



Redactable | New York, NY

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Redactable helps companies redact their confidential documents, permanently.

Financial Information

- Company Stage: Pre-Seed
- Previous Capital Raised: Self-funded + \$20,000 grant
- Current Monthly Net Burn: ~\$6,000
- Pre-Money Valuation: \$5,000,000
- Capital Seeking: \$700,000 (14 months runway)

Traction

Redactable is currently in beta and has piloted with 4 law firms.

Greatest Needs for Next 6 Mos. - 1 Year

- Enterprise sales team.
- POC within financial services vertical
- Capital to support infrastructure and launch product

Management Team

Founder | CEO/CTO, Amanda Levay: 8+ years startup experience. Former loan consultant. Self-funded the company.

Problem

Companies are not redacting their files properly. PDF editing tools give a false sense of security. Drawing a white or black box over your sensitive data doesn't mean you're redacting it.

Solution

Our patent-pending web application redacts your documents permanently right from your browser. We automate the redaction process and ensure that your data is truly eradicated.

The Market

- Redactable's initial vertical is legal.
- There's \$16bn+ TAM legal software to law firms and legal departments.
 - They spend \$3bn a year on legal software.
 - They spend \$450mm+ a year on governance and compliance software in the US.

Competitors

Our biggest competitor is Adobe's Redaction Plugin for PDFs. Adobe's software is not easily accessible, user-friendly or caters to the needs of enterprises. It only works for PDFs.

Competitive Advantage

- File type agnostic
- Browser/Cloud-based – Strong IP
- User-Friendly

Marketing Strategy

Self-Serve	Direct Enterprise	Channels
<ul style="list-style-type: none"> • Low touch • SEO/SEM • 7-day trial 	<ul style="list-style-type: none"> • Consultative • Paid pilots • Tradeshows 	<ul style="list-style-type: none"> • Resellers • Revenue share • Co-marketing

Revenue model

B2B

- 👤 \$99 PER MO/SEAT
- 👤 \$299 PER MO/SEAT
- 🏢 \$399 PER MO/SEAT

Projections	2020	2021	2022	2023
Revenue	\$874,500	\$2,623,500	\$13,117,500	\$39,352,500
EBITDA	\$480,975	\$1,442,925	\$7,214,625	\$21,643,875