



CYBER RESILIENCE PLATFORM

SECURE BY EVIDENCE

INVESTOR DECK

AA-sec: Cyber Resilience Platform

The CRA platform for European product companies.

Turning mandatory cybersecurity compliance into a scalable recurring software business.

CRA Creates a Forced European Market

Cybersecurity compliance is becoming a condition of selling digital products in the EU.

~615k

Manufacturers & Products
counted in the European Commission CRA impact
model

€1.485T

Annual Turnover
estimated annual turnover of products with digital
elements in the market covered by the impact
model

~€29B

Compliance Costs
estimated aggregate CRA compliance costs
across the EU



The demand is regulation-driven. Companies cannot simply opt out if they want continued EU market access.

Source: European Commission CRA Impact Assessment, SWD(2022) 282 / 283; Regulation (EU) 2024/2847.

Manual CRA Compliance Does Not Scale

The regulation creates continuous work — but most smaller product companies cannot justify building an internal compliance platform or continuously adding headcount.

~€63k–65k / year

One additional security specialist in Austria

Before employer overhead, tooling, consultants and supporting infrastructure.

Recurring operational workload:

- Evidence
- SBOMs
- Vulnerabilities
- Documentation
- Post-market reporting

€5,880 / year

AA-sec Starter

€490/month billed annually. One organisation, unlimited users, one product included.

≈11× lower direct annual cost than adding one specialist

❏ AA-sec does not replace security accountability. It automates and structures the recurring compliance workload around the team.

Source: kununu, Austria/Vienna salary data, 2026.

Who We Sell To First

We are not starting with the entire CRA market.

EUROPEAN SME PRODUCT COMPANIES

Software vendors and connected-product manufacturers selling products with digital elements in the EU.

CRA applies to their products

They cannot economically build large dedicated compliance teams

They still need continuous evidence, vulnerability monitoring and regulatory workflows

"This is our beachhead: companies with real regulatory obligations, but without enterprise compliance budgets."

From this segment, AA-sec can expand into larger product portfolios and broader European compliance requirements.

What AA-sec Does

AA-sec turns CRA compliance from a recurring manual project into a continuous operating process.

KNOW

See the current CRA compliance state of every product.

PROVE

Keep evidence connected to requirements, releases and decisions.

MONITOR

Track SBOMs, vulnerabilities and relevant post-release changes continuously.

DELIVER

Generate compliance documents and manage time-critical CRA workflows from live platform data.

One platform across the full CRA product lifecycle.

Assess. Prove. Monitor. React. Repeat.

The Gap AA-sec Is Built to Fill

For smaller product companies, existing options are either too manual or too expensive.

SIMPLE TOOLS

Checklists, templates and individual security tools

- Low cost
- Easy to start
- Still requires significant manual compliance work

AA-SEC

- Complete CRA operating workflow
- Continuous evidence and monitoring
- EU-hosted
- €490/month starting price
- Built for smaller product companies

ENTERPRISE PLATFORMS

Broad functionality

- High licence and implementation cost
- Complex rollout
- Designed primarily for large organisations

"AA-sec gives smaller companies the operational depth they need without enterprise cost or complexity."

Not the cheapest checklist. A complete platform at SME economics.

Simple SaaS Model. Expansion by Product Count.

Customers start with one product and expand as more products need CRA coverage.



"No seat-based friction. Expansion follows the customer's product portfolio."

Software Economics With a Low Cost Base

AA-sec is designed to scale revenue faster than infrastructure cost.

For every €100 of marginal subscription revenue:

€3

approximate marginal infrastructure cost

remaining before other operating expenses:

€97

before sales, support, salaries, taxes and other operating expenses

€5,880

Starter ARR
per annual customer

≈1 customer

Cash Break-Even
covers current cash operating base before founder salaries

~3%

Marginal Infra Cost
as share of marginal subscription revenue

The product does not need a large customer base to become operationally sustainable. Funding is used to accelerate market capture.

The Core Platform Already Exists

The investment is not funding a slide-deck concept. Core CRA lifecycle capabilities are already functional.

READY

- Product & release lifecycle
- SBOM & vulnerability management
- CRA + Article 14 workflows
- Evidence & document generation
- Security, isolation & audit trail

COMMERCIAL HARDENING

- UI surface
- External integrations
- Customer onboarding experience
- Commercial packaging

EXPANSION

- Dedicated deployment
- On-premise package
- Additional compliance frameworks
- Industry-specific packages

Core capability is functional. Next capital primarily turns engineering readiness into commercial readiness and distribution.

Go-to-Market: Prove Locally, Scale Regionally

Founder-led sales first. Repeatable DACH motion next. European expansion after proof.

1

First 10 Customers

- Austria-first
- Founder-led outreach
- Free onboarding for annual customers
- Reference cases and benchmark learning

2

Repeatable DACH Motion

- Content engine
- Outbound process
- Partner introductions
- Portfolio expansion inside customers

3

EU Expansion

- Localized campaigns
- Compliance and engineering partners
- Industry-specific packages
- Deployment options for larger clients

The GTM strategy is intentionally low-cost at the start. Capital turns early founder-led selling into a repeatable European acquisition engine.

Built by Engineering and Quality Practitioners

The founding team combines safety-critical engineering, cybersecurity, QA and process automation.

Anton C.

QA Lead

Process Automation Specialist

MCP Professional

Core contribution: Quality systems, repeatable processes and automation-first delivery

Anton V.

Safety-Critical Systems Architect

Cybersecurity Specialist

Embedded Engineer

Core contribution: Regulated engineering, product security and lifecycle architecture

Engineering + QA founders building compliance infrastructure from first-hand experience with regulated and safety-critical delivery.

Built by practitioners who understand both the engineering evidence and the process required to prove it.

Raising funds

More capital means faster market capture — not longer runway.

€50k—€300k

AA-sec already operates on a very low cost base.

This capital is used to accelerate customer acquisition, commercial readiness and European expansion.

• €50k Focused acceleration Core work + targeted customer acquisition	• €150k Stronger acceleration More acquisition spend + specialist support	• €300k Maximum acceleration Scale acquisition + external expertise in parallel
TRUST & FIRST TRACTION • Security reviews • Paid acquisition tests • Customer onboarding • Specialist support	SCALE WHAT WORKS • Larger ad budget • Sales support • Marketing expertise • Parallel growth work	EXPAND IN PARALLEL • Multi-market campaigns • Broader expert support • Channel experiments • Partnership development

The product does not require €300k to survive. The opportunity justifies investing up to €300k to move substantially faster.

Mandatory market. · Working core platform. · Low operating base. · High-margin SaaS economics. · Capital converts speed into market share.

Join Us Before the CRA Market Accelerates

Interested in investing in AA-sec?
Let's discuss the round.

Investment & partnership
contact@double-a-sec.com

Company
double-a-sec.com

Mandatory demand.

Working product.

Scalable economics.

European market opportunity.