



RuneSpike

AI changed software delivery.

The coordination layer for AI-powered engineering teams.

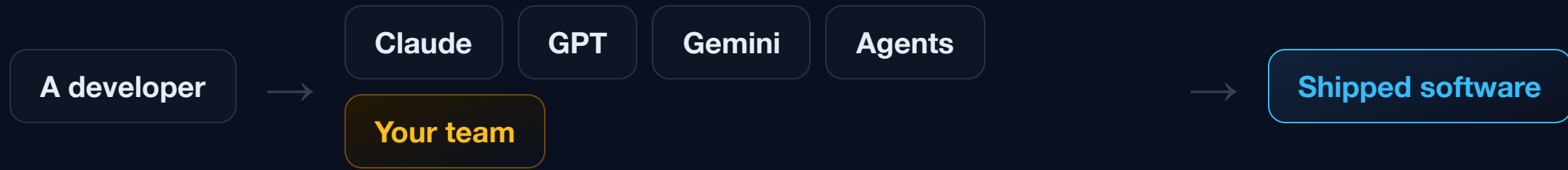
runespoke.ai



THE SHIFT

Software isn't built by **one person** anymore.

Work is now split across many AI systems and the people guiding them. Writing code got cheap. Coordinating all of it became the hard part.





THE PROBLEM

The Coordination Gap.

Every team now runs multiple AIs across disconnected tools. Nothing coordinates the work, enforces policy, or leaves an audit trail. The models got powerful — the coordination never got built.

Claude

GPT-5

Gemini

Copilots

Agents

GitHub

Jira

AWS

Datadog

Scattered

Ungoverned

No audit trail



HOW IT WORKS · 01

Bring your own AI.

Every model, every provider — through your own accounts. Route each job to the model that does it best, and never get locked into one vendor.

Claude

GPT-5

Gemini

Perplexity

Mistral

DeepSeek

Grok

Cohere

+ Bedrock / Azure / OpenRouter

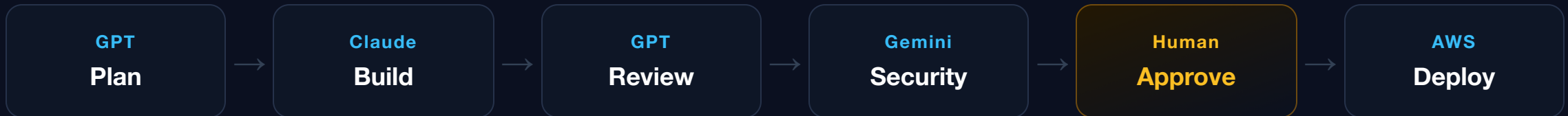


HOW IT WORKS · 02

One objective. Coordinated to production.

The magic isn't the pipeline — every team has one. It's that **multiple AI systems participate in it**, each doing what it does best, with a human in control.

OBJECTIVE — Implement OAuth support





HOW IT WORKS · 03

AI proposes. You approve.

Every consequential action is staged for human sign-off. The AI does the work; people stay in control. Nothing ships without approval.

PROPOSED ACTION

Awaiting human approval

Deploy “OAuth support” to production

- ✓ Claude completed implementation
- ✓ GPT-5 approved architecture
- ✓ Gemini cleared security
- Awaiting human approval

Approve

Hold



HOW IT WORKS · 04

Your AI. Your tools. **One workflow.**

Keep the tools you already trust. RuneSpoke coordinates the stack you already run — your team's workflow doesn't change, it just becomes coordinated, governed, and visible.

GitHub

GitLab

Jira

Linear

Slack

Notion

AWS

Datadog

Kubernetes



ENTERPRISE

Enterprise-ready by design.

ACCESS

RBAC for people. ARC agentic access control for AI — scoped, delegated, revocable.

AUDIT

Every AI action logged: who acted, what changed, and why it was allowed.

GUARDRAILS

Spend caps, blast-radius limits, and instant freeze — policy enforced per action.

YOUR CLOUD

Runs in your infrastructure. Your keys, your data, your control (BYOC).



WHY NOW

The timing is **not a coincidence.**

AI coding went mainstream

Every engineering team now ships with AI assistants



Teams adopted many AI systems

Claude, GPT, Gemini, copilots, and agents — side by side



AI moved beyond coding

Into planning, testing, review, deployment, and operations



Dev tools were never built to coordinate AI work

Editors, trackers, and dashboards each see one slice



RuneSpoke

The coordination layer for AI-powered engineering

WHY WE WIN

Every company is adding AI.
No one is coordinating it.

	Copilot	Cursor	Portkey	Langfuse	Linear/Jira	Datadog	RuneSpoke
AI code generation	✓	✓	—	—	—	—	~
Multi-model / BYOAI	—	~	✓	~	—	—	✓
AI cost & usage (FinOps)	—	—	✓	~	—	~	✓
AI observability & traces	—	—	~	✓	—	~	✓
♦Objectives → AI work	—	—	—	—	~	—	✓
♦Workflow coordination	—	—	—	—	~	—	✓
♦AI governance & policy	—	—	~	—	—	—	✓
♦Unified audit trail	—	—	~	✓	—	—	✓
Human approvals in-loop	—	—	—	—	~	—	✓
Governed deployments	—	—	—	—	—	—	✓

RuneSpoke doesn't replace your tools. It coordinates them. ♦ layer only RuneSpoke owns · ✓ native · ~ partial · — not offered



BUSINESS MODEL

How this becomes a company.

TARGET CUSTOMER

25–500+ developers

- Eng leaders drowning in fragmented AI + tools
- Buyer: VP Eng / Platform / CTO

PRICING

\$15K–\$50K+ ACV

- Enterprise SaaS: seats + AI usage
- Land small, expand by team + surface

REVENUE STREAMS

Multiple, compounding

- Seats · AI usage · premium capabilities
- Governance + FinOps pull new budgets

LAND & EXPAND — 4× expansion opportunity per logo

LAND

Engineering

First team, first budget



EXPAND

Platform



EXPAND

Security



EXPAND

Finance



RESULT

4× ACV

Net Revenue Expansion built into every account. *Pricing + expansion multiple illustrative — to validate in pilots.*



MARKET

A bottom-up path to a large, believable market.

Initial ICP AI-adopting engineering organizations, 25–500 developers (US + EU)



× \$30K initial average annual contract value



≈ \$1.2B initial SAM — the engineering-coordination beachhead



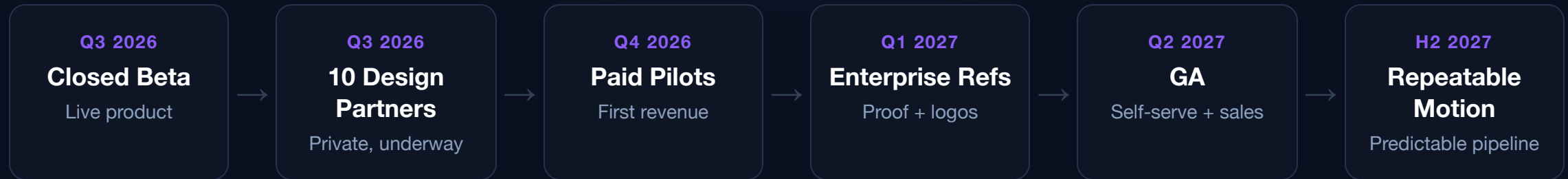
Expansion into platform, security & finance layers → multiples of the beachhead

Illustrative bottom-up model, not a top-down TAM. ICP size + ACV are assumptions to confirm with pilot data.

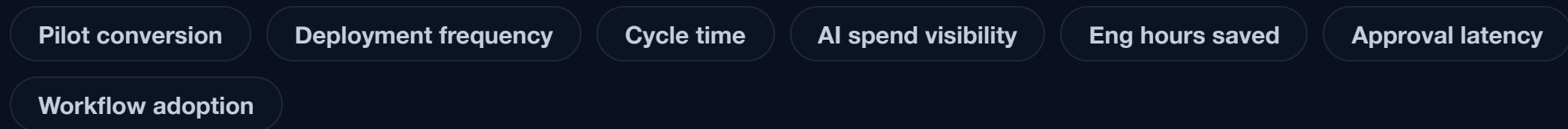


EXECUTION PLAN

From live beta to a **repeatable enterprise motion.**



KPIS WE HOLD OURSELVES TO





WHY ERIC

Built to build and sell this company.

Built **two** production SaaS platforms **from scratch** as a **solo** founder. That is rare — and it is the whole point.



Eric Kennedy
FOUNDER & CEO

EXECUTION (RARE)

- Shipped TWO production SaaS solo: RuneSpoke + Reef.Exchange
- Founder-led enterprise sales — pre-sales to close
- Converting to a Delaware C-Corp before raising

DOMAIN EXPERTISE

- 15+ years enterprise architecture
- Cloud, security, identity, SOC 2 leadership
- Sold into enterprises: pre-sales + customer success



Can build



Can sell



Can lead enterprise customers

Investors fund founders who can execute. Operator who can build the product and sell it.



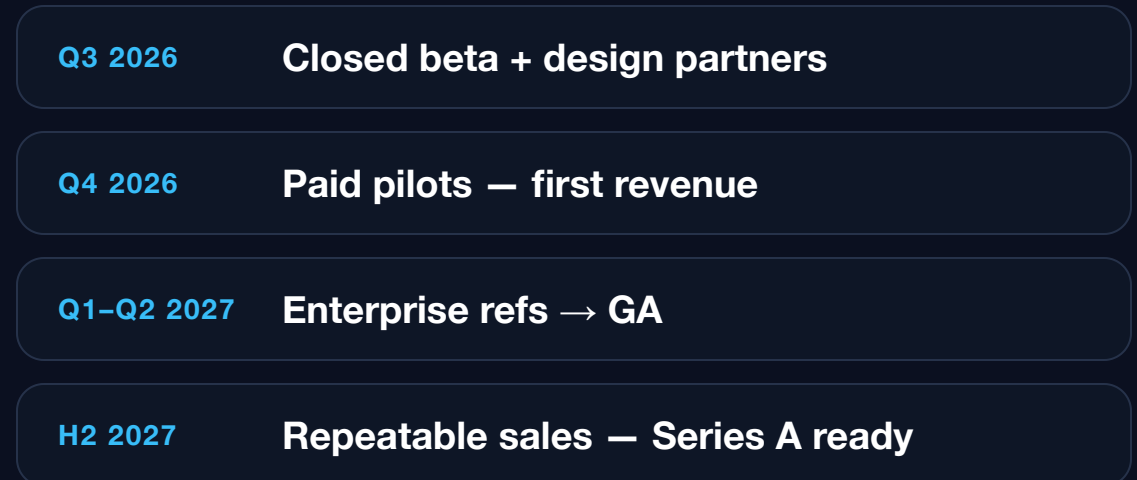
THE RAISE

Raising **\$1M+** to fund milestones — not expenses.

USE OF FUNDS



MILESTONE TIMELINE



Allocation + timing illustrative — to finalize with lead investor.

Software used to have users.
Software is about to have
teammates.

RuneSpoke coordinates both.



RUNESPOKE.AI

runespoke.ai



RuneSpoke

FOR DILIGENCE — NOT PART OF THE PRESENTATION

Appendix

Pricing detail · Competition · Architecture · Security & compliance · Market assumptions · Roadmap ·
Traction metrics