

# Alternate Futures

**Alternate Clouds:** The Decentralized Developer Platform

30-80% cheaper than AWS. Deploys in one command. Blockchain optional.

*Seed Round – \$5M*



**AI tool fragmentation is strangling startups.**

**Rising compute costs are killing them off.**

**The \$4.4T Agentic economy needs better  
infrastructure.**

*We've built it.*

## *The Problem*

# The AI infrastructure crisis

Three forces breaking cloud economics for AI-native startups.

### *High Cost*

# \$44.5B

wasted annually

- **84%** of orgs **overspend on cloud**
- **50-81%** of SaaS **revenue goes to infra**
- **\$723B+** total **cloud spend** globally

### *Difficulty*

# 18 mos

avg. cloud migration timeline

- **75% of cloud exits fail** to hit savings in 18 mos
- 37signals: dedicated ops team to exit AWS
- Self-hosting **requires 24/7 on-call DevOps**

### *Rising Need*

# 1-3x

AI cost multiplier

- Copilot **loses \$80/user/month**
- Cloud **budgets up 36% YoY**
- **33% of enterprises** adopting AI by 2028

*Our Solution*

# A Decentralized Platform

Our DePIN abstraction layer solves all three.

*Cut wasted spend*

**30-80%**

cheaper via DePIN

- **25% flat markup** vs 200-500% markup
- \$12K/mo Vercel → \$5K/mo Alternate Clouds
- \$0 surprise bills — **transparent pricing**

*Deploy in minutes*

**1 command**

single step: af deploy

- Same PaaS **UX developers already know**
- **Multi-network failover** built in
- Blockchain **fully abstracted**

*Built for AI*

**3-5x**

GPU cost advantage

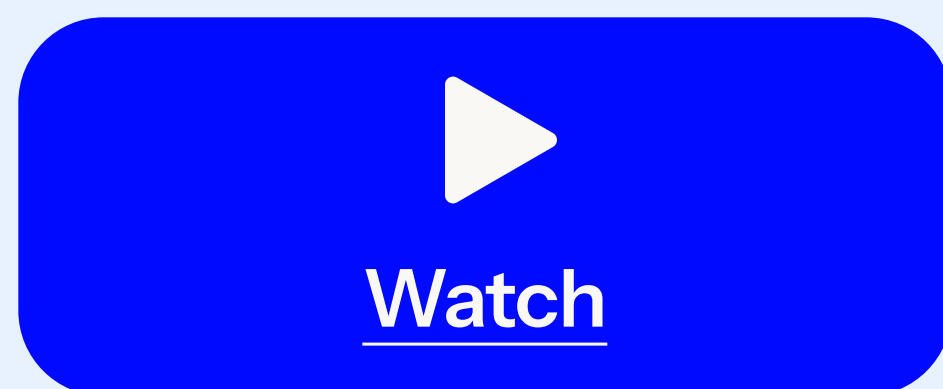
- Pay for what you use — **no inflated plans**
- **GPU-aware routing** across DePIN networks
- **Scale AI workloads** without the cloud tax

*Our Product*

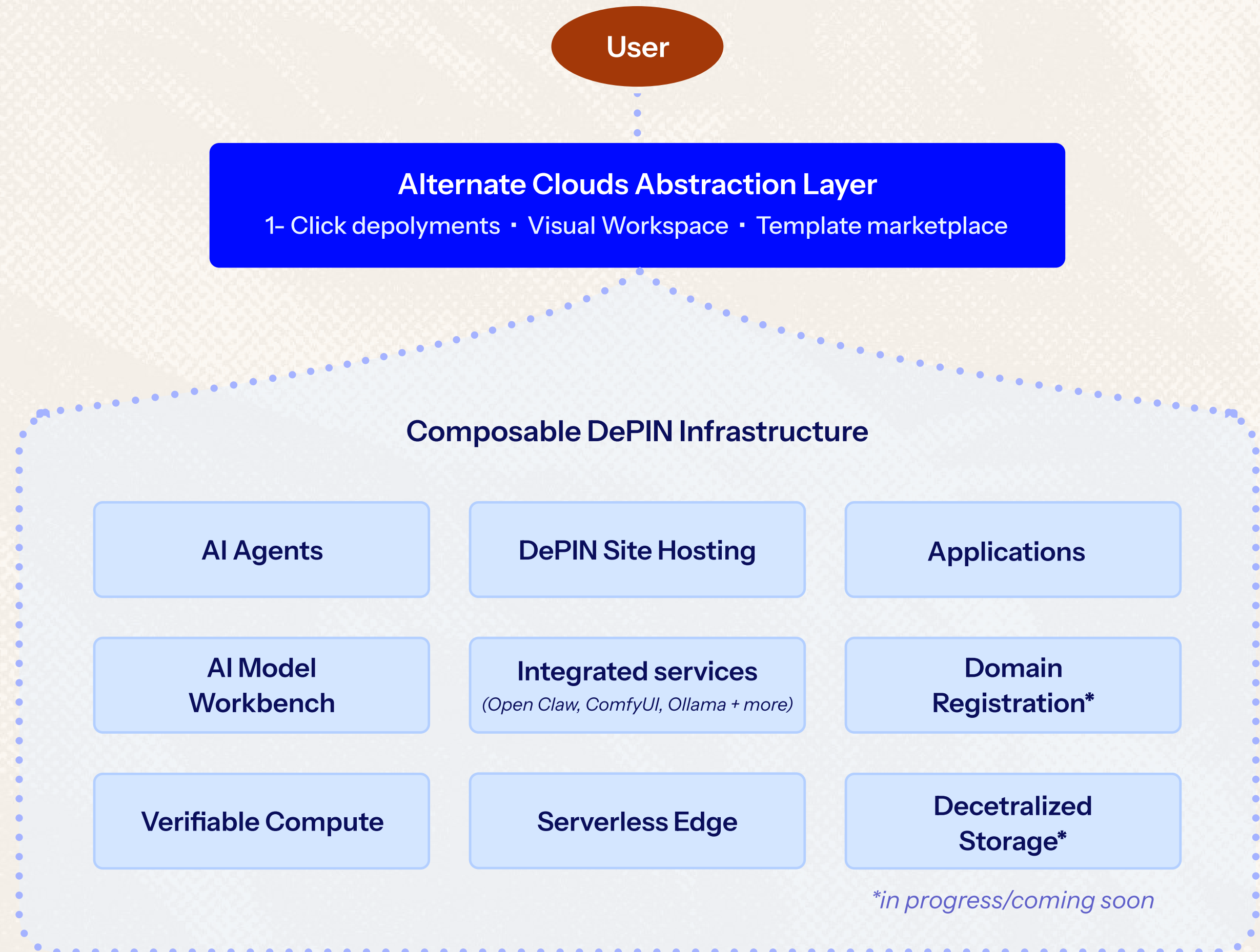
# Alternate Clouds

- Generate and **deploy instantly**
- Launch AI Assistants in **secure trusted execution environments (TEE)**
- **Full-stack support:** data, sites, agents
- **Domains & AI workbench** (*coming soon*)

*Demo Video*



[demo.alternatefutures.ai](https://demo.alternatefutures.ai)



**HOW IT WORKS:**

**Reduce Cost. Reduce Complexity.**

Our user-friendly abstraction layer makes deploying AI agents, sites, and services across DePIN networks fast & easy, reducing cloud spend.



# Traction

## Where We Are Now

April 2026

### Product Status

- Functional **multi-cloud DePIN platform for AI products**
- **Private beta launched** March 2026
- Building out planned and requested features & templates
- **Locked in sub-market compute rates** unavailable publicly with sustainable energy source; contracts execute on round close.
- **Architected plans for spin-off apps** data collection, legal & IP

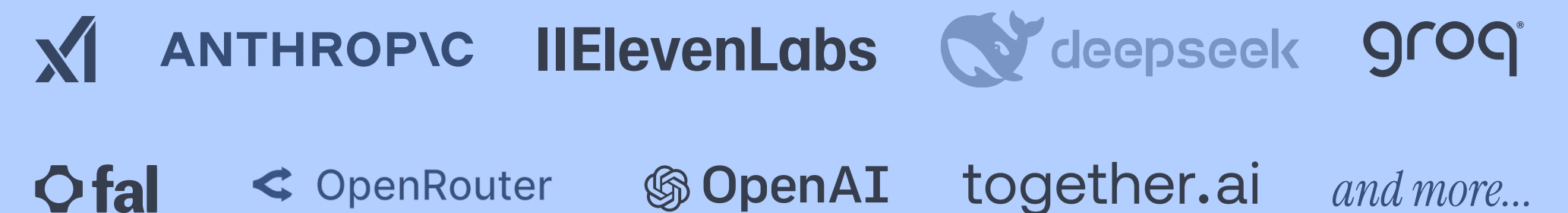
### Growth & Traction

- **First large client signed**, with 6 products for white glove onboarding
- **First individual users** onboarding to private beta
- **\$50k in revenue secured** + \$2k MRR (est.) from first product in beta testing on platform
- **\$30k in grants** awarded

### Partnerships



### Intergrations



## *Business Model*

# The Economics of Market Disruption

We make money when our customers save money.

Competitive seat fees cover most operating costs while compute and storage markup generating our profits.

Our distributed infrastructure enables us to offer our customers high performing compute and storage at a lower price than the competition.

Our pricing is 30–80% cheaper than competitors, while providing a better, more streamlined user experience.

### Projected Unit Economics

**\$1,500**

Monthly avg revenue per user

**\$300**

Customer acquisition cost

**5:1**

Lifetime value to acquisition ratio

**12 mo.**

Time to recoup acquisition cost

Infrastructure Markup = 25% / 20% for annual billing

**\$5,000** → **\$3,500** → **\$1,500**

Customer pays

Network gets

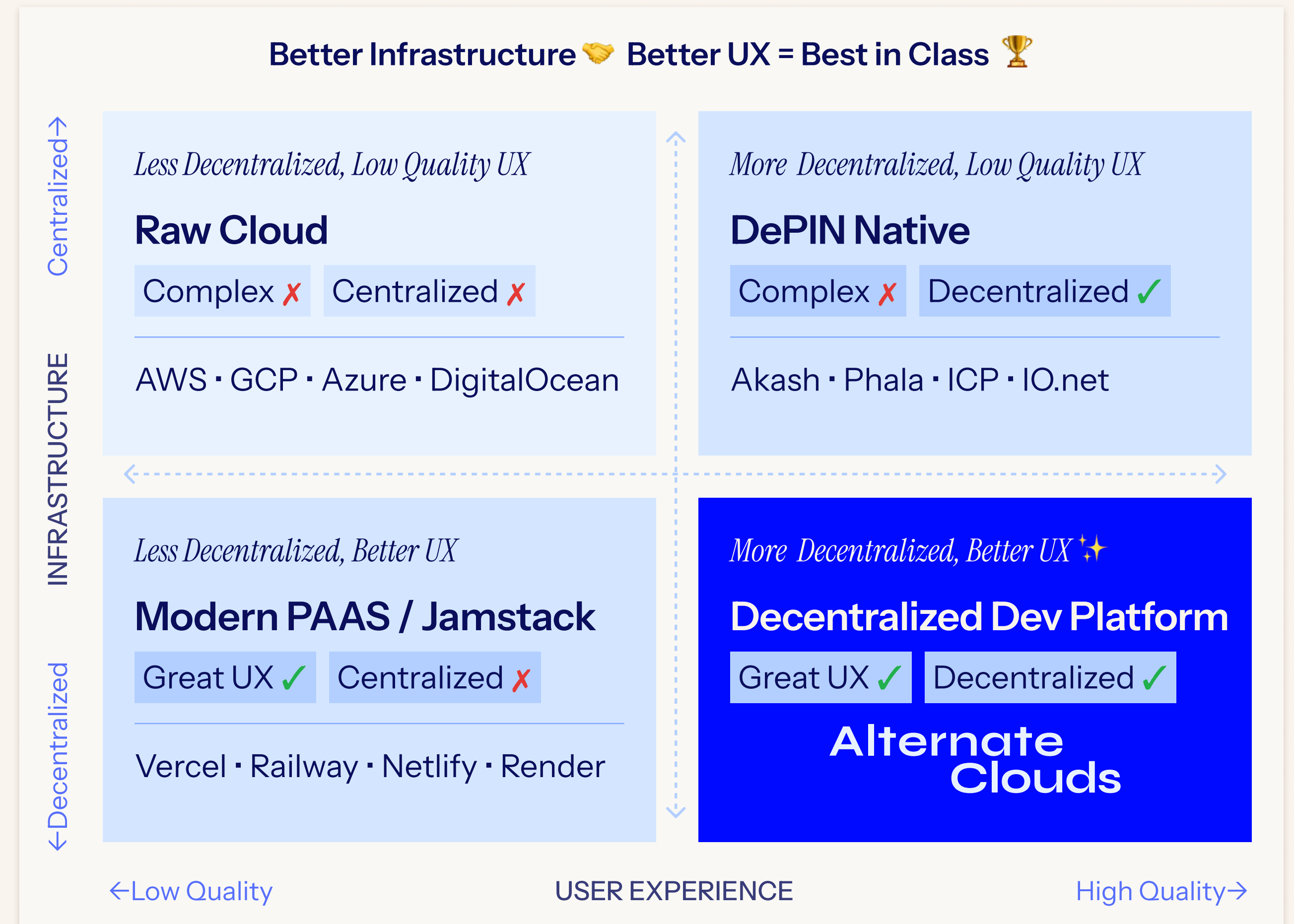
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# Competitor Landscape

## A New Category of Cloud Infrastructure

Alternate Clouds is the **only platform** combining traditional PaaS developer experience with decentralized infrastructure economics.

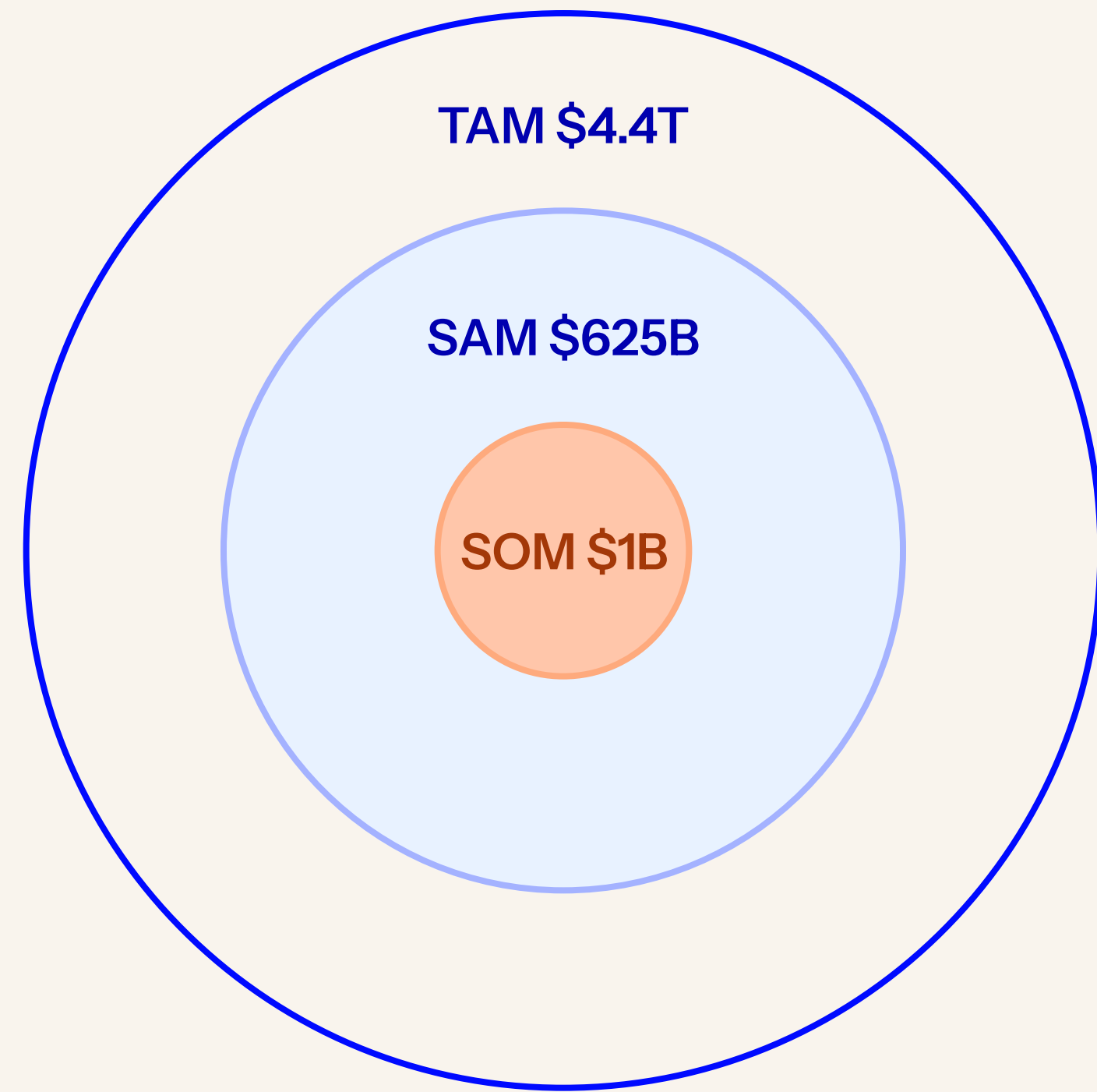
FEATURE	VERCEL	NETLIFY	RAW DEPIN	AC
One-click deploy	✓	✓	✗	✓
Git integration	✓	✓	✗	✓
Serverless functions	✓	✓	~	✓
Custom domains + SSL	✓	✓	✗	✓
IPFS / Arweave	✗	✗	✓	✓
DePIN economics	✗	✗	✓	✓
30-80% lower cost	✗	✗	✓	✓
AI agent hosting	~	✗	✓	✓
No vendor lock-in	✗	✗	✓	✓
Great UX	✓	✓	✗	✓



## Market Positioning & Sizing

# \$4.4T Market Aggregated Agentic + Cloud

We start with a \$267B beachhead and expand across six segments.



### ADDRESSABLE SEGMENTS 2026-2028 PREDICTED GROWTH

#### AI Agent Startups

\$267B → \$420B



#### Cost-Opt SaaS

\$225B → \$350B



#### Indie Games

\$108B → \$160B



#### Low-Code

\$18.7B → \$26.3B



#### Web3 Indie

\$7B → \$11B



## Founding Team

# Deep experience. Trusted team. Ready to scale.

We are an **AI-first company** creating **approachable AI, agentic, and distributed network technologies**. A team of former colleagues with startup-to-enterprise experience, known for building user-friendly products and the communities around them.



### Angela Steffens

*Co-founder and CEO/CTO, BSCS*

- **20+ years** shipping products, leading teams, founding companies - **2x exit**, the last to PE
- **13K+ developer community**, conference speaker, developer workshops, hackathon judge/mentor
- **Emergent tech leader AI/ML**, blockchain, distributed systems



### Alex Chambers

*Co-founder and COO/CXO*

- **11+ years** applying **Masters of HCI in UX research** and alignment consulting
- Has built across a **wide domain experience** from agentic metaverse to retrosynthesis and more.
- Prioritizes and champions **user-experience-first** production



### Amy Lynn Taylor

*Founding Product Designer*

- **2X founding team** member, including going from 0 → Series A (\$15m ARR)
- **15+ years** in **product design, tech marketing and community building** from startups to Fortune 100
- **Developer UX expert**, ships products devs love



### Hayk Mavisakalyan

*Founding Software Engineer*

- **15+ years full-stack engineering**, from data platforms to 3D gaming
- **Co-founded** a dev studio — shipped design, code, and product end-to-end
- **AI + WebGL native**, builds everything from model integrations to immersive 3D

*Timeline*

# The Abstraction Layer Playbook

Start with developers. Move upmarket. Product-led growth.

*0-6 Months*

## Dev-First Community Building

### VERTICALS

AI Agent Startups + Web3 Indie

### CHANNELS

Green Pill Network, HuggingFace, Hacker News, ETHGlobal, Conferences and Meetups

### FEATURE EXPANSION *(In progress)*

Alternate Swarms (Multi-Agent Systems), Alternate Orbits (Marketing Agents)



*6-12 Months*

## Expand Horizontally

### VERTICALS

Low-Code Creators + Emerging Markets

### CHANNELS

Webflow/Bubble, YouTube, Regional Meetups

### FEATURE EXPANSION

DSFM for UX, Social Sales Agents, and more



*12-24 Months*

## Move Upmarket

### VERTICALS

Enterprise SaaS

### CHANNELS

Case studies, Outbound sales, Pilots

### FEATURE EXPANSION

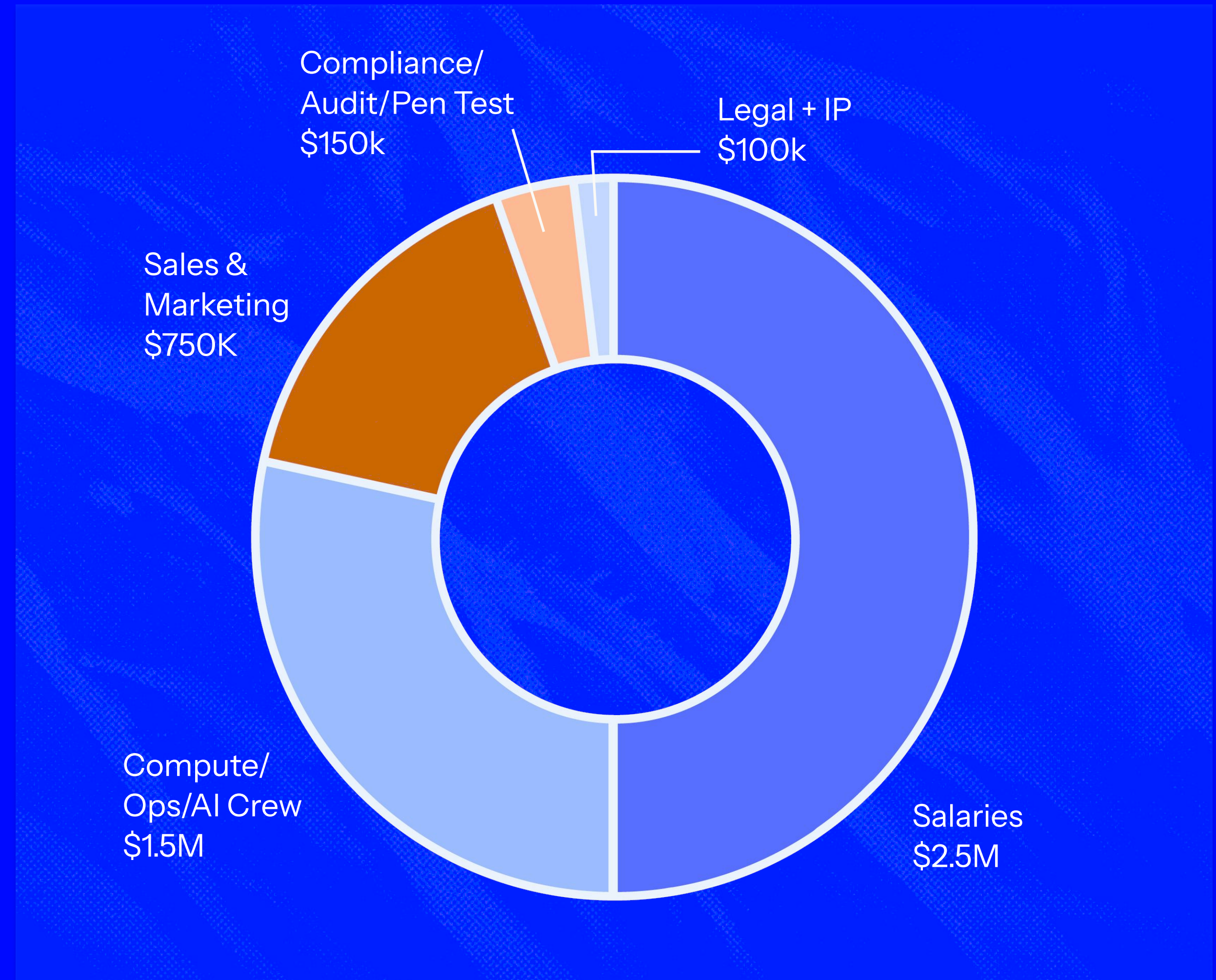
Integrating existing products with additional enterprise tools, and more

## Funding Ask

# \$5 Million

### How we'll put it to work:

- Scale faster  
*Onboarding waitlist, expanding features*
- Team Compensation  
*Pay salaries, hire contractors, fund AI agents*
- Grow market footprint  
*Attending events, marketing, community building*
- Legal & IP fees
- Compliance
- Experimentation for products on top of Alternate Clouds & feature expansion



*Thank you!*

## Connect with us

Email: [invest@alternatefutures.ai](mailto:invest@alternatefutures.ai)

Website: [alternatefutures.ai](https://alternatefutures.ai)

Documentation: [docs.alternatefutures.ai](https://docs.alternatefutures.ai)

CLI on npm: [@alternatefutures/cli](https://www.npmjs.com/package/@alternatefutures/cli)

SDK on npm: [@alternatefutures/sdk](https://www.npmjs.com/package/@alternatefutures/sdk)

GitHub Organization: [github.com/alternatefutures](https://github.com/alternatefutures)