

Cithorum • Jam + KG Infrastructure Roadmap

A phased plan for the 1 PB Jam proof environment, Jam Deploy revenue route, hosted Cithorum KG platforms, India data-centre / tender expansion, and the immediate INR 1.25 Cr funding requirement.

Investor • Cithorum • May 2026

Prepared for internal founder / partner / investor planning. This is a strategy and operating roadmap, not legal, tax, procurement, or financial advice. Currency figures are planning estimates and should be refreshed before signing investment documents.

0. Entity Structure

Cithorum operates as a brand across three legal entities — a European parent, Cithorum (India), and Cithorum (Canada). Cithorum (India) is registered as an MSE under the Udyam programme. Indian entity legal designation pending ROC filing — Q2 2026.

All Cithorum customer-facing IP and the Jam codec sit under the European parent. Cithorum (India) is the Udyam-registered MSE that holds Indian tenders, work orders, and the 1 PB pod. Cithorum (Canada) is the long-standing operating entity that holds the M2M Tech Connect formal MRR contract and the historical commercial relationships with NVIDIA, Atreides IO, RTX/Supplier.io, T-Mobile, ZenLaunchpad, NATO/UNITE, and SwissVault. Investor-facing equity is at parent level.

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1. Executive Summary

Cithorum runs one integrated plan with two commercial tracks and one proof engine.

- Proof engine: a controlled 1 PB Cithorum Jam Proof Cloud where selected customers run real workloads through Jam and generate measurable benchmark evidence.
- Revenue track A — Jam Deploy: installed into customer infrastructure, priced through formal MRR / usage / savings-based contracts. The lowest-capex revenue route; stays alive regardless of the data-centre ambition.

- Revenue track B — Hosted Jam storage and KG platforms: initially invite-only and controlled, not a public AWS/Vercel competitor.
- Strategic expansion — India tender / work-order route: built on top of the 1 PB pod operated by Cithorum (India). Larger owned/operated capacity follows tenders, not the other way around. Build 10–100 PB only after customer demand, work order, or project finance exists.
- Platform outcome: Jam creates cheaper infrastructure; the Knowledge Graph creates the high-margin software layer on top — data-centre ops first, then workspace, law, and medical sequencing.

Post-pivot framing (May 2026)

The April 2026 founder workshop converged on a tender-led commercial model for India: rather than chase generic enterprise SaaS deals, Cithorum (India) bids for state, central, and PSU tenders through e-procurement.gov.in / NIC (beginning with Karnataka's 1,000 MW data-centre policy and the BIRAC ₹24.37 Cr AMR programme). The 1 PB pod operated by Cithorum (India) is the evidence asset. This narrative continues from prior investor materials: the wedge, the substrate thesis, and the four-vertical sequencing are unchanged — the commercial route in India is sharper.

2. Strategic Architecture

The plan is a stack, not a bundle of unrelated ideas.

Layer	Role	First product expression
Jam engine	Compresses, indexes, envelopes, reconstructs, and meters data close to storage or transfer.	Jam Deploy; Jam Proof Cloud; Jam-backed storage.
Telemetry and metering	Records original size, Jam size, ratio, reconstruction status, CPU, throughput, customer usage, and invoice basis.	Savings dashboard; monthly MRR reports; benchmark reports.
Knowledge Graph core	Maps entities, data, customers, workloads, evidence, incidents, workflows, and decisions.	Data-centre ops KG first; then Workspace KG, Law KG, Medical Sequencing KG.
Cithorum platform	Customer / admin surface for accounts, keys, buckets, dashboards, billing export, reports, and hosted KG workflows.	Proof Cloud portal; deployment admin dashboard; KG app workspace.
Owned / operated infrastructure	Optional scale layer attractive only when Jam proof + tender demand justify capex.	1 PB pod live (Cithorum India / Hyderabad); 10–100 PB later only with anchor customer or project finance.

What this is not

- Not an attempt to rebuild AWS, GCP, Azure, or Vercel in the first phase.
- Not a generic cheap-storage commodity business.
- Not a speculative 100 PB build before customer demand exists.
- Not a KG platform detached from infrastructure economics.

3. Funding Plan: INR 1.25 Cr Now

Immediate funding requirement: INR 1.25 Cr. Dr Suraj has confirmed the first INR 50L anchor. The remaining INR 75L should be raised if possible from aligned angels, strategics, customer prepaids, and infrastructure-friendly investors. Any unfunded remainder can be founder/self-funded, but the scope should be staged if the full amount is not secured.

Use	Budget	Purpose
Product + engineering payroll	INR 50L	Jam Proof Cloud build, Jam Deploy

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		packaging, S3-compatible integration, metering, dashboards, KG ops layer, security hardening.
1 PB proof environment setup	INR 22L	Server access setup, storage layer, monitoring, backups, networking, remote operations, test data pipeline, hardware spares / ops buffer.
GTM, pilots, tender route	INR 18L	Pilot recruitment, Suraj India route, Karnataka / Keonics / state / bank / education tender prep, targeted outbound, partner / channel work.
Legal, IP, commercial docs	INR 10L	Pilot agreements, MSA / SLA templates, IP protection, three-entity governance, tender docs, customer data terms.
Proof content + investor materials	INR 8L	Demo videos, benchmark one-pagers, data-centre proof site, investor memo / deck refresh, customer case-study design.
Ops tooling + travel	INR 7L	Monitoring, email / domain / security tools, travel to customers / tender channels, demos, founder sales ops.
Contingency	INR 10L	Unexpected infra, legal, or customer-integration costs.

4. Break-Even Model

This is a planning model, not an accounting forecast. It assumes M2M formal MRR is collectible, the team stays lean, and major owned data-centre capex is not started until funded by an anchor customer, tender, or project finance.

Revenue line	Near-term pricing logic	Break-even role
M2M TechConnect	Formal USD 7K/month MRR booked against Cithorum (Canada).	Baseline credibility and recurring revenue. Planning equivalent ~INR 6L/month; refresh FX before documents.
Jam Deploy	Monthly minimum plus usage / savings-based fee. Target INR 3–15L/month per serious infrastructure customer depending on volume.	Primary path to operating break-even because it avoids hardware capex.
Jam Proof Cloud pilots	Free only for strategic logos. Default paid pilots: INR 50K–2L/month plus setup fee for heavy workloads.	Produces benchmark proof and small revenue; should convert to Jam Deploy or hosted contracts.
Hosted Jam storage	Invite-only S3-compatible storage for selected workloads, bundled with benchmark / reporting. Do not compete on TB price alone.	Useful revenue lane after proof, but not the core company thesis by itself.
KG platforms	Workspace KG, Law KG, Medical Sequencing KG sold as hosted vertical software. Pricing should be enterprise / workflow-based, not storage-only.	Higher-margin expansion after Jam establishes data gravity and trust.
Tender / work order (India)	Cithorum (India) bids on e-procurement.gov.in / NIC tenders (Karnataka 1,000 MW DC policy; BIRAC ₹24.37 Cr AMR programme).	Can accelerate break-even or fund expansion if secured.

Likely operating break-even

Scenario	Conditions	Likely timing
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Conservative	M2M collected; 2–3 paid pilots; no major tender; 1–2 small Jam Deploy customers.	Month 12–15.
Base case	M2M collected; 5–10 pilots; 2–3 paid Jam Deploy customers; lean monthly burn ~INR 12–16L.	Month 8–10.
Fast / anchor case	M2M collected; one larger infrastructure customer; Atreides-style integration funded; or an India work order / tender covers project cost.	Month 5–7, sometimes earlier on cash basis.

5. Phase Roadmap

Phase	Timing	Main objective	Exit gate
0. Alignment	Now – 2 weeks	Confirm route, funding structure, 1 PB access, pilot criteria, and IP / customer-data rules.	Signed internal plan + Suraj investment terms + proof-cloud architecture.
1. Foundation	Month 0–1	Close initial funding, package demos, formalise M2M revenue reporting, prepare pilot / tender docs.	Funding wired; 3 pilots identified; deployment checklist ready.
2. 1 PB Proof Cloud	Month 1–3	Bring controlled Jam-backed S3 environment online; run first customer datasets.	1 PB environment live; 3 benchmark reports drafted; restore verified.
3. Jam Deploy commercialisation	Month 3–6	Convert pilots into paid deployments; scope Atreides / Spark path; build dashboard and billing trust.	INR 12–20L monthly revenue visibility; 5–10 pilots; 2+ paid deployments.
4. Hosted KG + data-centre ops	Month 6–9	Launch internal Data-Centre Ops KG and controlled hosted Cithorum platform layer.	Operating break-even in sight; platform trusted for metering, reports, and ops graph.
5. Vertical KG platforms	Month 9–15	Launch first external KG vertical, then law / medical sequencing by anchor customer priority.	One vertical KG paid design partner; second vertical in design.
6. Scale decision	Month 12–24	Use proof + revenue + tender pipeline to decide whether to build / operate 10–100 PB capacity.	Anchor customer / work order / project finance secured before capex.

6. Milestones (April 2026 update)

Milestones reflect the post-pivot view. Items marked imminent are within 30 days, subject to Suraj final confirmation; items marked live are operating as of May 2026.

Milestone	Status	Owner
1 PB pod (Cithorum India / Hyderabad)	Imminent — Suraj + Lucas + Nikos finalising	Cithorum (India)
BIRAC AMR programme application — INR 24.37 Cr (recently revised from 21.82 Cr)	Submitted / under review	Suraj + Cithorum (India)
Karnataka 1,000 MW data-centre policy alignment	Engaged — tender-led model under Karnataka policy	Cithorum (India)
Udyam MSE registration (Cithorum India)	Live / in process per ROC filing schedule	Cithorum (India)
M2M Tech Connect formal MRR	Live — first invoice issued April 2026	Cithorum (Canada)

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(\$7K/month)		
NVIDIA Inception membership	Live	Cithorum (Canada)
NATO BRAVE1 / UNITE-Brave portal access	Live (programme-eligible)	Cithorum (Canada)
RTX / Supplier.io profile	Approved	Cithorum (Canada)
T-Mobile corporate-buyer database	Approved	Cithorum (Canada)
ZenLaunchpad CAD \$30K non-dilutive grant	Won	Cithorum (Canada)
April 2026 100× rsync backup-tier benchmark	Recorded — videopress.com/v/w4Z0jvUC	Cithorum (Canada)
Atreides Spark integration	In flight — workstream candidate for next funded sprint	Engineering
INR 1.25 Cr round (this raise)	Open — INR 50L anchor confirmed (Suraj)	Nikos + Suraj

7. What We Are Building

Build area	Phase 1-2	Phase 3-4	Later
Jam Proof Cloud	MinIO/Ceph/S3 access, Jam processing worker, isolated buckets, restore verification.	Paid pilots, usage dashboard, controlled hosted storage.	Multi-site durability only if demand funds it.
Jam Deploy	Install scripts, binary protection, customer deployment checklist.	Customer metering, billing export, alerting, versioned releases.	Marketplace / channel package for operators / OEMs.
Cithorum Platform	Admin dashboard, customer accounts, API keys, proof reports.	Billing, support, health, customer portal.	Only then consider VMs, containers, Terraform, developer-cloud services.
Data-Centre Ops KG	Define schema: customer, bucket, node, workload, incident, benchmark, cost.	Live graph over Cithorum proof environment.	Sell to other operators as ops-intelligence module.
Workspace KG	Keep specs current; do not overbuild.	Private beta if buyer pull exists.	Launch as hosted Cithorum vertical.
Law KG	Use Nikos legal credibility and design-partner route.	Prototype with matter memory and evidence graph.	Enterprise private hosted / sovereign offering.
Medical Sequencing KG	Use SwissVault / Jam genome proof; avoid regulated data before controls.	Design partner with clear compliance boundary.	Sequencing provenance / evidence workflow platform.

What not to build yet

- Customer-managed virtual machines.
- Public Docker / container hosting.
- Terraform provider.
- Serverless functions.
- Kubernetes-as-a-service.
- Global edge network.
- Public developer cloud.
- Full compliance program before paid regulated demand exists.

8. Promotion and Customer Acquisition

Channel	Audience	Message	Assets
Proof-led sales	CTO, CIO, CFO, infra leads	Same workload, fewer bytes, lower bill, verified restore.	Benchmark report, dashboard screenshots,

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			demo video, ROI calculator.
Founder-led content	Investors, operators, technical buyers	Data-centre waste is a measurable tax; Jam turns it into margin.	LinkedIn posts, technical threads, 3-minute demo clips, monthly build notes.
Direct outbound	Data-heavy startups and operators	Run your real dataset through Jam; get a before / after report.	Pilot offer, one-page use-case sheets, follow-up benchmark deck.
Partner-led	M2M, Atreides, 45Drives, NVIDIA ecosystem, approved partner channels	Jam improves existing infrastructure; partners can resell or deploy it.	Partner proposal, integration plan, revenue-share options.
India tender route	Government, banks, education, co-location, state channels (esp. Karnataka 1,000 MW policy)	Sovereign, efficient, lower-cost data infrastructure with measurable economics.	Tender dossier, data-centre capability note, hardware spec, proof cloud results.
BIRAC / scientific route	DBT / BIRAC / clinical labs	AMR detection programme; novel-mechanism evidence loop on the Jam substrate.	BIRAC AMR ₹24.37 Cr application + 11 supporting docs.
Investor updates	Angels, strategics, infra funds	We are turning Jam proof into recurring revenue and financed infrastructure optionality.	Monthly investor memo, KPI dashboard, proof-point register.

Promotional cadence

Frequency	Action
Weekly	One public technical / proof post from Nikos or Lucas; one private investor / customer update; 20 targeted outbound touches.
Biweekly	One demo / proof video or benchmark cutdown; one partner / tender conversation led by Suraj or Nikos.
Monthly	Investor update with MRR, pilots, TB processed, TB saved, pipeline, risks, and next milestone.
Quarterly	Benchmark book refresh; strategic investor / tender push; one live webinar / demo for infrastructure buyers.

9. Investor and Financing Routes

Route	Who	What they need to believe	Ask
Suraj anchor	Dr Suraj / India partner network	1 PB pod can become tender / data-centre route; Jam IP is protected.	INR 50L anchor now; channel support; 1 PB access; tender intros.
Warm angels	Founder network, operators, technical angels	Jam has live MRR and clear proof path.	INR 10–50L checks into INR 1.25 Cr round.
Strategic infra investors	Data-centre operators, storage OEMs, cloud / storage partners	Jam improves their economics or creates differentiated hosted storage.	Strategic seed, pilot funding, integration funding, reseller path.
Customer financed	M2M, Atreides, 45Drives-style buyers, data-heavy prospects	Jam saves them more than it costs.	MRR, setup fee, paid pilot, prepaid annual contract.
Government / tender finance	Karnataka / Keonics / state departments, banks, education, health infrastructure	Cithorum (India) can deliver lower-cost sovereign data infrastructure.	Work order / tender that can unlock bank / project finance.
BIRAC / scientific grant	BIRAC AMR programme	Cithorum (India) can run the AMR detection workstream with Suraj + Chirag Labs.	INR 24.37 Cr non-dilutive AMR programme grant.
SaaS / KG investors	Workflow / SaaS / AI	Jam gives infrastructure	Seed extension after data-

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	investors	moat; KG is the software expansion layer.	centre proof and first KG design partner.
Project finance	Infrastructure funds, banks, strategic data-centre sponsors	Anchor demand exists; payback is modelled; Jam improves margin.	10–100 PB build / operate financing, not general working capital.

10. Operating Rules, Risks, and Governance

Rule	Reason
No 100 PB build without anchor demand	Prevents capex before market proof.
Jam IP stays at parent; customers receive deployment / runtime access, not source control	Preserves the core moat across the three-entity structure.
Free pilots require benchmark / case-study rights	Free usage must generate proof.
Paid pilots are the default	Filters serious buyers and offsets operating cost.
Regulated medical data only after controls are ready	Avoid compliance risk while still using genome proof history.
Cithorum platform hosts Cithorum products first	Avoids premature Vercel / AWS-style developer-cloud scope.
Indian-tender bids only by Cithorum (India)	Keeps Cithorum (Canada) commercial relationships clean and avoids cross-border procurement issues.
Monthly board-style KPI review	Keeps founders, Suraj, and investors aligned.

Top risks and mitigations

Risk	Mitigation
Building too much at once	Gate every build against 90-day proof / revenue / tender objectives.
Being perceived as cheap storage	Lead with Jam economics, proof reports, and KG premium layer; avoid commodity TB pricing.
Security concerns from pilots	Use isolated buckets, quotas, allowlisted access, audit logs, and no sensitive regulated data at first.
Suraj route diverges from Jam software route	Use dual-track framing: Jam Deploy now; owned data centre later only when demand is secured.
Tender route takes longer than expected	Keep private-sector Jam Deploy revenue moving in parallel.
M2M MRR not fully collectible or delayed	Treat as formal MRR only once invoice / payment evidence is clean; do not base burn solely on it.
KG distracts from Jam proof	Build Data-Centre Ops KG first from real telemetry; launch external KG vertical only with design partner.
Three-entity governance becomes complex	Run a single management team; entity decisions go through quarterly board pack with explicit jurisdiction column.

11. Immediate 14-Day Plan

Day	Action	Owner
1–2	Send Suraj the combined route summary and funding plan; agree what INR 50L buys first.	Nikos
1–3	Confirm 1 PB server details: hardware, access, network, redundancy, operating cost, legal control.	Suraj + Lucas / Nikos
2–5	Package M2M invoice / payment proof, Jam demo videos, and proof-point evidence into one proof folder.	Nikos + Lucas
3–7	Draft pilot agreement and customer-data terms.	Nikos + legal support
4–8	Write technical architecture for Proof Cloud MVP: MinIO / Ceph / ZFS, Jam worker, Postgres, dashboard.	Lucas + Spyros
5–10	Identify 20 pilot prospects; prioritise 5	Nikos + Suraj

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	with strong workloads and warm intros.	
7–12	Prepare India tender / channel map: Karnataka 1,000 MW policy, Keonics route, state data-centre tenders, banks, education, healthcare.	Suraj
10–14	Investor outreach pack: roadmap, funding ask, proof deck, 1 PB plan, break-even model.	Nikos

12. Open Questions for Nikos and Suraj

- What is the exact investment instrument for Suraj's INR 50L: equity, SAFE / convertible, loan, or India-entity project investment?
- Which entity owns Jam IP today (parent expected), and how should Cithorum (India) license it for the data-centre / tender route?
- Can M2M's name and USD 7K/month formal MRR be used in investor materials, or only privately under NDA?
- What is the exact 1 PB server configuration: usable capacity, raw capacity, redundancy, disks, CPU, RAM, bandwidth, IP addresses, uptime, and physical location?
- Who pays the ongoing operating cost of the 1 PB environment during the first 90 days?
- Which workloads are disallowed in pilots: regulated medical data, personal data, illegal content, crypto mining, high-egress media, etc.?
- Who owns the India tender route day to day, and what is the first real tender / work-order target (Karnataka 1,000 MW policy, BIRAC AMR, Keonics, state DC tenders)?
- Which KG vertical should be first external beta if there is equal interest: Workspace, Law, or Medical Sequencing?
- What is the maximum monthly burn the founders are willing to self-fund if the full INR 1.25 Cr is not raised immediately?
- What proof can be shown publicly versus only inside investor / customer rooms: NVIDIA, NATO/UNITE, T-Mobile, RTX/Raytheon, Atreides, M2M, SwissVault?
- Indian entity legal designation: ROC filing pending — Cithorum [INDIA LEGAL SUFFIX] until confirmed.
- Parent jurisdiction: pending Suraj confirmation per the May 2026 follow-up.

Recommendation to Investors

The first INR 1.25 Cr is not for speculative data-centre capex. It is for proof, revenue conversion, metering, and customer / tender evidence. The larger infrastructure raise happens only after demand is bankable. The tender-led India model lets Cithorum (India) finance the build through work orders rather than equity, while Cithorum (Canada) continues to expand the existing commercial revenue base.