ETUNC.ai CFO 36-Month Gantt Chart

Overall Responsibility: Fuel the mission. Secure the necessary capital and optimize burn rate with surgical precision to ensure ETUNC.ai achieves its 36-month objectives and secures its Series A.

Timeline: September 1, 2025 – August 31, 2028 (36 Months)

Phase 1 (Months 1-9): Seed/Pre-Series A Fundraising & Budget Control

(September 2025 - May 2026)

Goal: Ensure sufficient capital is raised to adequately fund the foundational VPA R&D and specialized talent acquisition.

Key Tasks	Tracking Criteria
1.1 Seed / Pre-Series A Fundraising Execution - Lead fundraising efforts to secure $5M - $15M initial capital.	Funding secured ($ amount); investor terms.
1.2 Detailed Financial Model & Budget - Develop comprehensive 36-month financial model, including detailed burn rate for outsourced talent, compute, & operations. Set initial budget.	36-month financial model complete; approved budget.
1.3 Canadian Grant Funding Acquisition - Identify, apply for, & secure relevant non-dilutive Canadian AI grants.	Grant applications submitted; grant funds secured ($ amount).
1.4 Financial Operations Setup - Establish robust financial systems (payroll, accounting, expense management).	Financial systems operational; initial audit readiness.

Phase 2 (Months 10-21): Monetization Validation & Series A Preparation

(June 2026 - February 2028)

Goal: Maintain financial stability while demonstrating market traction and preparing for a larger Series A round.

Key Tasks	Tracking Criteria

2.1 Cash Flow Management & Burn Rate Optimization - Continuously monitor cash flow; identify cost-saving opportunities; ensure adherence to budget.	Monthly burn rate vs. budget variance; cash runway projection.
2.2 Revenue Model Validation & Refinement - Work with CPO to validate monetization strategies for institutional & partner segments; refine pricing.	Revenue model documentation; pricing strategy finalized.
2.3 Series A Fundraising Strategy & Materials - Prepare comprehensive Series A pitch deck, financial projections, & data room based on pilot traction.	Series A deck completed; data room prepared; investor outreach strategy.
2.4 Investor Relations Management - Provide regular financial updates to existing investors & key potential Series A investors.	Investor update frequency; investor feedback.

Phase 3 (Months 22-36): Series A Execution & Growth Capital

(March 2028 - August 2028)

Goal: Secure Series A funding, demonstrate scalable growth, and achieve substantial profitability, ensuring sustained fuel for expansion.

Key Tasks	Tracking Criteria
3.1 Series A Fundraising Execution - Lead efforts to secure Series A funding round ($15M - $50M+).	Series A funding secured ($ amount); valuation.
3.2 Revenue Growth & Profitability Management - Monitor & drive revenue growth across all market segments; optimize COGS & OPEX.	MRR/ARR growth; gross margin; path to profitability.
3.3 Long-Term Financial Planning & Exit Strategy - Develop 3-5 year financial forecast; explore potential exit scenarios & strategic partnerships.	Long-term financial plan; exit strategy brief.