

QATI™ ENTERPRISE

Qlok, Inc.

The Pre-Execution Governance Layer for Enterprise AI

TRUSTED EXECUTION • OPERATIONAL CONTROL • ENTERPRISE AI GOVERNANCE

Edward R. Starrs

CEO



AI IS MOVING FROM ANSWERS → ACTIONS

The AI adoption curve has crossed a critical point. AI is no longer a query-response tool; it is an **operational participant** in enterprise environments.



AI systems now initiate and orchestrate multi-step enterprise workflows.



Direct connection to APIs, cloud infrastructure, financial systems, and databases.



The boundary between recommendation and operational execution is disappearing.



The core bottleneck is now **operational trust and governance**, not intelligence.

OPERATIONAL EXECUTION ECOSYSTEM

AI OPERATIONAL SYSTEMS

STATUS: ORCHESTRATING_WORKFLOWS



ENTERPRISE APIS



DATABASES



CLOUD INFRA



FINANCIAL SYSTEMS



CI/CD PIPELINES



IAM / AUTH

AI systems can act. **The question is whether enterprises can trust them to.**

AI SYSTEMS BREAK TRADITIONAL SECURITY MODELS

STATIC SECURITY ASSUMPTIONS FAIL

Traditional models architected for deterministic software cannot govern probabilistic AI behavior. AI is adaptive and stateful; its operational path cannot be fully anticipated at design time.

EXECUTION CHAINS CREATE HIDDEN RISK

Risk emerges from autonomous sequences across connected systems. Multi-step workflows traverse permission boundaries and accumulate sensitive data in ways point-in-time controls miss.



EXISTING GUARDRAILS ARE INSUFFICIENT

Current safety tools focus on alignment and generated content. They evaluate what AI **says**, but fail to govern what AI **does** within the operational execution path.

✔ AI systems require governance infrastructure designed for real-world execution environments.

AI CAPABILITY IS ADVANCING FASTER THAN AI CONTROL

Models optimize for Intelligence, not Governance.

Foundation model R&D focuses on reasoning, task completion, and instruction following. Operational control and safety are treated as post-hoc constraints rather than core infrastructure.

Policy layers are reactive and lack real-time enforcement.

Existing frameworks describe acceptable behavior but lack the low-latency mechanisms to intercept and block unauthorized actions at the execution path.

Enterprise security infrastructure was built for deterministic software.

SIEM, IAM, and DLP tools assume fixed code paths and human operators. They cannot govern autonomous systems that operate probabilistically and at machine scale.



“If your AI initiates a million-dollar wire transfer right now, who stops it?”

ACTIVE_EXPOSURE_VECTORS

SOC_OPERATIONS

FINANCIAL_TREASURY

CI/CD_PIPELINES

REGULATED_DATA

LEGACY_SECURITY_MODEL

DETERMINISTIC

AI_OPERATIONAL_PROFILE

PROBABILISTIC

GOVERNANCE_STATE

UNMANAGED_RISK

QATI™ — AI EXECUTION GOVERNANCE INFRASTRUCTURE



PRE-EXECUTION VALIDATION

Evaluate proposed AI actions against policy before execution is permitted.



RUNTIME GOVERNANCE

Monitor AI workflows and enforce policy during execution.



STATEFUL WORKFLOW TRACKING

Maintain operational context across multi-step AI workflows.



RISK-ADAPTIVE ENFORCEMENT

Apply governance proportional to operational risk.



CROSS-MODEL GOVERNANCE

Consistent governance across heterogeneous AI environments.



AI MODELS / AGENTS / ORCHESTRATION

QATI™ GOVERNANCE LAYER

PRE-EXECUTION VALIDATION

RUNTIME ENFORCEMENT

STATEFUL CONTEXT

RISK-ADAPTIVE CONTROLS

SIEM PLATFORMS

IAM PROTOCOLS

AUDIT SYSTEMS

ENTERPRISE APIs

CLOUD INFRA

WORKFLOW ENGINES

BUILT FOR REAL ENTERPRISE ENVIRONMENTS

Observability Mode

- > Passive monitoring layer instrumenting AI workflows.
- > Full telemetry visibility with zero operational disruption.
- > Immediate risk insights for baseline establishment.

Sidecar Governance

- > Validates and scores workflow behavior in parallel.
- > Human-in-the-loop review for governance insights.
- > Identify policy gaps before active enforcement.

Inline Enforcement

- > Operates directly in the live execution path.
- > Dynamic blocking or escalation of high-risk actions.
- > Active governance within live execution environments.

KEY DESIGN PRINCIPLES

Model-Agnostic

Works across heterogeneous models and agent frameworks.

Risk-Adaptive

Governance depth scales based on operational risk.

Lightweight SDK

Minimal engineering lift for rapid enterprise integration.

Minimal Latency

Optimized execution path to prevent bottlenecks.

Enterprise-Ready

Native SIEM, IAM, and audit system compatibility.

Gradual Path

Scale from observation to enforcement on your timeline.

Observe first. Enforce progressively. Scale governance with operational risk.

CURRENT COMMERCIAL READINESS

● SYSTEM_STATE: ACTIVE_EXECUTION

Available
COMMERCIALLY AVAILABLE

68
RISK EVENTS EVALUATED

7
DATASETS USED

11
PATENT FILINGS

 AWS MARKETPLACE APPROVED

01 // PRODUCT
QATI ENTERPRISE

- Platform and SDK commercially available
- QATI SDK MVP complete
- Pre-execution decision layer operational
- Supports AI action authorization and enforcement
- Six outcomes: allow, deny, delay, restrict, escalate, fallback

● STATUS: AVAILABLE

02 // VALIDATION
INTERNAL TECHNICAL VALIDATION

- 68 risk events evaluated
- 7 datasets used
- Six enforceable decision outcomes
- Reason codes and approval routing
- Covered: context drift, prompt-injection, unauthorized tool/API use, low-trust retrieval, approval failure

● STATUS: COMPLETE

03 // INTELLECTUAL PROPERTY
PATENT PORTFOLIO

- 11 AI and quantum-related patent filings
- AI execution control
- Causal governance / CAI
- Advanced compute architecture / MCC
- Expanding IP stack: autonomous AI authorization, action control, and path optimization

● STATUS: ACTIVE

04 // COMMERCIALIZATION
MARKET READINESS

- AWS Marketplace seller profile approved
- Enterprise partner and pilot outreach underway
- qati.ai in production migration and launch preparation
- qati.ai LLM integration active
- Revenue activation: qati.ai launch, enterprise pilots, and commercialization readiness



- ALLOW
- DENY
- DELAY
- RESTRICT
- ESCALATE
- FALLBACK

> QATI has moved beyond concept into commercial readiness, with an operational decision layer, internal validation, expanding IP, and active go-to-market execution.

Internal validation results are not represented as independent third-party certification.

QLOK INFRASTRUCTURE LAYER
// QATI™

THE SHIFT FROM AI ASSISTANCE TO AI EXECUTION

ASSISTANCE MODE

AUTONOMOUS EXECUTION MODE



MODE_01 // TRADITIONAL AI

Assistance Mode

AI generates outputs. Humans review recommendations before any action is taken. The blast radius is bounded by human judgment in the loop.

Incorrect Answers

Model returns inaccurate information. Human reviews output and discards or corrects before acting.

Hallucinations

Model fabricates plausible but false content. Reviewable and filterable prior to downstream use.

Bad Recommendations

Suboptimal suggestions passed to a human decision-maker. The human retains operational authority.



RISKS: CORRECTABLE – Human review layer absorbs blast radius



MODE_02 // AUTONOMOUS AI

Execution Mode

AI systems initiate actions directly against enterprise systems. Risks execute at machine speed, may be irreversible, and carry regulatory, financial, and reputational consequences.



Unauthorized Transactions

AI initiates financial transfers or procurement actions without human authorization.



Infrastructure Modification

Autonomous reconfiguration of cloud resources, network policies, or deployment environments.



Data Exposure & Permission Escalation

Multi-step workflows traverse permission boundaries and accumulate access to sensitive data.



RISKS: Operational • Machine-speed • Regulatory exposure



The operational risk profile changes **the moment AI systems can take action** – governance infrastructure must operate in the execution path, not after the fact.

LARGE AND EXPANDING ENTERPRISE AI GOVERNANCE MARKET

AI governance, AI security, and execution control are converging.

MARKET OPPORTUNITY

TAM / SAM / SOM

2030 TARGET

\$100M ARR = 0.63% of projected TAM

Qlok serviceable obtainable market within a \$15.8B total addressable market

TAM **\$15.8B**

AI governance software spend

SAM **\$5.78B**

AI governance market by 2029

SOM **\$100M ARR**

Qlok 5-year target — ~0.63% TAM capture

MARKET CONVERGENCE

AI governance, security, agentic AI, and execution control are converging into one enterprise infrastructure category.

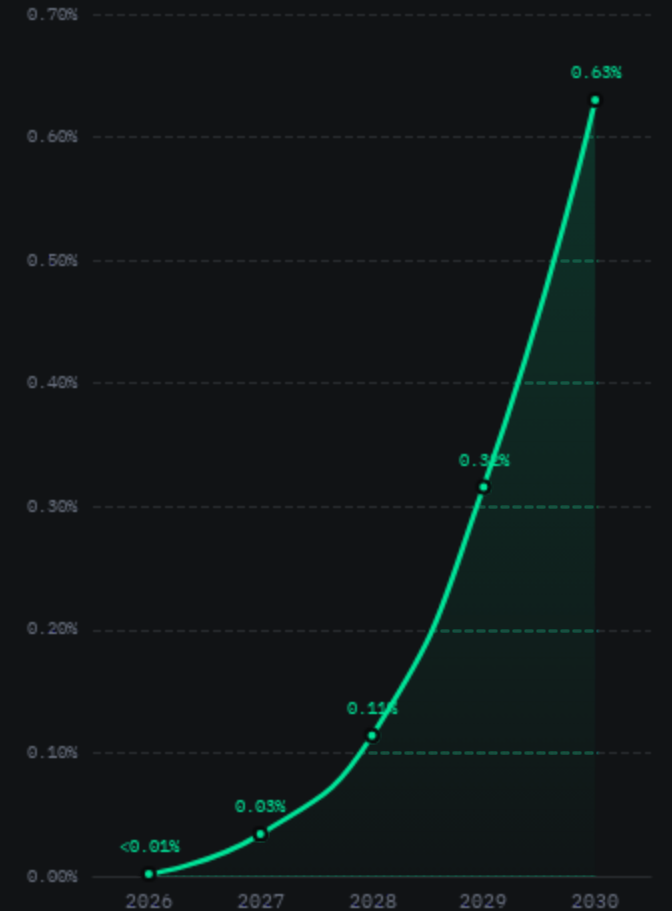
REVENUE PROJECTION

Qlok 5-Year Revenue Forecast



TAM CAPTURE

Qlok Revenue as % of Projected 2030 TAM



- QATI sits at the intersection of AI governance, AI security, agentic AI, cybersecurity automation, and enterprise execution control.

Sources: Forrester AI Governance Software Forecast, 2024–2030; MarketsandMarkets AI Governance Market Forecast, 2024–2029; Grand View Research Enterprise Agentic AI Market Report, 2030.

INITIAL ENTERPRISE DEPLOYMENT FOCUS



CYBERSECURITY OPERATIONS

Governance for AI-driven SOC workflows—blocking, isolating, and remediating threats without human-induced errors or adversarial manipulation.

PRIORITY: CRITICAL_INFRASTRUCTURE



FINANCIAL SYSTEMS

Real-time governance for transaction validation, fraud detection workflows, and treasury automation where AI initiates high-value monetary actions.

PRIORITY: TRANSACTIONAL_SECURITY



ENTERPRISE AI WORKFLOWS

Securing internal AI copilots and orchestration systems with system access across Slack, Teams, ERP, and automated procurement environments.

PRIORITY: OPERATIONAL_INTEGRITY



AI-ASSISTED ENGINEERING

Governing AI-assisted code generation and deployment workflows within CI/CD pipelines and infrastructure-as-code (IaC).

PRIORITY: DEPLOYMENT_TRUST



REGULATED ENVIRONMENTS

Supporting policy enforcement and auditability for AI execution in environments subject to HIPAA, SOX, and PCI requirements.

PRIORITY: COMPLIANCE_ENFORCEMENT



ASSERTION: Early adoption is strongest where AI execution risk carries material operational impact.

DEPLOYMENT SEQUENCING DESIGNED FOR ENTERPRISE ADOPTION

PHASE_01



Visibility & Monitoring

OBJECTIVE

Instrument AI workflows and establish an operational baseline with zero disruption.

- Workflow Telemetry
- Behavioral Analysis
- Risk Scoring Engine
- Audit Visibility Layer

PHASE_02



Policy Validation

OBJECTIVE

Introduce governance policy and validate enforcement logic against live workflows.

- Pre-Execution Analysis
- Governance Controls
- Authorization Framework
- Human Escalation Pathways

PHASE_03



Execution Governance

OBJECTIVE

Activate full runtime enforcement across enterprise AI execution environments.

- Active Runtime Enforcement
- Stateful Execution Tracking
- Workflow Governance
- Trust Orchestration

KPI_SUCCESS_METRICS

RISK_REDUCTION

Measurable incident reduction & risk score improvements.

WORKFLOW_VISIBILITY

Percentage of AI workflows instrumented and mapped.

DEPLOY_CONFIDENCE

Qualitative design partner feedback & adoption speed.

POLICY_COMPLIANCE

Real-time enforcement rate vs. policy violations.

TRUST_IMPROVEMENT

Governed workflow coverage across enterprise systems.

The goal is not to slow AI adoption. It is to make **scaled deployment operationally trustworthy.**

COMPETITIVE POSITIONING

LAYER	FOCUS	WHO PLAYS HERE
Model Layer	Capability & intelligence — reasoning, generation, task completion	<i>OpenAI, Anthropic, Google DeepMind, Mistral</i>
Infrastructure Layer	Compute & orchestration — training platforms, inference, workflow engines	<i>AWS, Azure, GCP, LangChain, Temporal, Datadog</i>
Governance Layer	Governance, security, monitoring, compliance, and execution control	<i>AI governance, security, monitoring, and compliance vendors</i>

CAPABILITY ≠ CONTROL

Model companies build capability and intelligence. Their safety work is model-level (alignment), not execution-path governance.

VISIBILITY ≠ ENFORCEMENT

Infrastructure companies build compute and orchestration. They surface operational data but do not enforce real-time execution policy.

THE EXECUTION GAP

Many tools monitor, document, or secure AI systems. QATI focuses on the moment of action, where policy, authority, risk, context, and current system state must produce an enforceable decision.

QLOK POSITION

Qlok focuses on the missing pre-execution layer: deciding whether an AI-driven action may proceed before it reaches real systems.

OPERATIONAL TRUST INTELLIGENCE COMPOUNDS OVER TIME

EXECUTION TELEMETRY & MODELING

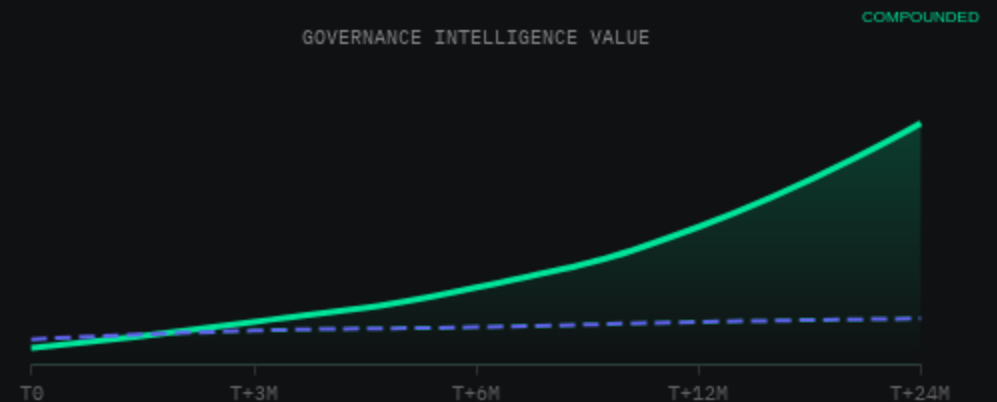
- ✔ Multi-step execution telemetry capturing full action sequences.
- ✔ Statistical baselines for normal execution patterns per workflow.
- ✔ Risk escalation pattern analysis identifying high-risk drift.

CROSS-SYSTEM INTELLIGENCE

- ✔ Interaction intelligence across heterogeneous enterprise APIs.
- ✔ Model behavior benchmarking in live production environments.
- ✔ Stateful trust scoring calibrated to unique operational contexts.

THE LONG-TERM MOAT

Deep Enterprise Integration Accumulated policy libraries and risk baselines create deep institutional dependency.



COMMERCIAL EXPANSION SEQUENCING

EXECUTION_MODEL: PHASE_GATED

PHASE_01

• COMPLETE

Commercial Foundation

- 🛠️ QATI SDK MVP complete
- 📄 QATI Enterprise commercially available
- 📊 68 risk events and 7 datasets evaluated
- ☁️ AWS Marketplace seller profile approved

PHASE_02

• IN PROGRESS

Revenue Activation

- 🌐 Launch qati.ai subscriptions
- 🤝 Begin enterprise pilots and design partnerships
- 🔄 Complete production-platform migration
- 📈 Collect usage, conversion, and governance telemetry

PHASE_03

• NEXT

Enterprise Scale

- 🏢 Dedicated and customer-VPC deployments
- 🔗 Enterprise integrations
- 🔄 High-volume governance operations
- 🛡️ Trust intelligence and recurring enterprise revenue

📘 Each phase must demonstrate measurable commercial and enterprise value before expansion.

ENTERPRISE INFRASTRUCTURE BUSINESS MODEL

REV_STREAM_01



Platform Licensing

Annual recurring fees tiered by deployment scale, integration depth, and governed workflow volume.

REV_STREAM_02



Usage-based Governance

Consumption-based pricing for high-volume governance checks and real-time execution validation.

REV_STREAM_03



Premium Integrations

Add-on revenue for deep enterprise connectors: SIEM, IAM, cloud infrastructure, and ERP systems.

REV_STREAM_04



Dedicated Deployments

Premium air-gapped or sovereign infrastructure for highly regulated and sensitive environments.

REV_STREAM_05



qati.ai Subscriptions

Monthly and annual subscription revenue from consumers, professionals, and teams using QATI-validated AI responses.

OPERATIONAL DEPENDENCY

High-retention subscription base driven by the "stickiness" of governance infrastructure.

LAND-AND-EXPAND MOTION

Observability deployments naturally transition to Inline Enforcement as trust builds.

ENTERPRISE SCALING

Revenue grows proportionally with the expansion of the enterprise AI footprint.

REVENUE COMPLEMENTARITY

Near-term qati.ai subscriptions and higher-value QATI Enterprise deployments create complementary revenue paths.

AI GOVERNANCE IS BECOMING **REQUIRED ENTERPRISE INFRASTRUCTURE**.

Qlok is targeting **more than \$100M ARR within five years** as autonomous AI execution becomes required enterprise infrastructure.

LEADERSHIP TEAM

Founder-led commercialization, technical execution, and IP development



Edward R. Starrs

CEO

BACKGROUND

Technology founder, inventor, and former public-company CEO with more than 25 years of experience building and commercializing fintech, payment-security, AI governance, and advanced-compute technologies.

TRACK RECORD

Built patented transaction-security platforms, raised capital, led public-company operations, formed enterprise and banking relationships, and scaled transaction businesses.

AT QLOK

Leads strategy, financing, partnerships, commercialization, and the qati.ai subscription launch.



Timothy West

FOUNDING CTO

BACKGROUND

AI and quantum technology executive with more than 15 years of R&D, engineering, commercialization, and advanced-systems leadership experience.

TRACK RECORD

Experience across AI/ML, secure systems, quantum technology, manufacturing technology, technical operations, and enterprise-scale engineering.

AT QLOK

Leads QATI architecture, platform engineering, technical validation, enterprise deployment readiness, and advanced intellectual-property development.



TEAM STRENGTH

Qlok combines **founder-led commercialization**, patented transaction-security experience, public-company leadership, and deep AI/quantum technical execution.

SEED FINANCING

TARGET: \$200K // CURRENT SEED ROUND

TARGET FUNDRAISE

\$200,000

INVESTOR-ALIGNED STRUCTURE

SAFE available only where appropriate and accepted by the investor group.

CAPITAL DEPLOYMENT

COMMERCIAL LAUNCH

Complete the qati.ai production migration and begin paid subscription revenue.

PLATFORM INFRASTRUCTURE

Move to a controlled, scalable AWS-based production platform.

GROWTH AND DISTRIBUTION

Activate affiliate, referral, and customer-acquisition programs after the permanent platform is operational.

ENTERPRISE COMMERCIALIZATION

Advance enterprise pilots, integrations, AWS Marketplace commercialization and strategic partnerships.

ROUND OBJECTIVES

INITIAL TRACTION

Establish paid usage signals from qati.ai and enterprise pilot activity.

FULL COMMERCIAL STACK

Complete billing, entitlements, referral tracking, analytics, and production monitoring.

ENTERPRISE VALIDATION

Convert partner discussions into pilots, design partnerships, and commercial deployments.

NEXT FINANCING

Position Qlok for a larger institutional financing from a stronger commercial and technical foundation.

| AI DOESN'T JUST NEED TO BE SMARTER. IT NEEDS TO BE GOVERNED.


**The future of enterprise AI depends on
operational trust.**

QATI Enterprise™: Govern AI before AI acts.


QLOK_INC


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