

The Sovereignty Company

What We're Building

A sovereign cloud stack, off-grid, private datacenter delivered in a portable container.

Our first product is **SovPod AI**: AI datacenter in a container for remote industrial and critical infrastructure sites. It combines **private AI inference**, **encrypted data**, secure networking, and enterprise operations in a **transportable unit** that can be shipped by truck or vessel and deployed with grid, hybrid, or off-grid power using solar, batteries, generators, and satellite connectivity.

The Problem

AI adoption is blocked by cloud dependence, field complexity, and power constraints.

- **Data sovereignty and privacy constraints** (regulatory, contractual, reputational)
- **Operational complexity** (secure infrastructure, patching, monitoring, incident response)
- **Energy and siting constraints** (grid upgrades, long lead times, local communities pushback)
- **Vendor dependency risk** (lock-in, cross-border exposure, policy changes)

Most operators can't become mini hyperscalers, but still need sensitive AI workloads to **run close to the asset, under their control**.

Our Solution: A private AI cloud at the industrial edge

SovPod AI is a **fully commissioned** sovereign AI cloud delivered as physical infrastructure. Customers **own** the unit, **control** the data, and run **private** AI workloads on-site, with managed operations and recurring support from The Sovereignty Company.

Physical Layer (Rugged, Transport-First)

- Standard container form factor for truck, ship, and field logistics
- Integrated compute, storage, networking, cooling, and secure perimeter
- Designed for remote industrial environments and field-serviceable operations

Autonomous / Off-Grid Option (Drop-Anywhere Capability)

- Grid, generator, solar, and battery configurations sized to site profile
- Satellite connectivity as primary, backup, or failover
- Designed for sites where power, connectivity, and permitting are deployment bottlenecks

Logical Layer (Open Source Distribution + Enterprise Operations)

- **Control plane**: IAM / policy / audit, metering/quotas
- **Data plane**: encrypted object/block storage, backups, sync between pods

- **AI plane:** inference endpoints, model management, observability, safety modules

Business Model: Customer-financed hardware margin + recurring operations revenue

- **Upfront Pod sale:** target \$1.5M sale price per SovPod AI Unit, delivered and commissioned.
- **Target build cost:** approximately \$750k per Unit.
- **Gross profit per Unit:** approximately \$750k, equal to 50% gross margin / 100% markup.
- **Customer prepayment:** target 50% upfront payment, covering the build cost.
- **Recurring revenue:** support, monitoring, security updates, SLA tiers, model operations, sovereign data services, and optional managed operations.
- **Financing option:** leasing or project finance through partners for customers.

Why We Win

Own your AI infrastructure without public-cloud privacy exposure or the cost and complexity of building it yourself.

- **Sovereign by default:** privacy, governance, and security built in from day one
- **Productized over projectized:** a standardized, tested AI datacenter unit that deploys far faster than custom private infrastructure
- **Flexible by design:** transportable and deployable anywhere

Founding Team

- **Willy Romão** (Founder): Computer Scientist with 16 years experience, 9 years building datacenters, 8 years on systems programming (network, distributed system and blockchains)
- **Caique Souza** (Co-Founder): Electrical Engineer with 12 years experience, 5 years experience with high voltage systems (mining and power sector)

Fundraise

Raising \$3.4M to reach a repeatable, customer-financed deployment model for SovPod AI.

- Use of capital: Approximately \$2.25M to build, validate, and standardize the first 3 SovPod AI Units at an estimated \$750k build cost per Unit.
- Approximately \$1.15M for software development, field operations, supply chain, security, and core team costs.

This capital is intended to enable parallel execution across the software and hardware roadmap, shorten validation cycles, and accelerate commercial deployment. SovPod AI can continue progressing at a measured pace without external capital; the purpose of this round is to compress time, increase execution speed, and bring the deployment model to market faster.