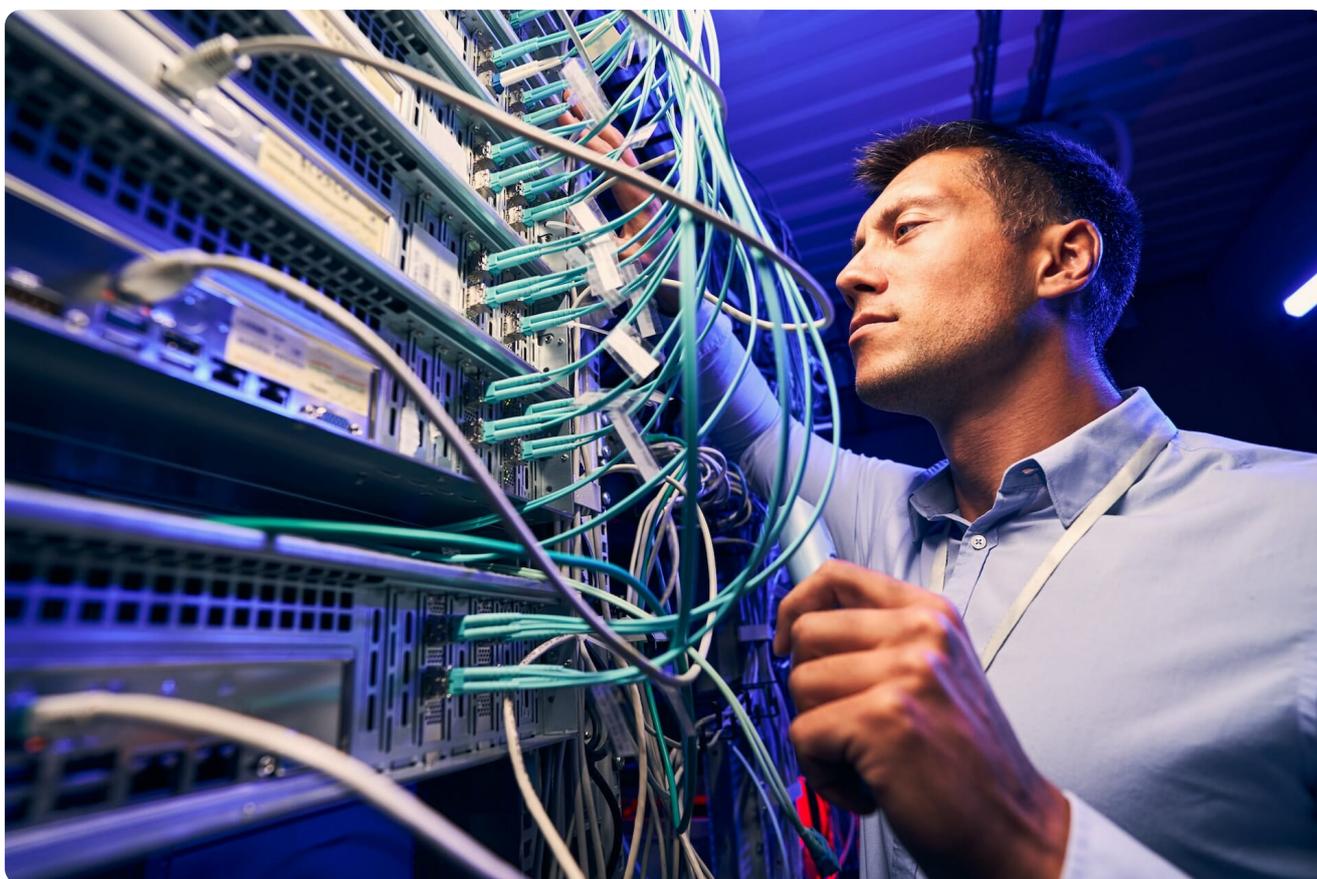


Multiple Cloud Based Environment Automatic Serverless Cmdb

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| | |
|-------------------------------|---|
| Type Klant | B2B |
| Gewenst Type Investeerder | Angel Investor,Incubator/Accelerator,Strategic Investor |
| Benodigd Kapitaal | €100.000,- |
| Reeds toegezegde financiering | €0.000,- |
| Minimale Ticketsize | €50.000,- |

| | |
|--|------------------|
| Sector | B2B Software,ICT |
| Bedrijfsfase | Seed |
| Aantal Founders | 1 |
| Aantal Huidige Werknemers | 1 |
| Maandelijkse Omzet | €0,- |
| Omzet (prognose) komende 12 maanden | €100.000,- |
| Omzet (prognose) maand 13 - 24 | €379.500,- |
| Huidige Kosten (maandelijks) | €4.500,- |

Bedrijfsbeschrijving

Y-How: Innovating IT Management Solutions

Y-How is a dynamic startup focused on developing state-of-the-art IT management solutions. Founded by Marcel, the company is in the process of creating CloudT, an advanced multi-cloud Configuration Management Database (CMDB) solution. CloudT is designed to help businesses efficiently manage IT assets across various cloud environments, offering real-time tracking, risk analysis, and compliance management within a unified interface.

Y-How aims to streamline IT operations and ensure secure, compliant infrastructures, leveraging the latest in cloud technology.

Business Model

Y-How's Subscription-Based Model for CloudT

Y-How's business model is centered around a flexible subscription-based structure for our flagship product, CloudT. We offer three main subscription tiers—Basic, Professional, and Enterprise—each tailored to meet the specific needs of businesses from small startups to large enterprises. Our revenue streams include these subscription fees as well as additional charges for customized implementation and consulting services. Each subscription includes ongoing support and maintenance, ensuring our clients receive continuous, top-tier service. As we continue to develop CloudT, our focus remains on scalability and providing solutions that grow with our clients' needs.

USP's

CloudT by Y-How: Comprehensive Multi-Cloud Management

1. **Automatic Discovery:** Our platform continuously scans and inventories IT assets, offering real-time visibility and accuracy across the infrastructure.
2. **Extensive Multi-Cloud Support:** CloudT supports a variety of major cloud platforms, providing unmatched flexibility and avoiding vendor lock-in.
3. **Automated Configuration Management:** The system automatically manages and updates configurations, ensuring that all IT assets are accurately maintained and compliant with industry standards.
4. **Risk and Compliance Management:** CloudT includes features for proactive risk assessment and compliance monitoring, aiding businesses in maintaining regulatory compliance.

This is only to name a few as of now and more to be added in the future as development progresses.

Investeringsbehoefte

Investment Needs

Y-How Investment Opportunity: Completing CloudT's Development and Market Launch

We are seeking an investment of **€100,000** to complete the final stages of development for our flagship product, CloudT. With 80% of the development already completed, this investment will be primarily used to pay our skilled development team to finalize the platform's core functionalities and integrations.

The funds will specifically cover:

1. **Development Costs:** Ensuring the timely completion of essential features and integrations, including support for key cloud platforms.
2. **Testing and Quality Assurance:** Conducting thorough testing to ensure the platform's reliability and security.
3. **Marketing and Launch:** Preparing for a successful market entry, including initial marketing efforts to generate awareness and attract early adopters.

This investment will enable us to bring CloudT to market, providing businesses with a powerful tool for multi-cloud management and positioning Y-How for strong growth in the IT management sector. Your support will not only help us finish what we've started but also set the stage for a successful product launch and scaling.

Ervaring Founder(s)

Founder's Experience

As the founder of Y-How, I bring a rich blend of experience and a strong entrepreneurial spirit to the table. My journey from South Africa to Europe has been a transformative one, enriching my perspective and enhancing my skills in software development.

Professional Background:

With a Microsoft-accredited qualification in professional programming, I specialize in modernizing and optimizing administrative systems. My expertise includes assessing system architectures, migrating them to advanced platforms, and producing detailed documentation and support reports. My background in various roles, from customer service to luxury restaurants in South Africa, has refined my skills and reinforced my commitment to excellence.

Current Role:

At Y-How, I am the driving force behind every aspect of the company. Over the past year, I have been deeply immersed in developing our innovative software. While I have previously collaborated with external experts to accelerate progress, I am currently channeling all my efforts into piloting and growing this project and the experience has highlighted my ability to adapt and thrive under challenging conditions.

Language Proficiency:

Fluent in English, Dutch, and Afrikaans (Zuid-Afrikaans), I am well-equipped to engage with a diverse array of stakeholders and clients.

Commitment to Growth:

I am dedicated to continuous improvement and growth, embracing each challenge as an opportunity to enhance my skills and drive the success of Y-How. My journey reflects resilience, innovation, and an unwavering commitment to achieving our goals and growth targets.

Overige Relevante Informatie

Vision Statement:

“To democratize access to powerful, reliable, and innovative cloud asset management tools, making it accessible and affordable for everyone who needs it, while ensuring robust compliance and operational efficiency.”

Mission Statement:

“At Y-How, our mission is to provide a cost-effective and highly reliable overview of cloud assets through Cloud T. We are committed to delivering a solution that not only offers exceptional capabilities and innovation but also helps users maintain compliance and streamline their cloud management processes.”

Unique Value Proposition (UVP):

“Y-How’s Cloud T stands out by offering an affordable yet robust cloud asset management solution that combines reliability with advanced features. Our platform is designed to provide users with a comprehensive view of their cloud resources, ensuring they stay compliant and manage their assets efficiently.”

Personal Motivation and Story:

My journey to founding Y-How is rooted in humble beginnings and a profound belief in the potential of my vision. I have dedicated countless hours and made significant sacrifices to bring Cloud T to life, driven by the conviction that this solution can make a meaningful impact. My commitment to this project is unwavering, and I am deeply passionate about the difference Cloud T can make in the world of cloud asset management.

Despite the extensive effort I have invested, I recognize that realizing this vision requires more than just personal determination. To fully realize the potential of Y-How and Cloud T, I am seeking investment to support the next phase of development and growth. This support will enable me to overcome current limitations and bring this transformative solution to those who need it.

Samenvatting

Datum: 16 May 2023

URL: <https://venturecapital.nl/multiple-cloud-based-environment-automatic-serverless-cmdb/>

Contact & Site

Extra beschrijving

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Founded in January last year, our company is a dedicated and driven team ready to embark on an exciting journey. With meticulous research, concept development, and comprehensive business and financial plans in place, we are primed to make a significant impact in our target market. Our talented team, patiently awaiting the necessary funding, is equipped with the skills and expertise needed to turn our vision into reality. As we prepare to secure the finances, we are eager to build our client base and establish ourselves as a trusted and innovative player in the industry.

Our Multiple Cloud Automatic CMDB solution is designed to provide customers with a comprehensive view of their IT infrastructure and help them manage their assets more effectively.

Business model:

We offer a comprehensive CMDB solution with tiered pricing based on the company in question, on a yearly licensing model with a consultative approach.

Customer type:

B2B

Preferred investor type:

Angel investor, Private Equity

USP's:

Some of the key selling points of our solution include:

- **Automatic discovery:** Our system continuously scans and collects information about all the hardware, software, and serverless services deployed in the customer's environment. This provides a complete view of the customer's IT infrastructure and its evolution over time.
- **Multiple Cloud:** Our focus is on providing a comprehensive solution for managing multiple cloud environments, rather than hosting them ourselves. This allows us to cater to our users' needs regardless of where their assets are hosted, without requiring them to switch providers. As a result, we have a unique position in the market, as our solution supports a wide range of platforms, including Azure, AWS, Google, Salesforce, VMware, and more. By offering a single solution for managing assets across multiple environments, we provide a level of convenience and flexibility that is unmatched by our competitors, who typically focus on a single platform.
- **Configuration management:** Our system maintains an up-to-date and accurate inventory of all the IT assets, including their attributes, relationships, and dependencies. This helps customers to manage their assets more effectively and make informed decisions.
- **Risk analysis and reporting:** Our system uses advanced algorithms to assess the potential risks and vulnerabilities of the IT assets and provides detailed reports that highlight the areas of concern and potential mitigation measures.

Compliance management: Our system tracks and monitors the compliance status of IT assets with various regulations and standards, such as GDPR, ISO 27001, and others. It provides alerts and notifications when the compliance requirements are not met, and helps the customer to remediate the issues and maintain a consistent compliance posture.

Capital amount needed:

€65.000,-

Investment need:

- Development €15.000,-
- Hiring new staff €40.000,-
- Marketing €8.000,-
- Fees €2.000,-

Sector:

B2B Software, ICT, Overige, Platform

Phase:

Pre-seed

Number of founders:

1

Current number of employees:

1-5

Experience founder(s):

Growing up in South Africa I took the step to move to Europe, affording me the opportunity to study and learn valuable lessons far away from my country of birth. I studied professional programming and have experience as a Software Developer mostly in assessing architecture and Business Models of current Administration flows/systems to be rewritten onto newer Platforms, Detailed documentation on all Development, also Support Development, and Reports with Services Overview. I gained experience in Customer service, retail, and luxury restaurants in South Africa and have therefore become accustomed to working in a professional environment where performance and commitment are key elements in developing yourself and the team.

I am currently self-employed in the Netherlands, and have been functioning as a freelancer for the last 10 years. In addition to English, I also speak Dutch and Afrikaans (Zuid-afrikaans). As hobbies, I enjoy active gaming and playing guitar and singing thereby entertaining people. Daily striving to be a better me.

Monthly turnover:

€0,-

Turnover (forecast) next 12 months:

€100.000,-

Turnover (forecast) months 13 - 24:

€397.500,-

Current monthly expenses:

€2.900,-

Additional information:

While I may be new to this venture, I am wholeheartedly committed to making it a resounding success. Although I typically avoid loans, this particular opportunity leaves me no alternative. From an investment standpoint, I firmly believe that this has the potential to be a once-in-a-lifetime opportunity with remarkable returns.

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