



# ALCYONE ID

## *An Honest Assessment of Market Opportunity, 6-Month Trajectory, and Revenue Path*

This brief provides a frank analysis of Alcyone ID's commercial opportunity across three primary sectors — Government/SOCOM, Commercial Real Estate, and the broader identity market — including honest assessments of timelines, risks, and realistic revenue expectations for the first six months of operation. It is intended for founding team partners and strategic advisors. It is not a pitch deck.

SELF-SOVEREIGN IDENTITY	3 PATENTS PENDING	XRPL · W3C DID	SOFWERX · USSOCOM	ALPHA 4 LIVE
\$6.87B SSI MARKET 2026	TRL 3-4	DIRK NABER · VP EUROPEAN SECURITY · CONFIRMED		

*"The Kingfisher is the transformed soul of love, made real in mythology by the sacrifice of a wife named Alcyone, who dove into the sea to save her husband. The gods gave them a new life, forever after known as 'the Halcyon days.'"*

VERITAS ET LOCUS, IUS OMNIUM. · TRUTH AND PLACE, THE RIGHT OF ALL.



# I. The Market Tailwind — It Is Real

<b>\$6.87B</b> <small>SSI MARKET 2026</small>	<b>82%</b> <small>ANNUAL CAGR</small>	<b>\$74.88B</b> <small>PROJECTED 2030</small>	<b>1.1B</b> <small>UNIDENTIFIED PEOPLE</small>
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The self-sovereign identity market is growing from \$3.78B in 2025 to \$6.87B in 2026 at 82% CAGR. 2026 is the inflection point — EU mandates push 450M Europeans toward SSI-compatible wallets; US mobile driver's license adoption is doubling annually. Alcyone ID is building in the right space at the right time. The geo-anchor approach sidesteps legacy integration entirely — it creates new identity records rather than migrating old ones.

# 2. Government / SOCOM — High Ceiling, Slow Floor

**THE HONEST ASSESSMENT**

*The interest is real. The timeline is not what most founders expect. Government does not move at startup speed — but when it moves, it moves with budget.*

USSOCOM has publicly articulated its most expansive biometric and AI identity requirements in years through TXE-26 — covering facial recognition, voice biometrics, site exploitation, and AI/ML analytics. Alcyone ID's OPI password elimination, PVP Duress Signal, and partner force credentialing fit directly inside that declared aperture. The referral pathway through David Akins (SOFWERX) and Ashley Ferrier (SOCOM) is the correct entry point.

**What SOFWERX Tech Tuesday actually is:** A temperature check, not a contract. The value is the room — USSOCOM stakeholders, program champions, and direct intelligence on operational gaps. Go in with a working OPI demo. Leave with names and a follow-on conversation.

## SIX-MONTH GOVERNMENT TRAJECTORY

<p><b>Month 1-2 · SOFWERX + Vulcan</b> <span style="float: right;">[UPDATE]</span></p> <p>Tech Tuesday presentation to USSOCOM. Vulcan application submitted. OPI + PVP concept demonstrated. Goal: 1-2 named program champions who carry the capability internally.</p> <hr/> <p>REVENUE <span style="float: right;"><b>\$0 · Positioning</b></span></p>	<p><b>Month 3-4 · Pilot Discussions</b> <span style="float: right;">[UPDATE]</span></p> <p>If Tech Tuesday lands well: SOFWERX-facilitated prototype engagement. Government response cycles run weeks between emails. Funded pilot conversation or CRADA is a realistic best case.</p> <hr/> <p>REVENUE <span style="float: right;"><b>\$0-\$50K</b></span></p>
<p><b>Month 5-6 · IQT Track</b> <span style="float: right;">[UPDATE]</span></p> <p>IQT moves faster than SOCOM direct procurement. Three contacts active: partnerships@, Kaylee (PR/steerpr.com), Sameer Punyani (Sr. Director Growth Partnerships — LinkedIn 1st, mutual: Cnaan). NDA + term sheet possible if demo lands.</p> <hr/> <p>REVENUE POTENTIAL <span style="float: right;"><b>\$0-\$250K</b></span></p>	<p><b>Hardware Note · PVP</b> <span style="float: right;">[WATCH]</span></p> <p>PVP Duress Signal is the most compelling government capability and the most hardware-dependent. Palmki.eu (Belgium) site visit September 2026. PVP is a concept demo for the next 4 months. Manage SOFWERX expectations accordingly.</p> <hr/> <p>PVP DEMO READY <span style="float: right;"><b>Sept 2026+</b></span></p>

**The European factor:** Dirk Naber (VP European Security, Germany — confirmed) brings active German DSO network outreach and the Palmki.eu Belgium hardware partnership. EU credibility strengthens the US government posture — USSOCOM thinks in coalition terms.

**SIX-MONTH GOVERNMENT FORECAST**

*Interest confirmed at the right levels. Pilot discussions possible Month 4-5. Contract revenue unlikely in 6 months. These relationships compound over 12-18 months into real procurement.*

### 3. Commercial Real Estate — Fastest Path to Revenue

This is where Alcyone ID can generate actual revenue within 6 months. PropTracer has 1,200+ registered users and 50+ paying subscribers with enterprise clients at CBRE, Lee & Associates, and JLL — built on AI-assisted LLC piercing and skip-trace contacts. It tells you the market exists and is paying. It also tells you the competition has a structural flaw Alcyone exploits at the foundation.

#### THE CATEGORY ARGUMENT

*"PropTracer finds who owns it. Alcyone ID proves it — forever. PropTracer's contacts age. Ours don't. PropTracer infers identity. We verify it at the source. Every search entry becomes an opt-in identity credential moment."*

The product is a **white-label AI search agent** — every searcher is offered an Alcyone ID genesis record at entry. Opt-in: OPM created, DID issued, participant credentialed. Decline: cookie dropped, anonymous parcel interest recorded. On parcel activity: warm touchback triggered. John Bast (ALC-0015, Napkin Day) is confirmed as consultant and future seller — he has the market relationships.

### 4. Broader Commercial Verticals — Honest Sequencing

<p><b>Hospital / Healthcare</b> <span>12-18 MO CYCLE</span></p> <p>The ER Moment is a powerful story. Hospital procurement is 12-18 months minimum. Nurture the pilot via Chuck's wife's hospital system. Use as a case study — not revenue.</p> <p>6-MO REVENUE <b>\$0</b></p>	<p><b>Event Ticketing / TPA AI</b> <span>FAST WIN</span></p> <p>Issue Alcyone ID credentials as event badges at Tampa AI event. Live public demo, real credential holders, near-zero cost. Highest-leverage quick win if event is within 4 weeks.</p> <p>6-MO REVENUE <b>\$0 · Proof</b></p>
<p><b>Private Club Memberships</b> <span>90-DAY POSSIBLE</span></p> <p>Verified identity plus transferable credential for any private organization — country clubs, alumni associations, professional societies, athletic clubs, dining clubs, yacht clubs. Small orgs move fast; decision-maker is in the room.</p> <p>6-MO REVENUE <b>\$2K-\$5K</b></p>	<p><b>OPI Password Elimination</b> <span>DEMO FIRST</span></p> <p>Most comprehensible capability for any enterprise audience. No credential to steal, coerce, or rotate. Direct application to secure device login and facility access. Build the browser demo first.</p> <p>6-MO REVENUE <b>Pilot conversations</b></p>

### 5. Founding Team — Confirmed

The team that carries the next six months:

<p><b>Chuck Palm (CAP)</b> <span>ACTIVE</span></p> <p>Founding Partner. 40-year technology veteran, broadcaster, author. America in the Morning (Westwood One). Creator of Alcyone ID. OPM ///joggers.linked.watches.</p>	<p><b>Mike Spiessbach</b> <span>CONFIRMED</span></p> <p>VP Development. XRPL specialist. Responsible for testnet DIGR write, DID implementation, and Alpha 4 blockchain integration. OPM ///havens.count.shell.</p>
<p><b>Pedro Cabrera</b> <span>CONFIRMED</span></p> <p>VP Production. Adobe Certified, 15yr field. Credential design, UX, 90-sec mission video, alcyoneid.com build, corporate sponsor deck. Zero product dependency week one.</p>	<p><b>Dirk Naber</b> <span>CONFIRMED</span></p> <p>VP European Security. Germany. Active German Data Security Officer network outreach. DSGVO/GDPR compliance. Palmki.eu Belgium hardware liaison. Site visit September 2026. OPM ///rinses.dart.stray.</p>

## 6. The Honest Risk Register

**RISK 1 · THE EDUCATION TAX**

**Every conversation starts with 5 minutes explaining what a DID is.** Pedro's 90-second mission video is load-bearing infrastructure for every sales conversation. Build it first.

**RISK 2 · PRE-REVENUE AT A RATIONAL CAPITAL MOMENT**

**IQT and SOCOM will want to see something working — not just patents and a CLI.** The OPI browser demo is the critical artifact. Everything is a concept until it exists.

**RISK 3 · GOVERNMENT CLOCK VS. CASH CLOCK**

**SOFWERX interest does not pay salaries.** The real estate vertical and event credentialing are the bridge to keep operations funded while the government track develops.

**RISK 4 · PVP HARDWARE DEPENDENCY**

**Palmki.eu site visit is September 2026.** PVP is a concept demo for the next 4 months. Do not over-promise the timeline to SOFWERX or IQT.

**RISK 5 · MIKE'S BANDWIDTH — SINGLE POINT OF FAILURE**

**One XRPL developer carrying the entire technical roadmap.** The 30-day testnet DIGR write is the critical milestone. Wednesday meeting must produce a hard date — not an estimate.

## 7. Six-Month Forecast · Honest Numbers

Sector	Realistic 6-Month Outcome	Revenue Range	Signal
SOCOM / Gov	Tech Tuesday delivered · 1-2 champions · Vulcan submitted · no contract	\$0 · Positioning	<b>POSITION</b>
IQT	1-2 meetings · NDA possible · term sheet if demo lands	\$0-\$250K pilot	<b>POSSIBLE</b>
Real Estate	White-label demo live · John Bast selling · 10-20 subscribers	\$5K-\$15K MRR	<b>LIKELY</b>
Event / TPA AI	1 live credential event · real holders	\$0 · Proof	<b>FAST WIN</b>
Healthcare	1 hospital pilot conversation started	\$0 · 12-18mo cycle	<b>LONG BURN</b>
Private Clubs	1-2 org pilots — country clubs, alumni, professional associations	\$2K-\$5K	<b>90-DAY</b>
Veteran ID	Green Beret org pilot active · on-chain service records issued	\$0 · Foundation	<b>ACTIVE</b>

**HONEST BOTTOM LINE**

*Realistic 6-month revenue: \$7K-\$20K MRR by November 2026 — almost entirely from real estate. That is proof-of-concept revenue that justifies the next raise and the next government conversation. The number that changes everything is not a revenue milestone. It is the first testnet DIGR write — the moment a real identity lands on the XRPL chain.*

## 8. Critical Path — Next 30 Days

**JUNE 2 · URGENT**

**SOFWERX Filed**

Submit at sofwerx.submittable.com · Deadline June 3 · All five documents ready including whitepaper and leave-behind

**WEDNESDAY MEETING**

**Three Decisions**

Pedro: OPM 0005 · Mike: testnet date (hard date, not estimate) · Dirk: Google Meet loop-in · one answer drives every downstream decision

**30 DAYS · NON-NEGOTIABLE**

**OPI Demo Live**

Working browser demo of OPI password elimination. This single artifact unlocks every other conversation — IQT, SOCOM, real estate, enterprise.



*"The Kingfisher is the transformed soul of love, made real in mythology by the sacrifice of a wife named Alcyone, who dove into the sea to save her husband. The gods gave them a new life, forever after known as 'the Halcyon days.' Our mission is to give new life to anyone who needs an identity — to restore dignity and provide the opportunity to join a global community."*

Syntropy AI, LLC · alcyone.id · Veritas et locus, ius omnium.