

Ubaza: Your AI-Powered Canadian Workspace

- **Idea in a sentence**

Email, docs, databases, websites, chat, meetings, and conversational AI; unified under one privacy-first, pay-as-you-go platform for individuals, families, and teams.

- **Concept stage**

Started building

- **Canadian-owned & hosted**

Data residency by default

- **Credit-based pricing**

Only pay for what you use

Problem

- **Data sovereignty & privacy**

Canadians rely on foreign platforms that monetize data or store it outside Canada.

- **Subscription fatigue**

Stacked licenses across email, docs, meetings, databases, and AI.

- **Tool sprawl**

Teams context-switch between 5–7 core apps daily; governance and export are painful.

- **Compliance burden**

Auditing, residency, and retention are not built-in.

Why now

- **AI mainstream**

Teams expect assistive features across every workflow.

- **Privacy rising**

Users and institutions want residency, transparency, and simple export controls.

- **Canadian preference**

Appetite for home-grown, values-aligned alternatives to American Big Tech.

- **Economics**

Usage-based spend over flat subscriptions, especially for individuals and nonprofits.

Market

- **Who**

Individuals & families, freelancers, nonprofits & associations, SMBs, education, select public sector.

- **Need**

Everyday productivity + AI co-pilot with residency and predictable spend.

- **Go-to-market beachheads**

Member associations, nonprofits, and privacy-sensitive SMBs.

- **Expansion**

Horizontal features with vertical bundles (e.g., associations, education)

Solution — Ubaza

- **Unified workspace**

Email, docs, databases, websites, chat, meetings, and conversational AI in one place.

- **Assistive by default**

Integrated models for triage, drafting, organization, modeling, and chat.

- **Privacy-first**

Canadian-owned & hosted; conversation history stored in Canada; no selling or mining data.

- **Pay-as-you-go**

Prepaid credits across AI, email, storage, and publishing.

- **Partnership-first**

Integrations with existing technologies and solutions provided by Canadian companies.

What makes Ubaza different

- **Canadian-owned & hosted**

Residency by default; ethical data stance.

- **AI at the core**

Assistive features across every surface; composable and model-agnostic.

- **Usage-based pricing**

Credits for AI, storage, email, and publishing—no subscription lock-in.

- **Ecosystem approach**

Partner with Canadian providers instead of building every wheel.

- **Export & audit**

Clear controls; portability designed in.

Competitive landscape

Positioning

Values-aligned, sovereign, and flexible vs. heavy, foreign-controlled suites or fragmented stacks.

Attribute	Ubaza	Google/Microsoft	Point tools
Canadian data residency	✓ Default	Limited / add-on	Varies
Privacy (no selling/mining)	✓ Policy	Mixed	Varies
Unified + AI native	✓ Core	Yes (heavier)	Fragmented
Pricing model	Pay-as-you-go	Subscription	Mixed
Partnership ethos	Canada-first	Closed ecosystems	N/A

Business model

- **Prepaid credits**

Draw down across AI, storage, email, and publishing.

- **Accounts**

Individual, family, and team pools with per-member permissions.

- **Add-ons**

Higher retention limits, advanced AI features, domain-level controls.

- **Partner revenue**

Co-branded bundles with Canadian providers.

- **Unit discipline**

Usage-based margin control; cost-aware model selection; efficient infra.

Go-to-market

- **Phase 1 – Early adopters**

Individuals, freelancers, and nonprofits (migration tools + concierge onboarding).

- **Phase 2 – Associations & SMBs**

Bundled email/docs/databases with AI assistants; admin console.

- **Channels**

Partner referrals, association networks, Canadian tech ecosystem alliances.

- **Motion**

Product-led with premium add-ons; grants & public sector pilots where appropriate.

Traction & validation

- **Stage**
Started building; brand (ubaza.ca) reserved.
- **Founder track record**
Built Spark 2 powering Members Village and multiple orgs.
- **Problem interviews**
Consistent pain around privacy, residency, and subscription fatigue.
- **Design & architecture**
In progress; modular services + Canadian partners.

Roadmap

- **Q4 2025**
Core UX, identity, credits, AI chat & drafting, docs prototype.
- **Q1 2026**
Email + AI triage, databases (forms/views), basic meetings, partner integrations.
- **Q2 2026**
Beta with nonprofits/associations; admin console; export/audit tooling.
- **Q3 2026**
GA for individuals & teams; bundled offers via partners.

Architecture & partners

- **Model-agnostic AI layer**

Use best-fit models via API; keep personal data in Canada.

- **Modular services**

Mail, docs, DB, meetings, chat share identity and credits.

- **Compliance-ready**

Logging, export, retention, and audit controls from day one.

- **Canadian ecosystem**

Payments, storage, and collaboration partners.

Team

- **Remi Goc**

Owner of Spark 2, CEO of Ignite Web Solutions, with deep experience leading client platforms and business operations.

- **Derek Reid**

Full-stack developer, 10+ years building and running productivity platforms.

- **Advisors**

In discussion (product, security/compliance, GTM).

- **Hiring plan**

Design, infra, security, and partner integrations (contract-first, lean burn).

Why Simple Ventures is a good fit

- **Mission alignment**

Practical, CEO-first support for Canadian-headquartered ventures matches Ubaza's values.

- **Acceleration**

SV's advisor network and product/design expertise can help us speed up MVP development and pilot launches.

- **Shared outcome**

Together we can build a profitable, privacy-first Canadian alternative that keeps both dollars and data in Canada.

The ask & use of funds

- **Ask**

Pre-seed to complete MVP, run pilots, and reach GA for individuals & teams.

- **Use of funds**

Core team (product/design/infra), security & compliance work, partner integrations, and GTM.

- **Runway goal**

12–18 months with disciplined, usage-based unit economics.

Risks & mitigation

- **Incumbent inertia**

Target switch-ready segments; offer migration tools and concierge onboarding.

- **AI cost volatility**

Model-agnostic routing, caching, and cost caps; credits with alerts.

- **Security/compliance**

Early investment in controls, logging, and third-party reviews.

- **Partner dependency**

Redundant options; clear SLAs; modular replaceability.

A Canadian home for everyday work

Let's build the privacy-first, AI-native workspace that keeps our data and dollars in Canada.

Together, we can launch a profitable, privacy-first Canadian workspace — built with Canadian partners, for Canadians.

Canada-first differentiation vs. US Big Tech

Usage-based economics, model-agnostic AI

Clear path: MVP → pilots → GA

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