month. Never pays and shouldn't.

The compliance lead

Must prove which requirements are covered and which aren't.

Signs. Wants proof of absence to hand an assessor.

The partner

Already sells to both. Wants our content inside their product.

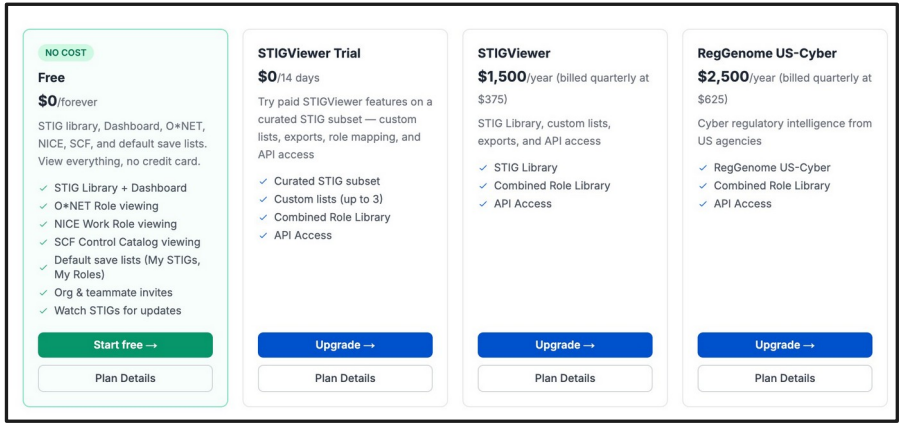
Resells. Their paper, revenue shared.

One task per role. Free traffic isn't a paid pipeline; partner discovery is how the buyer and the distributor came into view.

Audience hypothesis supported by discovery, not universal behaviour. Source R1-05. Full detail: R8-03.

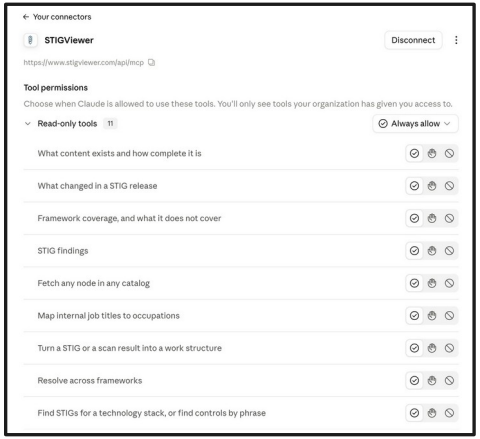
C1 · C2 · pack R1-05, R1-06, R8-03

The content had to travel beyond the site



Pricing capture, 20 Oct 2026. Paid plans show API access. Historical pricing snapshot.

AVAILABLE



The same content inside an AI tool: the STIGViewer MCP server, connected

AVAILABLE

API

a way for other software to fetch the content

MCP

a way for AI tools to use it

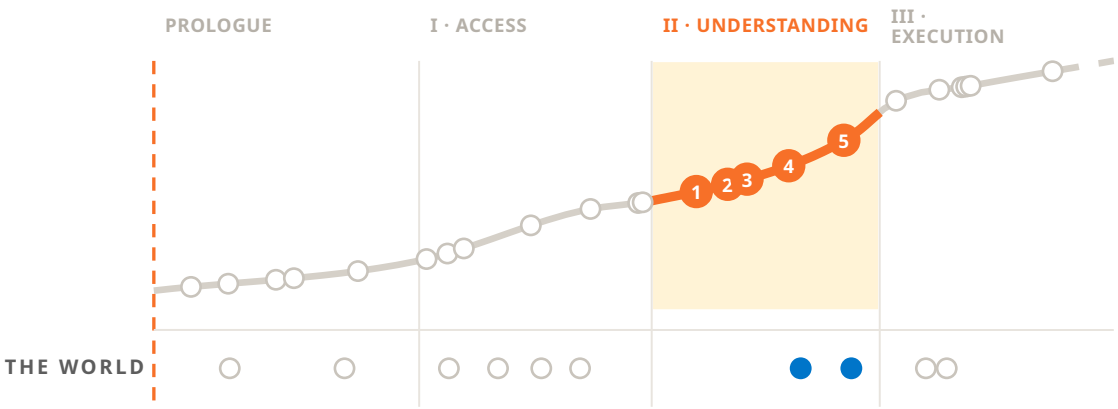
"I am connected, and it works great!" Kevin Houston, 22 Sep 2026, three days after the MCP beta. Proves a connection. Not retention, not adoption.

C2 · C3 · pack R3-04, R3-11

Understanding: what can we prove?

C3 JOURNEY TO PRODUCT-MARKET FIT · C4 STRATEGY, VISION, MISSION, VALUES

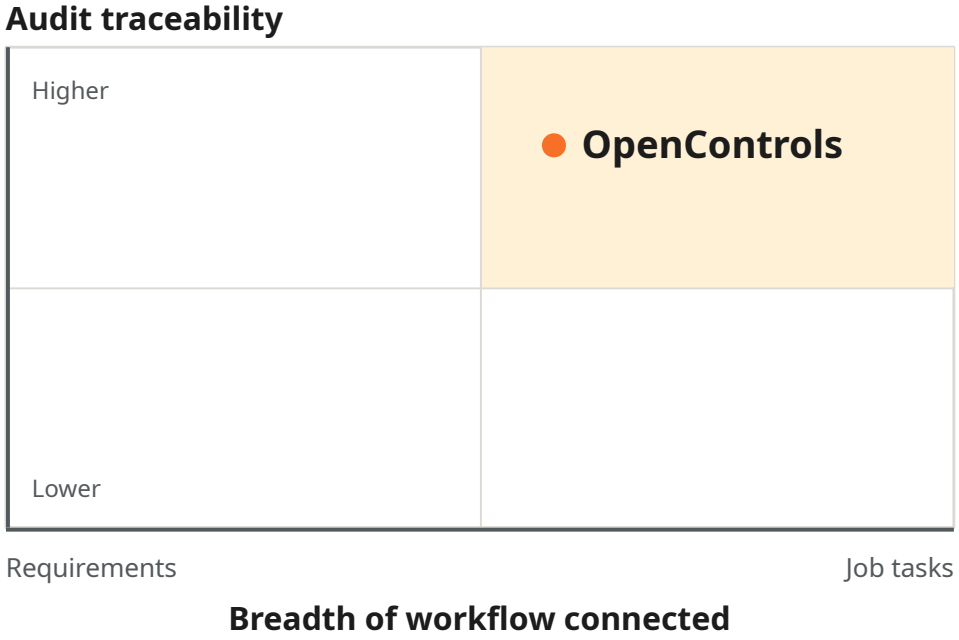
A useful answer still had to show where it came from.



1. 31 Mar ’26 Eric: venture studio
2. 21 Apr ’26 QBatch starts, $35/hr
3. 4 May ’26 Edify closed
4. 1 Jun ’26 marketing plan; Release Owner’s Gate
- 9 Jun ’26 Claude 5 family
5. 8 Jul ’26 Phil and Steven leave; SCF AAT-33
- 13 Jul ’26 CMMC Phase 2 suspended

act card

From regulation to the work that gets done.



Product positioning, not an independently scored ranking.

The workflow we're connecting

- **Regulations**
- **STIGs**
- **Job tasks**
- **AI capabilities / planned**

A control can lead to concrete STIG rules

ILLUSTRATIVE WORKFLOW

How a compliance lead could move from a general control to a specific rule.

Compliance control → **NIST mapping** → **Related STIGs** → **Individual rules**

Filter the related STIGs by product or platform.

Schematic only. Not a product screenshot or evidence of a shipped integration.

RegViewer is being built to trace evidence back

PLANNED GOLDEN THREAD

Start with what the rule asks. Follow it to the work. Trace the evidence back to the source.

Requirement → **Control / STIG** → **Job task** → **Evidence**

The dictionary connects the terms across each step.

Planned workflow, not a shipped RegViewer feature. AI capability links are planned separately.

Feedback changed the offer and the next test

	ASSUMPTION	OBSERVATION	DECISION
API and MCP bundling SHIPPED	People will pay for the AI connection separately.	Beta users expect it in the price (SecRed, Marfi, IT Convergence).	Bundled into the paid tier, 24 Sep.
Mapping engine SHIPPED	A crosswalk with provenance on every cell is buildable in a quarter.	56,000 definitions crosswalked in 6.5 weeks; derived mappings labelled as ours.	Shipped 30 Sep. Jev classification test next, with PolicyCo.
Pricing friction BUILT	Visitors who click upgrade will check out.	September: 78 upgrade clicks, 0 checkouts (same cohort, same window).	Quote path built by 11 Nov (founder update). Testing with three resellers; customer completion and conversion are the next proof.

September results retained. November milestone: founder update for December presentation. Full register: R8-05.

C2 · C3 · pack R3-02, R3-05, R3-10, R8-05

Three of 781 associations were direct mappings

781 different kinds of connection **3**

AC-1, August 2026: 781 SCF associations displayed; the publisher's direct mappings were 3. Fixed in 16 minutes. Direct now headlines; composed routes are disclosed as ours.



The live page today, AC-7: one asserted SCF mapping (STRM), one asserted 800-171 mapping, and the composed routes labelled by the product. stigviewer.com/controls/nist-800-53/AC-7, 20 Oct 2026

WHAT THE LABEL SAYS

"Also reachable in 2 hops (100), derived by us, not asserted by any source."

The hundred aren't false. They're a different kind of connection, and they say so.

C3 · C4 · C7 · pack R3-04, R3-11

Coverage shows where the evidence stops

MCP OUTPUT · stigviewer_coverage · NIST 800-171 × Windows Server 2022 STIG · 4 hops · 20 Oct 2026

Bucket	Count	Of 110	What the server says it means
Addressed	34	30.9%	Reached by this STIG through published mappings
Addressable, not by this STIG	36	32.7%	Reachable through other STIGs in this dataset
Residue	**40**	**36.4%**	**No STIG route found in this dataset: policy, documentation, contracts**

"Addressed is not compliant… it must not be presented as one." The server's own language, returned with every answer.

AVAILABLE VIA MCP | WEB VIEW CATCHING UP

Counts describe the 20 Oct mapped dataset and query, not universal coverage. Competitor evidence: R8-06. MCP output: R3-04.

WHERE THE CONTRIBUTION SITS

The authoritative source

DISA's STIGs and official viewer. Free, air-gapped. They publish the rules.

The GRC workflow

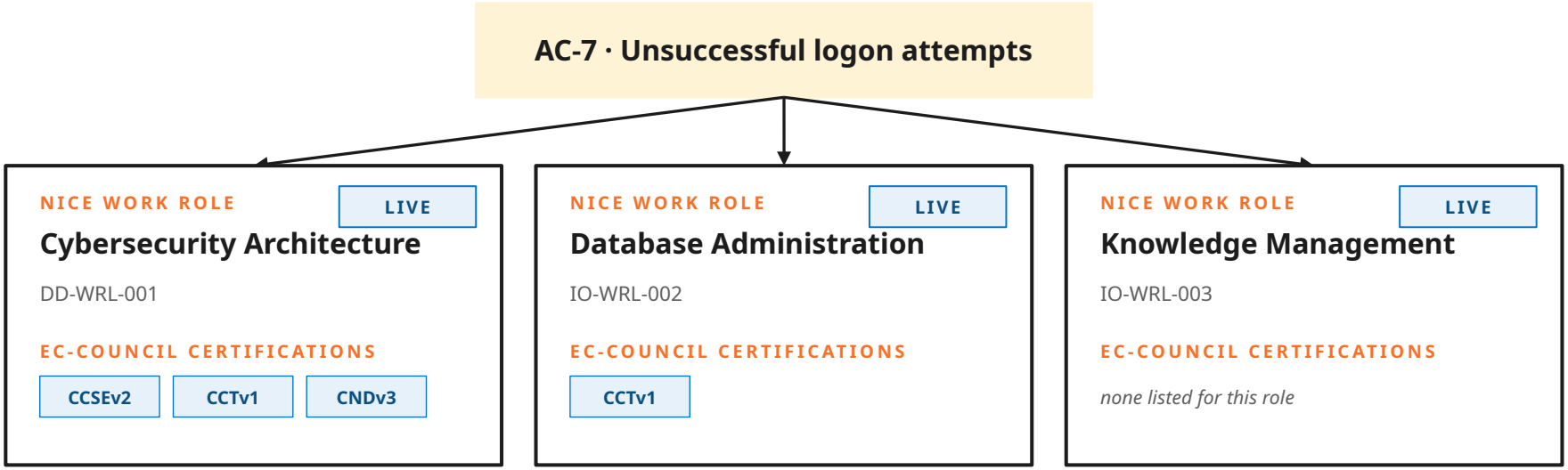
Strike Graph and peers: evidence collection, audits, assessor collaboration. Breadth.

STIGViewer

The cross-publisher crosswalk, with provenance per mapping and the gaps stated. Depth. Their content, not their competitor.

C1 · C3 · pack R3-03, R3-04, R8-06

A rule can point to the people who do the work



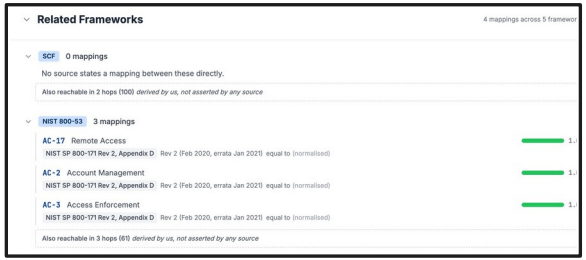
Roles from the NICE Framework, certifications from EC-Council, both live on every control page. The page says it plainly: "This is an inference across published mappings, not a single claim by anyone… A certification prepares someone for a role. It is not evidence that a holder is qualified."

C1 · C3 · C4 · pack R2-03, R3-11

We show the provenance and the gaps

Who	What they are	Established strengths	Our focus
UCF	Licensed common-controls framework; mappings by subscription	Twenty years of mapped authority documents; an enterprise sales force	A free tier; source-gap statements; agent access through MCP
DISA tooling (free)	The published STIGs and the official viewer	Authoritative source; free; runs air-gapped	Mappings to NIST, SCF, CIS; gaps stated; an API
CIS	CIS Controls and Benchmarks; its own navigator	Its own controls, widely adopted; hardening benchmarks	Cross-publisher crosswalk with DISA and NIST in one place; MCP
Strike Graph	GRC platform, 357 organisations	The workflow and the audit: evidence collection, assessor collaboration	Cross-publisher mappings and their provenance
GRC platforms	Subscription compliance suites	Breadth: policies, risk, vendors, audits in one tool	Cross-publisher mappings, with provenance

Absence means no direct assertion found in the searched sources. It does not establish compliance or irrelevance. The founder co-founded UCF; this compares products.



No direct assertion found: NIST 800-171 3.1.1. “No source states a mapping between these directly.” 20 Oct 2026

THE CLAIM, KEPT NARROW

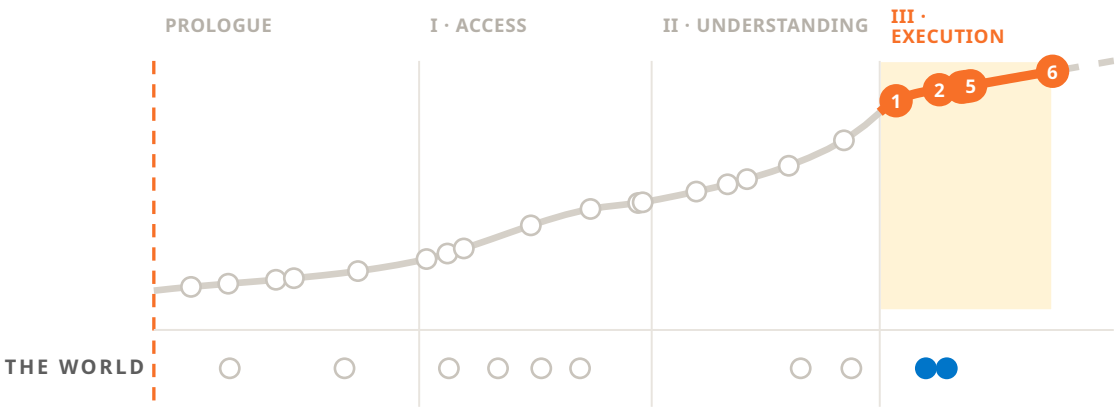
Provenance per mapping. Direct assertions separated from derived routes. Gaps in searched sources stated. API and MCP. Air-gapped delivery is integration work, not a reported customer outcome.

C3 · C4 · pack R3-03, R3-04, R8-06

Execution: who owns the work?

C5 FINANCES, OPERATIONS, PEOPLE · C6 GROWTH AND FUNDING · C7 PERSONAL GROWTH

Michael owns engineering. I own selling.



1. 12 Aug ’26 honest zero
- 1 Sep ’26 Fable 5.1
2. 10 Sep ’26 /scamper ships
- 15 Sep ’26 Jev (TypeSafe)
3. 25 Sep ’26 Jev into the stack
4. 28 Sep ’26 QBatch off; agents code
5. 1 Oct ’26 selling first, nightly check
6. 25 Nov ’26 deck due

act card

Partners can deliver inside existing workflows

Requirement → **Interpretation** → **Evidence** → **Implementation**

STIGViewer's contribution: the crosswalk with its sources, and the gaps, inside tools people already run

Strike Graph

GRC platform, 357 organisations

Reseller terms signed 14 Oct 2026; sales from mid-December. Investment closed 21 Aug.

PARTNER FORECAST

DTA

Content and training

Content in their product at the same price and share; paperwork with lawyers. Five calls on record.

IN PAPERWORK

CSA

Cloud Security Alliance

CCM mapped in, non-exclusive; mappings approved by Jim Reavis, 7 Oct.

AGREED

Partner onboarding

15 Nov update

16 onboarding emails sent, 1 bounced. Strike Graph signed up; SECRED and OceanWolf pages live.

ONBOARDING

Mission: make the rules that govern work open, current and provable, so people and AI agents can do regulated work without guessing. Vision: from the rule to the role to the machine, with the source and date behind the answer.

C1 · C3 · C4 · C6 · pack R2-03, R4-03, R4-08, R8-07

We couldn’t learn from a test we never ran

17 AUG · PLANNED

Rock 1 designed, kill criterion written first

Named sender of record. ICP list rebuilt in Apollo. 50 sends, then 250. Gate 7 to 11 Sep: 3% reply and one booked call, or cancel the seats.

BY 31 AUG · WHAT HAPPENED

The test was never administered

No sender named. No list rebuilt. One of twelve mailboxes warming (31 Aug audit). About 200 manual sends from my own address, 3 to 16 Sep: one cold positive reply, four meetings, no clean denominator.

26 AUG · THE CALL

Gate brought forward on the evidence

“Outbound hasn’t failed its test. It has never been administered one.” Partner-sourced distribution promoted to primary. Outbound demoted.

A failed execution is not evidence of no demand. The September manual sends came after the 26 Aug decision and aren’t evidence for it. Apollo auto-renewed at $495 with no owner; the seats are on the cancellation list.

C2 · C4 · C7 · pack R2-02, R8-04

I chose focus over the RegGenome stake

ON THE TABLE

$500K stake in a joint venture

RegGenome asked, in several meetings, Sep to Dec 2025: their regulatory data plus our crosswalk, shared ownership.

→

THE TEST

Policies and capacity

Partners carry us, but we hold positions, we don't run them. The numbers: $500K and the founder's hours funding their burn, against an anchor that needed both.

→

WE CHOSE

Decline the stake, pursue content

Stake declined, 10 Dec 2025. A narrower content agreement followed. The partnership will not expand. No joint ownership.

It cost: a seat at a table we'd like to be at, and the optionality of their data under one roof.

Show your work | Written, not remembered | Human above the loop | **Translation, not conquest** | **Measure, then decide**

C4 · C6 · C7 · pack R4-04, R4-07, R8-07

MBA tools became an operating routine

METHOD → ROUTINE → EVIDENCE → HUMAN DECISION

Evidence in

Daily briefing: operating evidence and issues requiring a decision

→

Agent work

Documented workflows; SCAMPER challenges assumptions

→

Named human release gate

Michael and Dorian examine evidence and decide

→

Shipped output

Recorded decisions, follow-through and approved releases

SCAMPER	Challenge assumptions and generate alternatives before selecting a direction.
Field guide	Repeatable methods, inputs, outputs and human checkpoints.
Daily email	An actual management briefing. Visibility is not yet measured productivity.
COS Sweep	A shared place for evidence, recommendations and recorded decisions.

What is proved

Briefings and decisions exist. Reliable time savings and commercial impact remain to be measured. Release Owner's Gate: R7-11.

Show your work **Written, not remembered** **Human above the loop** Translation, not conquest Measure, then decide

C4 · C5 · C7 · pack R5-03, R7-09, R7-11 · plugins.moxywolf.com

Two organisations paid $1,625 across three invoices

37,000

visitors a month

July to September 2026 PostHog average. Test accounts excluded. Tracked traffic is not verified human demand.

MEASURED

112 of 192

verifications / signup events

October pack repeats July's 112. Event-level counts with identity gaps; no current monthly rate or clean cohort ratio.

MEASURED, EVENT-LEVEL

$1,625

three invoices, two payers

Sullivan $375 + $375; Barricade $875. SAMS Stripe mirror, queried 17 Oct. Hugh excluded: receipt unverified.

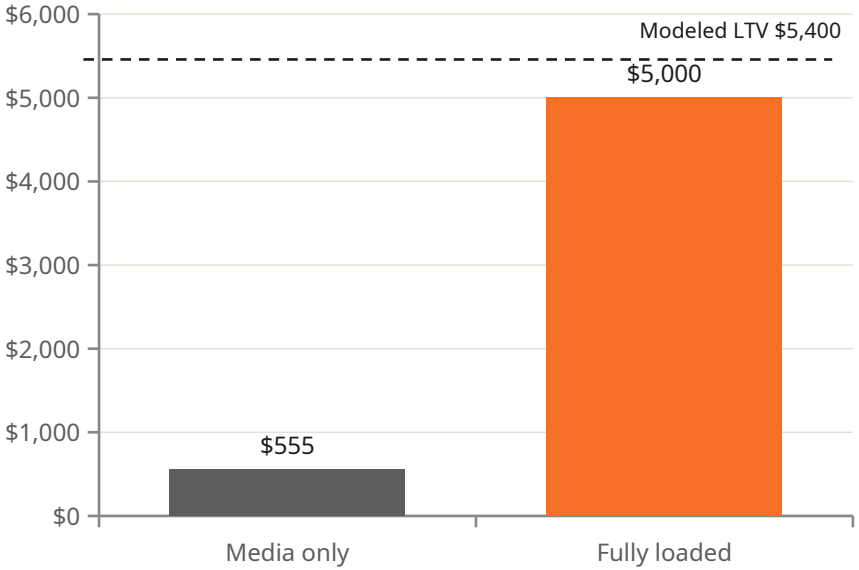
INVOICE RECORD

Separately: 21 real organisations in Stripe; 19 covered under the DoD agreement (count yes, dollars no); 2 pay directly. Founder-dashboard count.

Three different denominators and windows. Not a cohort funnel. Three invoices in five months is not a trend. Evidence snapshot 17 Oct 2026.

C2 · C4 · C5 · pack R1-01, R2-05, R2-06, R5-09

Founder time raises modeled acquisition cost



July model, 3% verified-to-paid. Media: $1,866 ÷ 112, May–13 Jul. Not observed cohort CAC. R5-01.

Cost per verified signup	$16.66 media + $6K/month ÷ 45 signups/month ≈ $150. Volume implied by the model.
Conversion	3% assumed. October: 2 recorded payers. Hugh's receipt unverified.
LTV	$2K ACV × 90% margin × 3 years = $5,400. ACV mix: 75% × $1,500 + 25% × $3,500.
LTV : CAC	9.7 : 1 media only · 1.08 : 1 fully loaded
Payback, fully loaded	$5,000 ÷ $150 per month = 33 months

MODELED

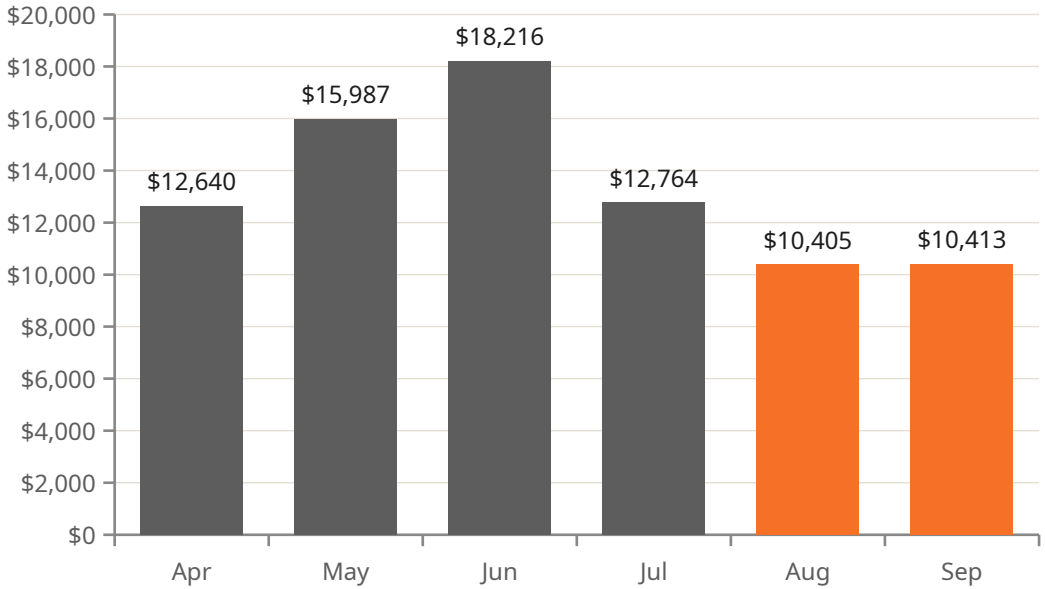
$150 = $2,000 × 90% ÷ 12

TARGETS, NOT RESULTS

CAC under $900 · LTV:CAC 3:1 or better · payback under 6 months · partner-sourced accounts at near-zero CAC, a hypothesis until one closes

C5 · C6 · pack R5-01, R8-09

Costs settled near $10,400 a month



QuickBooks P&L, Apr to Sep 2026, expenses as presented in the original deck. Highlight: the Aug to Sep run-rate used in the model.

$80.4K

six-month total · average $13.4K a month

The six displayed months sum to $80,425; the stated total is $80,424. Rounding, kept visible.

INCOME READS $0

The JV, consulting and settlement money ran outside QuickBooks; Stripe receipts ($1,625) are not booked there yet. The P&L and cash balances cover different scopes. A sources-and-uses bridge remains open; no unexplained difference is treated as a loss.

C5 · pack R5-04, R8-10

The 400 licences were forecast, not ordered

Strike Graph's CRO

Mid-range forecast given to their board. Timing updated with Strike Graph, 22 Oct 2026: sales from mid-December.

→

Their commercial operation

Marketing, advertising, trade shows, sales-development reps. The capacity the forecast rests on.

→

400 licences, mid-Dec to mid-Aug

One licence per customer organisation: their forecast of organisations buying, existing and new, against 357 served today. 50 a month; nothing forecast after August.

FORECAST, NOT ORDERS

ATTRIBUTION, AS APPROVED 20 OCT · TERMS SIGNED 14 OCT

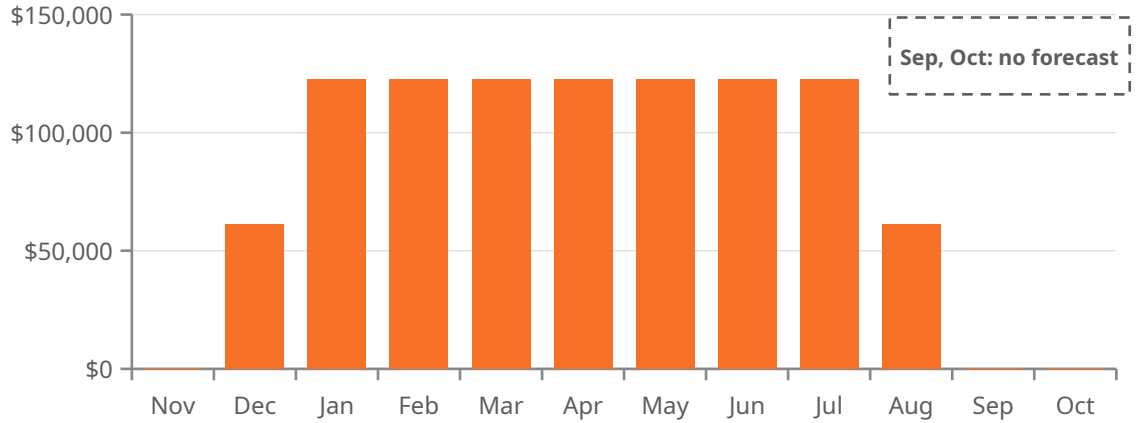
Owner reports terms signed 14 Oct. Model: $3,500 gross per organisation, 70% to MoxyWolf ($2,450). Executed price/share comparison outstanding. Board materials confidential. R5-08.

C5 · C6 · pack R5-08

One partner drives nearly all modeled revenue

400 × ($3,500 × 70%) = 400 × $2,450 = $980,000

modeled partner revenue, mid-Dec 2026 to mid-Aug 2027, 50 a month (half months in Dec and Aug). Not profit. Not booked revenue. Organic, about $7,000, modeled separately.



Monthly allocation, 22 Oct rerun (R5-08): $122,500 a month, $61,250 in each half month.

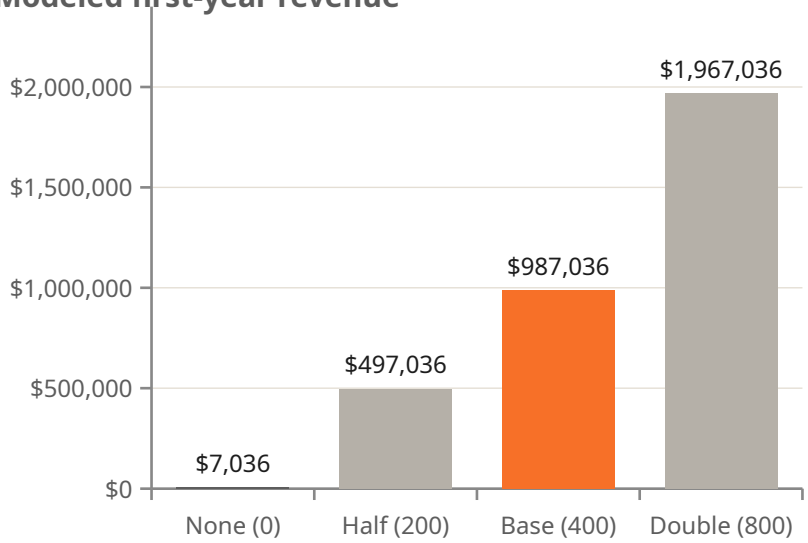
Price	$3,500 gross per organisation, model input
Share to us	70% to MoxyWolf = $2,450, model input
Continuation	No new sales forecast after August. This does not mean licences expire then.
Terms	Signature reported 14 Oct. Price/share check outstanding.

MODELED

C5 · C6 · pack R5-04, R5-08, R8-10

With no partner sales, we would cut costs

Modeled first-year revenue



22 Oct model: organic $7,036 in every case. Cash includes 10% of MoxyWolf's partner receipts for the Growth Lead, paid on collection. R5-08.

Month-12 cash and operating response

None

$53K cash at m12

Embed slips. Cut costs to $6K/month at the start of month six, through month 12. Keep the engine and gate. Decide before cuts take effect.

Half

$463K cash at m12

Founder time to Strike Graph's sales team and the quote path. No new build until attach recovers.

Base

$904K cash at m12

Hold the plan. Deliver the embed. Review at the Monday scorecard.

Double

$1.79M cash at m12

Content delivery and partner pages first. Bring the Growth Lead's start forward.

A management plan, not actions taken. Partner concentration is the risk the model makes visible.

Operating cash is separate from parent assets

OPERATING CASH AND FUNDING · MOXYWOLF LLC

about $140K

preliminary cash, 16 Oct 2026 · 10 to 13 months' expense coverage

Cash in, dated: DoD $140K · In-Q-Tel consulting $100K · settlement: confidential, no figure · DeepFeedback about $35K, in the JV account, not MoxyWolf's.

Funding plan: partner revenue share · consulting by exception · publisher licences. The October model assumed no raise.

POSITIONS HELD BY VERTEX HOLDINGS, THE PARENT

None liquid. None fund operations.

SunCoast Ventures	2.5%, stake valued about $325K per signed agreement
Strike Graph	Series A-1 Preferred, $100K, closed 21 Aug 2026
DTA	2%, pending with lawyers
Declined	$500K RegGenome JV stake, Dec 2025

They don't fund this operation unless a distribution actually occurs. None is assumed.

Old pp.35, 37, 23. Source agreements confidential and not included; the settlement gets one answer: confidential. R6-05.

C5 · C6 · pack R6-04, R6-05, R8-12, R8-13

The model breaks even on cash in January

Base · 400	Revenue: month two (Dec, a half month), about 4× costs; about 5× from January, Growth Lead share included	Cash, net 30: month three (Jan). Nov and Dec are cash-negative; low point $119K.	MODELED
Half attach · 200	Revenue: month two, about 2× costs; about 4× from January	Cash: month three	MODELED
No attach · 0	Not within 12 months	Organic reaches about $1K/month by month 12; cash $52,991 with cuts starting month six	MODELED

September collects August's $61,250 and pays $6,125 Growth Lead share. Cash peaks at $913,517, then falls $9,389 in October to $904,128. No new partner sales are forecast after August.

Conditional model. Costs $10,409/month plus 10% of MoxyWolf partner receipts on collection. Net-30 is an assumption. Full model: R5-08.

We named one owner for each core job

BEFORE

External dependency

Core engineering depended on outside agencies and a contractor. Delivery relationships ended between February and September 2026. I needed clearer ownership and acceptance criteria.

AFTER

Internal engineering ownership

Michael Flanagan runs engineering

Founder commercial responsibility

Dorian sells first every day; the nightly check scores it

Selective contractors

1099s with written acceptance criteria and a dated gate on every engagement

Agent support

Chief of Staff and ten departments; they cost tooling, not salary

NEXT HIRE

Growth Lead. 10% of partner revenue, in the cash model (N22). Plan: R5-07a.

GATED ON PARTNER REVENUE

THE RULE SINCE

No external team owns core work. Motivation and pay: equity and partner-revenue share for people; agents cost tooling.

Old p.32, p.29, pp.41 to 42. Names only where they explain current accountability. Team evolution and endings, told neutrally: R8-08, R8-15.

C5 · C7 · pack R5-06, R5-07, R5-07a, R5-07b, R7-03, R7-07, R8-08, R8-15

The valuation range is a planning estimate

INDICATIVE

$300K–$700K · indicative

Planning estimate, not a transaction price. The higher range depends on a verified quarter at 50 licences a month.

CAPITAL AND TIME · CONTEXT

Not a valuation floor

$240K of outside cash received, plus an $84K founder-time estimate. Funding and time do not establish asset value or cost to replicate.

SCENARIO MODEL · PRIMARY

$334K to $669K

Weights: None 25%, Half 35%, Base 30%, Double 10%. Revenue $668,536 × assumed 0.5–1.0 = $334,268–$668,536. Management judgments, not market evidence.

CONDITIONAL HIGHER RANGE

$600K to $1.5M

Reassess after a verified quarter at the forecast rate. This is a sensitivity estimate, not a comparable-deal conclusion or a promised price.

Acquisition by a GRC platform

Possible platform acquisition, priced on evidenced business performance at sale

Independent licensing

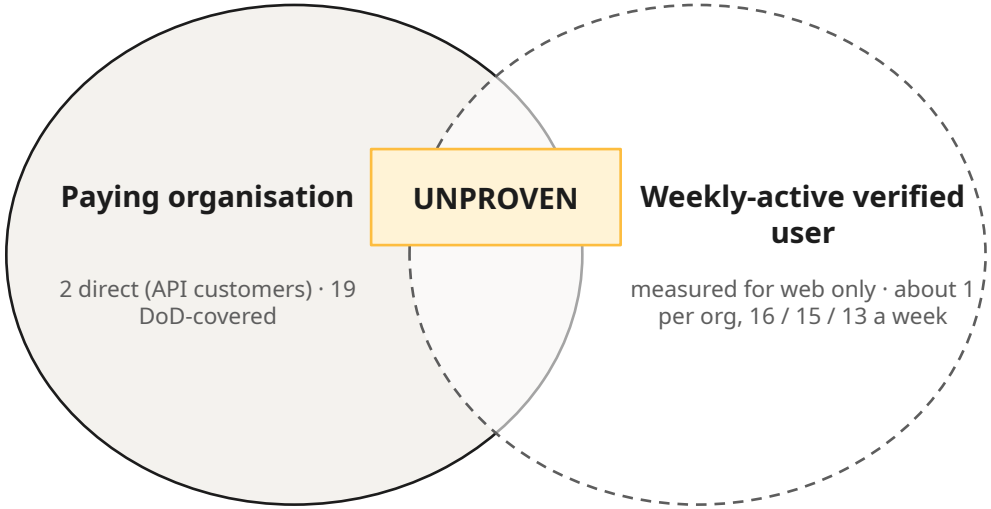
Possible licensing income across several platforms; reduces concentration if achieved

Stay in the studio

Possible distributions, secondary sale or buyback; none promised

C6 · pack R5-01, R6-02, R6-03, R6-05, R8-12

A paying customer has to come back



MEASUREMENT GAP

API activity isn't instrumented weekly. Both directly paying organisations use the API. So the qualified result is unproven, not zero, and not achieved.

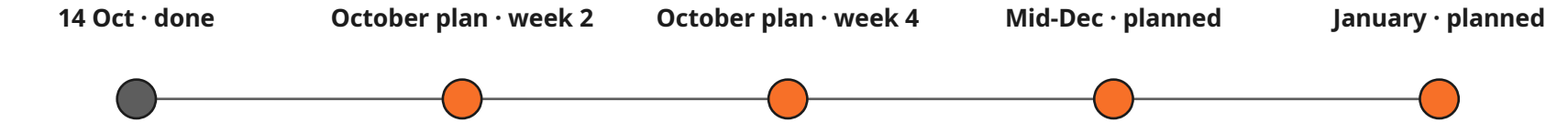
Weak web return (1 of 50 verified came back a second week, gate log 21 Sep to 16 Oct) can't establish paid API retention.

Old p.21 and p.45. R3-07 PMF indicator sheet (gate_events joined to verified sessions; log begins 17 Sep 2026). Not a zero dashboard.

C2 · C3 · C6 · pack R3-07

The next proof is buying, collection and repeat use

PLANNED



THE MEASUREMENT DEPENDENCY

Michael: measure API usage per organisation. Dorian: commercial follow-through. Connect payment with repeated use.

Dated October plan, not November actuals. Update achieved milestones before delivery. Full plan and scorecard: R6-07, R8-14.

C3 · C5 · C6 · pack R3-05, R6-07, R8-14

A late invoice changed how I run my day

Activity → **Evidence**

Four bets produced different signals; one earned the next dollar and hour.

Remembered → **Written**

Kill criteria first; the RegGenome pass in six written steps; the gate (N14, N15, N16)

Shared assumption → **Named owner**

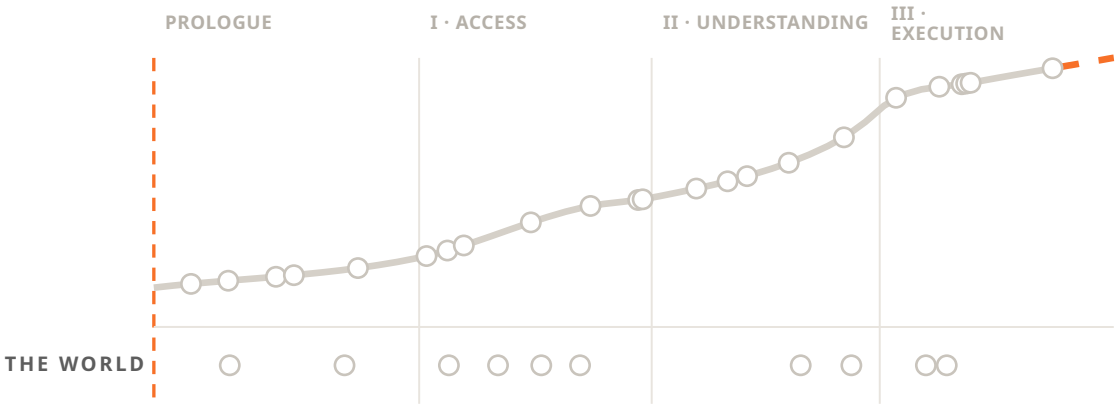
Michael owns engineering. I own selling. Hugh's delayed invoice changed my daily priorities.

YES 18 SEP / INVOICE 1 OCT / SELLING NOW COMES FIRST. Founder example, R8-15.

C7 · pack R4-08, R7-02, R8-15

What can a compliance lead inspect?

A rule, the evidence behind it, and the work still open.

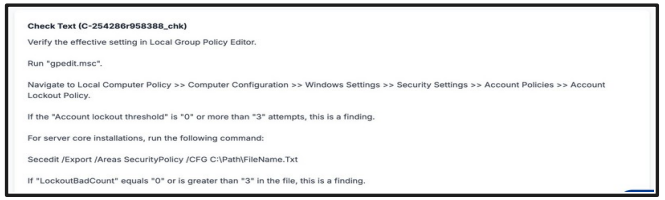


act card

A compliance lead can inspect the answer

From a technical requirement to a next action a compliance lead can explain.

The rule. Found, with its check and its fix.	AVAILABLE
Why it connects, and who said so.	AVAILABLE
What it doesn’t cover. In writing.	AVAILABLE
Who does the work.	LIVE





Addressed	**34**
Addressable, other STIGs	**36**
Residue in this dataset	**40**

20 Oct snapshot: Windows Server 2022 STIG V-254286 → NIST AC-7 → 800-171 3.1.8. Dataset-bound coverage. Role illustration; no measured time saving or audit outcome.

Partner delivery still has to earn repeat use

Who does the work. LIVE

NICE work roles and EC-Council certifications on every control page, inference disclosed.

What they need to know. LIVE

EC-Council education and skills per role, live on the control pages. Department of Labor and NIST role data beside it.

Inside the tools he already runs. PARTNER-DEPENDENT

Strike Graph signed 14 Oct, selling from mid-December; DTA in paperwork; air-gapped integration work with DTA and SecRed.

Intended change for the security lead: a clearer requirement, its basis, its gap, and eventually who is responsible. Intended, not demonstrated. The labels say which is which.

C3 · C4 · pack R2-03, R3-05, R3-11

We’re looking for future board members

Michael and I need experience that complements our own.

Distribution partnerships · Founder-led growth · Board building

Know someone who would take a meaningful role? We’d welcome an introduction.

C4 · C5 · C6 · C7

A01 · Where the evidence lives: criteria, slides, resource pack

The resource pack is the data room. N numbers are stable narrative IDs, not page numbers. Each live slide retains its criterion and pack IDs.

Criterion	Top pass looks like	Narrative IDs	Resource pack
C1 Problem, value proposition, audience	Thorough customer discovery; a deep or common problem; strong niche expertise	N01 to N07, N04b, N11 to N13, N30	R1, R8-02, R8-03, R8-06
C2 Discovering traction	Strong experiment design and execution; evidence-based decisions from risky assumptions; revenue-based traction with a trend	N06, N06b, N08, N09, N14, N17	R2, R8-04, R8-05, R8-14
C3 Journey to PMF	Product experiments from risky assumptions; differentiation vs competitors; customer needs and a compelling roadmap	N08 to N12, N11b, N27, N28, N30, N31	R3, R8-05, R8-06, R8-14
C4 Strategy, vision, mission, values	Strategy aligned with market and competition; VMV as a meaningful framework for decisions	N10, N13 to N16, N17, N29	R4, R8-07, R8-14
C5 Finances, operations, people	Drivers of growth; scenarios; funding plan; past performance; multi-quarter forecast; hiring and retention	N16 to N25	R5, R8-08 to R8-11
C6 Growth and funding	Drivers; scenarios and futures; a plan to self-generate or fund growth	N13, N18, N20 to N28	R6, R8-11 to R8-14
C7 Founder growth and leadership	Commitment, resilience, humility, curiosity; a compelling, well-delivered account	ARC, N01, N02, N04b, N05, N10, N14 to N16, N25, N29, N32	R7, R8-02, R8-07, R8-15