KAOS — Risk Register

This document identifies the key risks to the successful execution of our business plan and outlines our strategies for mitigating them.

Risk Category	Risk Description	Likelihood	Impact	Mitigation Strategy
Product & Technology	**Technical Debt:** Moving too fast could lead to a brittle architecture that is difficult to scale.	Medium	High	**Architectural Review:** Implement a rigorous architectural review process for all new features. **Refactoring Sprints:** Allocate 20% of each sprint to paying down technical debt. **Senior Hires:** Prioritize hiring experienced senior engineers who have scaled complex systems.
	Platform Security Breach: A security breach could damage our reputation and lead to loss of customer trust.	Low	Critical	**Zero-Trust Architecture:** Implement a zero-trust security model from day one. **Regular Audits:** Conduct regular third-party penetration testing and security audits. **Compliance:** Achieve SOC 2 compliance within 12 months.
Market & Competition	**Incumbent Response:** Large, established players (e.g., Microsoft, Salesforce) could build competing features.	High	Medium	**Speed & Focus:** Out-execute larger players by focusing exclusively on AI orchestration. **Ecosystem & Network Effects:** Build a defensible moat through a thriving marketplace of third-party integrations and agents. **Deep Enterprise Integrations:** Focus on complex, deep integrations that are difficult for incumbents to replicate.
	Slow Market Adoption: Enterprises may be slow to adopt a new category of platform.	Medium	High	**Land-and-Expand GTM:** Start with small, high-ROI use cases within a single department to demonstrate value quickly. **Developer-Led Growth:** Foster a bottom-up, developer-led

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				adoption motion with our self-serve KAOS OS. **Education:** Invest heavily in content marketing and education to define the category and articulate the value proposition.
Execution & Operations	**Failure to Hire Key Talent:** Inability to attract and retain top-tier engineering and sales talent.	Medium	High	**Competitive Compensation:** Offer a competitive salary and equity package. **Strong Mission & Culture:** Build a compelling mission-driven culture that attracts the best talent. **Remote-First:** Operate as a remote-first company to access a global talent pool.
	Runway Risk: Burning through our seed funding before reaching the next set of key milestones.	Low	Critical	**Disciplined Financial Management:** Maintain a detailed financial model and track burn rate closely. **Milestone-Based Funding:** Tie our fundraising strategy to the achievement of specific, measurable milestones. **Non-Dilutive Funding:** Aggressively pursue non-dilutive funding sources like the R&D Tax Incentive.