



Sovereign corporate communications for regulated Europe

Federated messenger, video, email and SmartApps in one workspace. Deployed on-premises or in a sovereign cloud. Built outside US jurisdiction.

Seed / bridge round • €450K

Astrokvantit Oy, Helsinki • September 2026



Enterprise communication has moved outside enterprise control



Ownership

Work runs on personal consumer accounts. When an employee leaves, deals, decisions and client history leave with them. Under GDPR that is a compliance failure, not just a security risk.



Jurisdiction

Teams, Zoom and Google Workspace are US-governed. The CLOUD Act lets US authorities demand data wherever it is stored, in direct conflict with GDPR.



Exposure

Cloud-hosted communication is a prime target. AI-driven tooling now scans for exposed keys, misconfigurations and zero-day paths at scale.

Result: regulated organizations cannot prove who controls their communication data.

Digital sovereignty has moved from policy debate to budget line

- NIS2 and DORA put communication security and third-party ICT risk under board-level liability.
- GDPR and data-residency rules push regulated buyers toward on-prem and private cloud.
- Geopolitical cloud fragmentation: public-sector and critical-infrastructure buyers now screen out US-controlled stacks.
- Organizations want AI and automation, but only inside a controlled perimeter.

~25%

Sovereign cloud CAGR

9–11%

Cybersecurity CAGR

~8%

UCaaS CAGR

NIS2 · DORA

In force across the EU

One secure workspace the organization owns



On-premises · sovereign private cloud · SaaS
Web · Desktop · iOS · Android



Secure messenger

Chats, threads, channels up to 50,000 users, 1 GB files



Email & Outlook

Built-in mail client, Outlook add-in, calendar sync



SmartApps

Cross-platform mini-apps with SSO, LLM, AI agents, MCP



Calls & video

Conferences up to 512 participants, recording, transcription



Chatbots

BotX microservice, 20+ ready bots for approvals and workflows



Federation

Trusted network across organizations and guests

Each participant keeps full control of its data, identities and infrastructure.

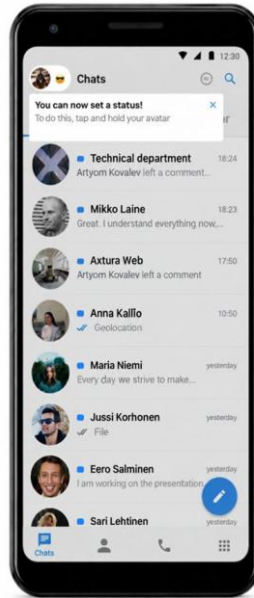
The product is built. This round is not funding an MVP



Video calls

v1.0

released July 2026



Chats

50,000

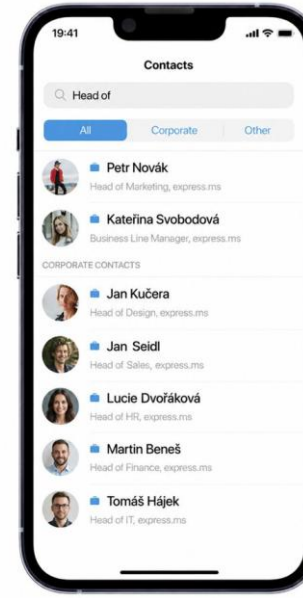
users per channel



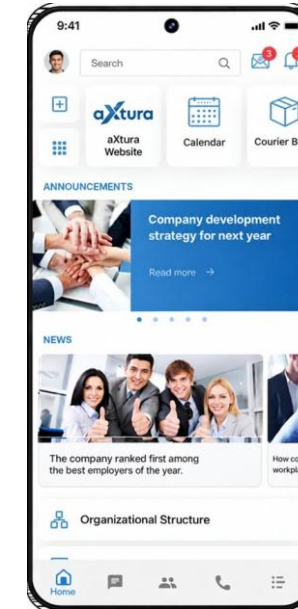
Channels

512

video participants



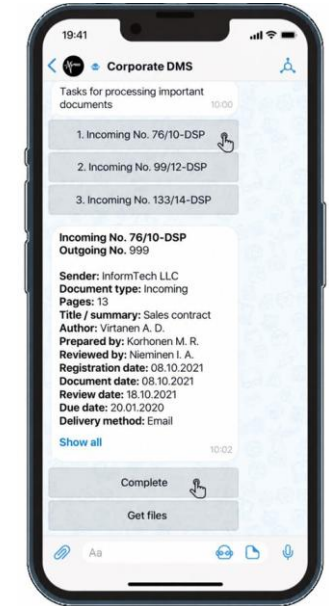
Directory



Company portal

70+

system integrations



Document flow

20+

ready-made bots

Three things generic collaboration suites do not combine



Federation

Organizations connect through trusted servers, each keeping its own infrastructure. No central provider sees the traffic. Guest and temporary accounts for project teams.



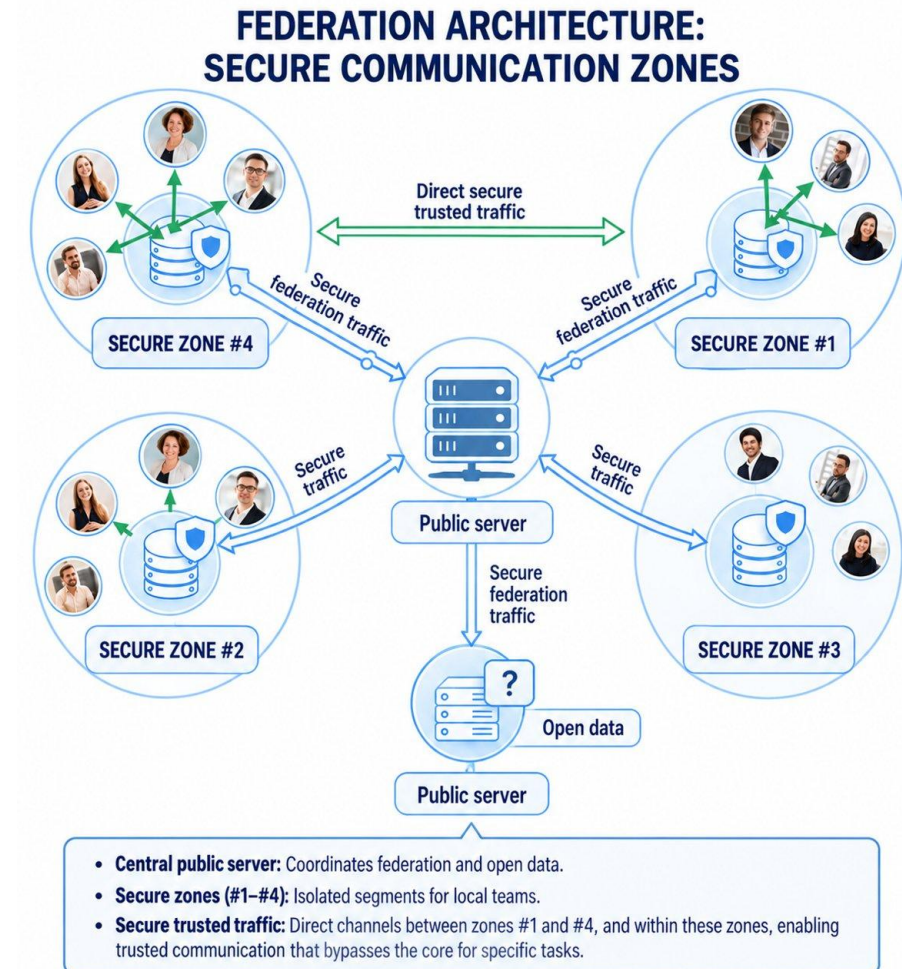
Security by design

3-factor authentication over independent channels, encrypted crypto container on the device, remote wipe, enhanced privacy mode with screenshot detection and burn-on-read.



SmartApps platform

Internal services become mobile mini-apps with SSO, replacing dozens of separate apps. LLM, AI agents and MCP run inside the perimeter.



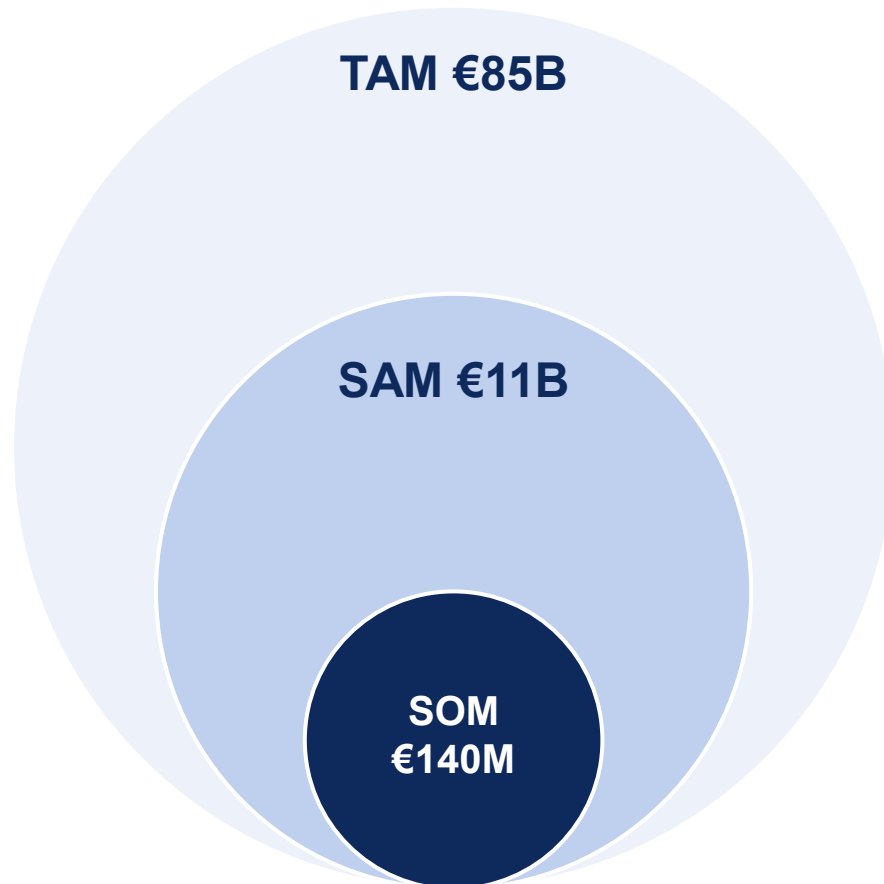
Where suites and messengers leave a gap

	Full suite (chat, video, email, apps)	On-prem / sovereign cloud	Outside US jurisdiction	Cross-org federation	Corporate mini-app platform
aXtura	●	●	●	●	●
Microsoft Teams	●	◐	○	◐	●
Slack	◐	○	○	◐	●
Zoom	◐	◐	○	◐	◐
Element, Wire (sovereign messengers)	◐	●	●	●	○
WhatsApp	○	○	○	○	○
Telegram	○	○	◐	○	◐

● full ◐ partial ○ none

Company assessment of publicly available product information, September 2026.

A €11B serviceable market of regulated European buyers



TAM €85B

European enterprise communications, collaboration, cybersecurity and sovereign workplace infrastructure (overlapping budget pool).

SAM €11B

Regulated buyers needing self-hosted, compliance-ready communication: public sector, defense, banking, energy, telecom, transport, healthcare. DE, FR, UK, Nordics, Benelux, CH.

SOM €140M

5-year obtainable revenue, ~1.3% of SAM, through enterprise licensing, on-prem installs and integrator partnerships.

Per-user annual licences; Enterprise adds a one-off implementation

Offer	€ / user / yr	Users	Annual contract
Lite (SaaS)	€20	1	€20
Corporate · SaaS	€80	25	€2,000
Corporate · on-prem	€60	150	€9,000
Corporate + SmartApps · SaaS	€130	200	€26,000
Corporate + SmartApps · on-prem	€100	500	€50,000
Enterprise (unlimited users)	flat	unlimited	€200,000

Corporate + SmartApps is the same corporate installation, extended with the SmartApps platform: mail, calendar, EDMS and company systems as mini-apps.

€1.5–5

direct delivery cost per user per year: software margins at account level

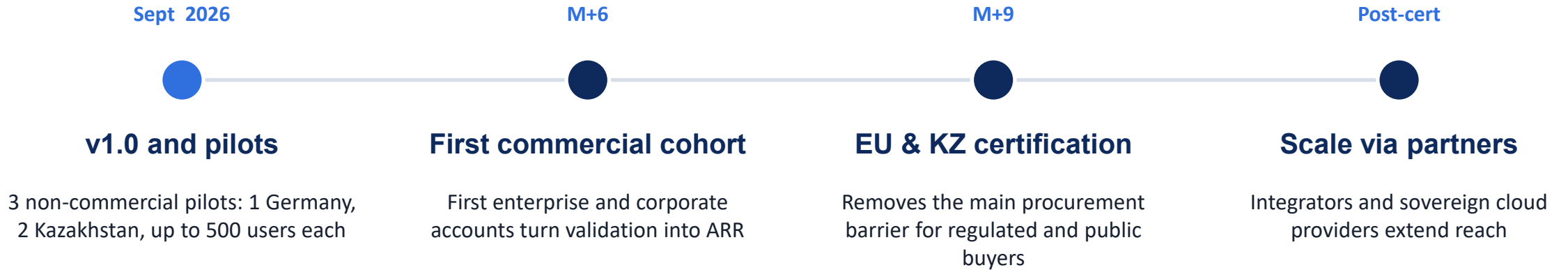
80%

year-1 account retention assumed in the model

≈ 1×

Enterprise implementation in year 1 roughly equals the licence value; one-off, on top of ARR

Certification opens regulated buyers first, then references compound



Founder-led enterprise sales

Direct access to government and banking decision-makers in the EU and Kazakhstan



Integrators & sovereign clouds

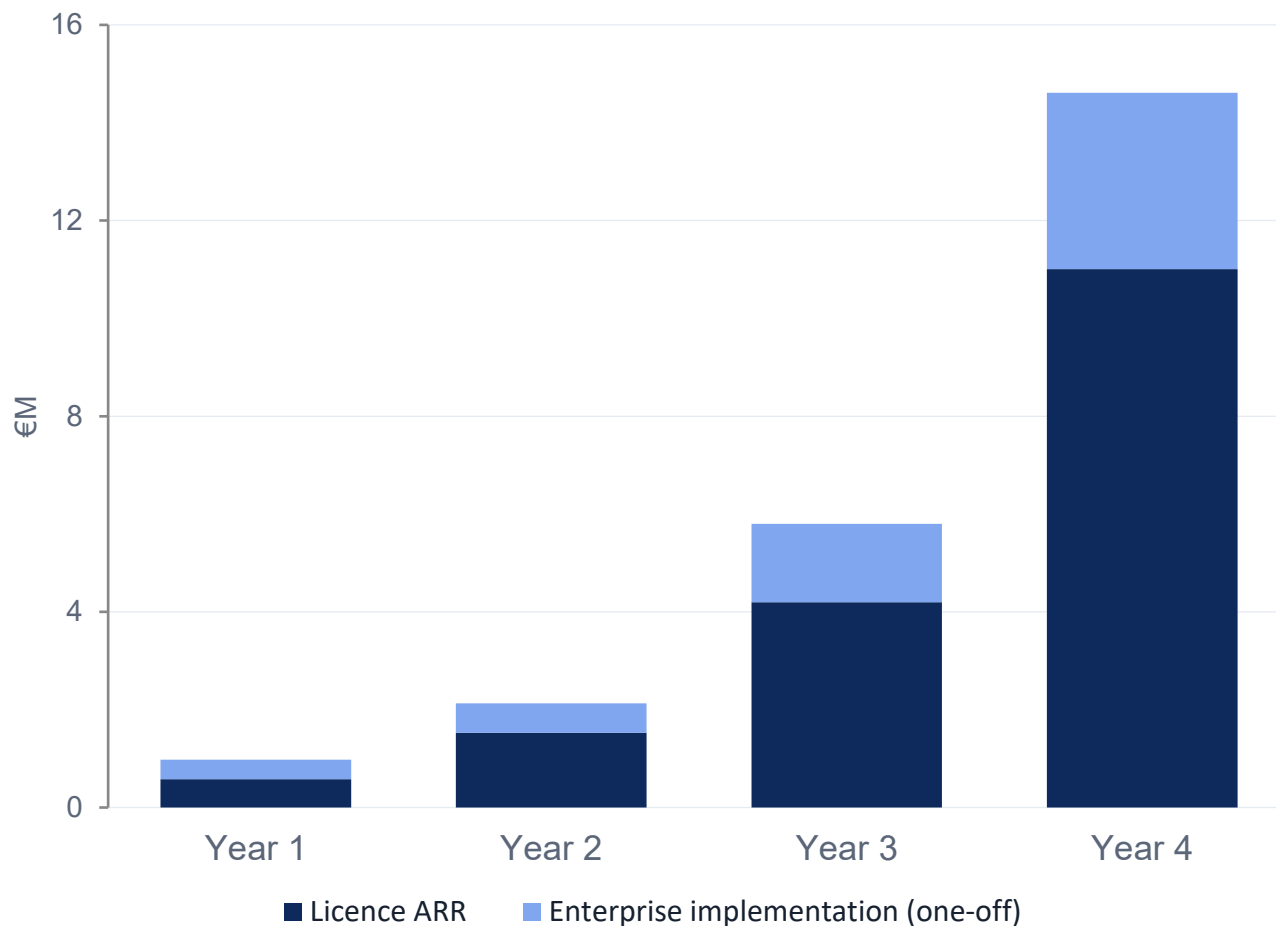
Partner-led expansion: Corporate SaaS / on-prem 2:1, Corporate + SmartApps 1:1



Two operating hubs

Helsinki for the EU; Astana Hub member for Kazakhstan and EMEA

€11M ARR by year 4, plus €3.6M Enterprise implementation



	Y1	Y2	Y3	Y4
Enterprise	2	5	13	31
Corporate	6	18	54	162
Corporate + SmartApps	4	12	36	108
Total accounts	12	35	103	301
Licence ARR, €M	0.58	1.53	4.20	11.01
Implementation, €M	0.40	0.60	1.60	3.60
Total revenue, €M	0.98	2.13	5.80	14.61

- Enterprise accounts grow 2.5× a year; Corporate and Corporate + SmartApps 3×
- Each new Enterprise account adds implementation ≈ its €200K licence in year 1
- ~€37K blended ARR per account in year 4

Built by people who have shipped enterprise systems for 10+ years



**Vadim
Veshchezerov**

Founder, CEO

Physicist; deep-tech, AI and microelectronics entrepreneur; banking and VC background



**Muhammedkali
Ospanov**

CFO, COO & Finance

Former deputy regional governor in Kazakhstan; board member at two banks



Juri Brunnmeier

CTO

IT entrepreneur and cybersecurity specialist; founder of an information-protection company



Sergei Podgoronov

CIO

30+ years leading digital transformation in major energy and industrial corporations



Andrey Andreev

Head of AI

Engineer building and operating frontier AI systems



**Raihan
Temirhanova**

CEO, Astrokvanta KZ

Executive director of the Kazakhstan entity; MSc software engineering



**Ulganym
Ishangalieva**

Education & Non-Profit

CEO of a continuing-education centre; launched deep-tech postgraduate programmes

Team works on equity with a minimal salary floor until first commercial revenue.

€450K to cross the certification and first-sale threshold

Seed / bridge

€450K

Milestones

M4 Kazakhstan public launch

M5–6 First paid contract

M6 EU public service live

M9 EU & KZ certification





A timing round, not a concept round

- Product risk is largely behind us: v1.0 shipped across web, desktop, iOS and Android.
- Regulation and sovereignty budgets are creating explicit market pull.
- €450K funds certification and the first lighthouse accounts that unlock institutional revenue.



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