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Open-source AI governance infrastructure | startupadk@gmail.com

The Problem: Enterprises scaling AI face: no audit trails, PII/PHI leaking to external LLMs, scattered API keys, unencrypted prompts, zero cost attribution. SaaS gateways exist but route data through vendor infrastructure, create lock-in, add per-token markup, and remain closed-source.

The Solution: Open-source Python library (builds trust) that integrates with existing code.

- **Policy as code:** Git-controlled access rules, budgets, model restrictions
- **PII redaction:** Tokenize before LLM, reconstruct on response
- **Centralized audit:** All requests logged to your warehouse (Snowflake/BigQuery)
- **Cost control:** Per-user/team token tracking with budget enforcement
- **Prompt library:** Encrypted, versioned, access-controlled templates

Why Now: Every enterprise has AI initiatives; governance lags. EU AI Act, GDPR, HIPAA demand audit trails. Pattern: Terraform, dbt, Kong moved infra from SaaS to open-source. AI governance is next.

SaaS Gateways	Poligovern
Data transits vendor	Data stays in your VPC
Closed source	Fully auditable
Per-token markup	No markup
Vendor lock-in	None

Business Model — Open core: free library + enterprise tier (~\$50K/yr) for multi-tenant, SSO, advanced redaction, compliance reporting, SLAs.

GTM: Phase 1 (0-6mo): GitHub launch → 1K stars, 50 customers evaluating.

Phase 2 (6-12mo): Design partners → 10 paying customers.

Phase 3 (Yr 2): Managed option → 100+ enterprises.

The Ask: \$1.5M Pre-seed

Engineering 70%	GTM 20%	Ops 10%
Ship v1.0 in 12mo	Docs, community	Legal, hiring

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