

PRE-SEED INVESTOR DECK · AUGUST 2026

Clouve

Business software without the IT department.

Deploy business applications in minutes, then let the built-in AI operator keep them running on Clouve-managed infrastructure: upgrades, backups, monitoring, and recovery included.

Amgad (AJ) Youssef · Founder & CEO aj@clouve.com [LinkedIn](#)

THE PROBLEM

Self-hosting is broken for organizations without infrastructure teams.

A college running Moodle and a student-information system has no infrastructure team. Neither do most of the schools, SMBs, and nonprofits that depend on self-hosted business software. Self-hosting promised ownership; what most of these teams actually get is abandonment.

\$155K

Median US DevOps engineer total compensation. That is the going rate for the person who keeps self-hosted software alive.

[Levels.fyi, DevOps Engineer compensation \(retrieved Aug 2026\)](#)

LMS + SIS

What Clouve operates in production today for a private education institution with no infrastructure staff of its own.

Internal platform data, Aug 2026



Deployments get abandoned

Upgrades and backups stop, and downtime gets expensive.



Security decays

Patches don't ship. CVEs pile up the longer it runs.



Forced into bad choices

Overpay for per-seat SaaS, or stop using the software entirely.

WHY NOW

AI agents just crossed the threshold for real operational work.

Diagnosis, upgrades, recovery: work that used to cost a DevOps salary is now within reach of AI agents running under guardrails. That changes the economics of managed self-hosting. More business software exists than ever, and someone has to operate all of it. We think the next phase is managed ownership, not another round of build vs. buy.

~100%

AI performance on SWE-bench Verified (real software-engineering tasks) rose from 60% to near 100% in a single year.

[Stanford HAI, AI Index Report 2026 \(Apr 2026\)](#)

280×

Fall in LLM inference cost at GPT-3.5-level performance between Nov 2022 and Oct 2024.

[Stanford HAI, AI Index Report 2025 \(Apr 2025; reaffirmed in the 2026 edition\)](#)

\$234B

Enterprise application software spend at risk from agentic AI through 2030. In plain terms: how software gets operated is being repriced.

[Gartner press release \(Jul 2026\)](#)

145,888

Registered Moodle sites worldwide. That is one application class among the ten Cloupe operates, and every one of those sites needs an operator.

[stats.moodle.org live counter](https://stats.moodle.org/live-counter) (retrieved Aug 2026)

Bottoms-up, education wedge only: 145,888 registered Moodle sites × published list pricing from AUD 170/yr (≈US\$110; MoodleCloud Starter, moodlecloud.com, retrieved Aug 2026) to \$5,220/yr (Cloupe Education Kit + AI operator) supports up to ~\$0.8B/yr serviceable, before counting the WordPress-, Odoo-, and CRM-class apps on the marketplace. For context, Gartner forecasts enterprise application software to reach \$722B by 2029 (Forecast: Enterprise Application Software, Worldwide, 2023-2029, 2Q25 Update, Jun 2025).

THE SOLUTION

An AI-operated managed platform for business applications.

Choose an application or kit from the marketplace and get a fully managed deployment on Clouve-run Kubernetes in minutes. An AI operator trained for that stack keeps it running.

**Marketplace: 10 applications + 2 kits, 20 live listings**

WordPress, Moodle, Gibbon, Odoo, SuiteCRM, LimeSurvey, n8n, OwnCloud, Bluesky PDS, AI Studio. The Education Kit is integrated for real: Gibbon (the SIS) feeds enrolment into Moodle (the LMS) automatically.

**Managed runtime**

Provisioning, upgrades, backups, disaster recovery, monitoring, and security maintenance. Production on Google Cloud today; AWS and Azure provisioning built in.

**Built-in AI operator**

Diagnoses issues, runs maintenance, performs upgrades safely, and answers plain-English questions inside every deployment, all behind safety gates.

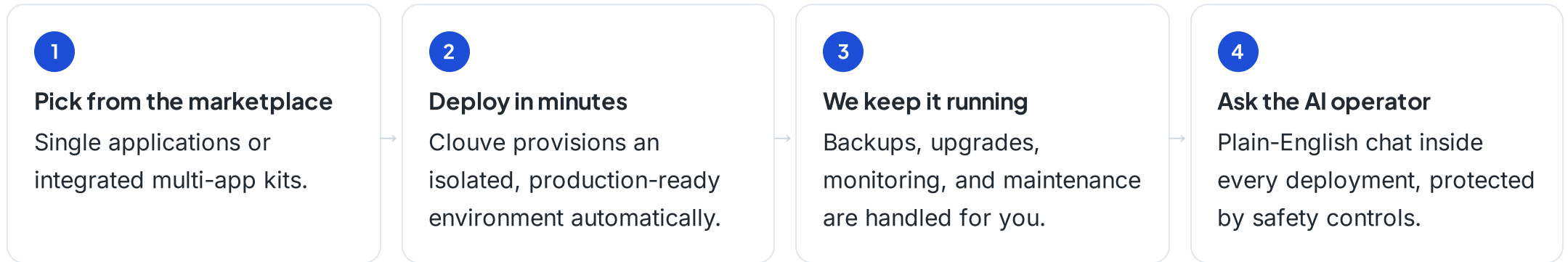
**Customers keep control**

Your domain, your data, downloadable backups. Leave whenever you want.

HOW IT WORKS

From marketplace to production in minutes.

Four steps from picking an app to having an operator running it.



Every incident the fleet survives becomes a playbook.

Hosting is a commodity. Clouve ships the operations layer above it: a per-application skills registry (6 application skill packs, 28 operational playbooks, 55 data-model guides, 14 audited automation scripts) that executes under an enforced safety harness. Registry counts: Clouve platform, Aug 2026.

SKILLS	28 operational playbooks	55 data-model guides	14 audited scripts	6 application skill packs	
SAFETY	Scoped permissions	Dry-run + typed confirmation	Per-app forbidden zones	Backup before schema changes	Full audit trail
RUNTIME	Claude Code	Gemini CLI	OpenAI Codex CLI		

Proven in production

In July 2026 the operator tooling ran a zero-downtime production migration of an education institution's LMS and SIS: Moodle 4.4 to 5.2, Gibbon 27 to 30.

Hard to copy

Anyone can rent Kubernetes. The asset is accumulated, safety-gated operational knowledge per application, and it compounds with every recovery.

Runtime-agnostic by design

Tenants already pick Claude, Gemini, or Codex per session; that shipped. The proprietary layer is the skills registry and safety harness above them.

PRODUCT

Live on production rails: 20 marketplace listings, real billing, real tenants.

Everything below is shipped and running in production today: reviewer-gated publishing, Braintree billing with automated receipts, and per-tenant Kubernetes isolation. AI-assistant editions are live on the marketplace now (Aug 2026).

W

WordPress
CMS

M

Moodle
LMS

G

Gibbon
SIS

L

LimeSurvey
Surveys

O

Odoo
ERP

O

OwnCloud
Files

S

SuiteCRM
CRM

B

Bluesky PDS
Identity

n

n8n
Automation

A

AI Studio
AI workspace**20**

marketplace listings: 10 applications
+ 2 multi-app kits, incl. 7 AI-
assistant editions

GCP

production today; AWS + Azure
provisioning built in

4 tiers

capacity-based pricing, X-Small (90-
day free trial) through Large

Braintree

payment rails with automated PDF
receipts; reviewer-gated publish
pipeline

Early validation

12 organizations deployed · 4 active today · including a private education institution whose LMS + SIS we operate in production. Internal platform data, Aug 2026.

GO-TO-MARKET

Win higher ed first, through the people universities already trust.

Higher education runs on exactly what we ship (Moodle for the LMS, Gibbon for the SIS, LimeSurvey, and the integrated Education Kit), and it buys through consultants it already trusts.

10 of 17

all-time tenant deployments are Education Kits (Internal platform data, Aug 2026)

~22,000

accredited higher-ed institutions worldwide (IAU World Higher Education Database, retrieved Aug 2026)

90-day

free X-Small trial on every listing, the self-serve door into a paid tier

The motion

Consultant-led sales plus free-trial self-serve; land one application, expand into multi-app kits. K-12 and private schools are the expansion ring.

The evidence

A higher-ed consultancy channel partner already deploys client institutions on Clouve. Internal platform data, Aug 2026.

Trust to earn

We plan SOC 2 and FERPA readiness with this round. What's true today: tenant isolation, automated backups, and customers own their data.

Academic procurement is slow and runs on budget cycles. The consultant channel and the 90-day trial let deployments start mid-cycle instead of waiting for one.

Three recurring revenue layers on every deployment.

Marketplace subscription, infrastructure margin, and a flat-fee AI operations layer, all priced from the live marketplace.



Marketplace subscription

Tiered monthly plans per application or kit, from the free-trial X-Small through Large.



Infrastructure margin

Clouve operates compute, storage, backups, and scaling on managed Kubernetes; hosting bases run \$10-\$170/mo by tier plus metered capacity.



AI operations layer

Flat \$100/mo platform fee per deployment. Customers bring their own AI key, so Clouve carries no AI-token COGS.

Anchor economics: live list pricing, Aug 2026



Education Kit, Small tier: \$335/mo + \$100/mo AI operator

\$435/mo all-in for an integrated, operated LMS + SIS. Pulled from the live marketplace (app.clouve.com, Aug 2026). This is list pricing, not claimed revenue.



Margin structure

Capacity-based tiers priced above metered infrastructure cost; the AI operator fee is pure platform margin (the customer brings the AI key). We share blended gross margin in the data room.

Expansion: roadmap, not in the numbers above

Developer monetization: third-party publishers, revenue share, an operational-skills marketplace, and enterprise private registries. That is act two; the wedge above funds it.

The alternatives run one app for you, or none of the operations.

Capability	Clouve clouve.com	Vendor clouds Odoo.sh · MoodleCloud · WordPress.com	Hyperscaler marketplaces AWS · GCP · Azure images	Managed OSS hosting Elestio · Cloudron · PikaPods	Cloudways www.cloudways.com	Coolify (DIY) coolify.io
Marketplace of business apps (LMS, SIS, CRM, ERP, surveys)	✓	✗	✓	✓	✗	✓
Managed end-to-end: upgrades, backups, monitoring	✓	✓	✗	✓	✓	✗
One platform for many apps, with integrated multi-app kits	✓	✗	✗	✗	✗	✗
AI operator with guardrailed execution in every deployment	✓	✗	✗	✗	✗	✗
No lock-in: your domain, your data, downloadable backups	✓	✗	✓	✓	✓	✓
Free, fully self-managed (DIY)	✗	✗	✗	✗	✗	✓

Why not the app vendor's own cloud?

MoodleCloud and Odoo.sh each run one application. Institutions run five. One platform, one operator, integrated kits, and no per-vendor lock-in.

Why not any host plus a generic AI agent?

A raw agent with production access is a liability. The safety harness and per-application operational depth are the product.

Managed, not DIY

Coolify and hyperscaler images are excellent if you have the time and the skills. Clouve exists for the teams that don't.

App-first, not code-first

Best-in-class frontend code deploys are Vercel's category, not ours. We ship working business applications and operate them.

TEAM

A founder who has built and run this class of infrastructure at scale.

Leadership



Amgad (AJ) Youssef

Founder & CEO

aj@clouve.com

[LinkedIn](#)

Full-time at close. Software engineer with experience building products and infrastructure at Apple, JPMorgan Chase, HP, and IBM. Built the Clouve platform end to end: Kubernetes orchestration, marketplace, payments, and the AI operator.

Hiring with this round



Two founding engineers

Platform depth: skills registry, operator safety, marketplace hardening.



Education GTM lead

Owns the consultant channel and the first paid higher-ed cohort.

Advisors: the higher-ed channel

SN

Dr. Sandra Norderhaug

Higher-education advisor

30+ years in higher education across Europe and the U.S. Anchors the consultant-led distribution behind the go-to-market plan.

RN

Richard Norderhaug

IT operations & security advisor

25+ years in IT operations and security at Fortune 500 companies. Advises on enterprise reliability and the operator's safety posture.

Raising \$1.5–2M to prove the higher-ed motion repeats.

Post-money SAFE, 18-24 months of runway. Beyond the round, Clouve becomes the operational layer for the next generation of managed business software.

Capital allocation: \$1.5–2M pre-seed



- **\$0.6–0.8M** · Product depth: skills registry & operator safety
- **\$0.3–0.4M** · Reliability & compliance readiness (SOC 2 · FERPA)

- **\$0.45–0.6M** · Higher-ed go-to-market
- **\$0.15–0.2M** · Working capital & legal

Milestones this round funds



First paying higher-ed cohort

8-10 institutions live through the consultant channel.



AI operator in customer production

Operator editions running in customer deployments, with operational metrics to show.



Proof of repeatability

\$250K ARR run-rate or equivalent evidence the motion repeats.