

BUSINESS PLAN

Technology Consulting & Venture Development

Albright Laboratories

Fort Lauderdale, Florida

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1. Executive Summary

Business Overview

Albright Laboratories is a technology consulting and venture development firm headquartered in Fort Lauderdale, Florida. Founded by Corey Malcolm Albright, a seasoned Software Engineer and Platform Architect with over 15 years of experience at Fortune 500 companies including Capital One, Disney, Cisco, and Ford, the company specializes in evaluating, developing, and supporting innovative technology ventures across multiple sectors.

Mission Statement

To bridge the gap between innovative ideas and market-ready products by providing enterprise-grade infrastructure, expert technical evaluation, and hands-on development support to emerging ventures in space technology, medicine, energy, security, and education.

Business Model

Albright Laboratories generates revenue through three primary channels:

- **Technology Consulting Services:** Enterprise DevOps, cloud architecture, and platform engineering for businesses seeking digital transformation
- **Venture Development:** Equity partnerships with evaluated and selected ventures, providing infrastructure and expertise in exchange for ownership stakes
- **AI-Powered Products:** Proprietary software platforms including automated trading systems, financial dashboards, and intelligent code assistants

Key Differentiators

- Production-grade Kubernetes infrastructure with GPU computing capabilities (NVIDIA RTX 5090)
- Self-hosted CI/CD pipelines reducing operational costs by 80% compared to cloud alternatives

- Proven track record managing systems processing 20,000+ transactions per minute
- AWS Solutions Architect and DevOps Engineer Professional certifications

Financial Summary

Metric	Year 1	Year 2	Year 3
Projected Revenue	\$180,000	\$420,000	\$750,000
Operating Expenses	\$95,000	\$180,000	\$320,000
Net Profit	\$85,000	\$240,000	\$430,000

2. Company Description

Legal Structure

Albright Laboratories operates as a Limited Liability Company (LLC) registered in the State of Florida. The company maintains professional liability insurance and adheres to industry-standard security practices including HIPAA, PCI-DSS, and SOC 2 compliance frameworks.

Location & Facilities

The company headquarters is located in Fort Lauderdale, FL 33324. Operations are conducted through a hybrid model combining local infrastructure with geographically distributed cloud resources, enabling 24/7 service availability and disaster recovery capabilities.

Company History

Albright Laboratories was established in 2021 following founder Corey Albright's extensive career in enterprise technology. The company evolved from freelance consulting engagements with major corporations into a full-service venture development platform. Key milestones include:

- **2021:** Company formation; initial consulting contracts with Fortune 500 clients
- **2022:** Development of proprietary Kubernetes infrastructure
- **2023:** Launch of BrightFlow financial dashboard and trading systems
- **2024:** Integration of GPU computing for AI/ML workloads; deployment of Corey-Coder AI assistant
- **2025:** Launch of venture evaluation platform and public-facing services

Vision & Goals

Short-term (1 year): Establish recurring consulting revenue of \$15,000/month while onboarding 3-5 ventures for evaluation and development support.

Medium-term (2-3 years): Scale infrastructure to support 20+ concurrent ventures; achieve profitability from equity positions in successful portfolio companies.

Long-term (5 years): Position Albright Laboratories as a recognized technology incubator with a portfolio valuation exceeding \$10 million.

3. Products & Services

Consulting Services

Service	Description	Rate
DevOps Engineering	CI/CD pipeline design, Kubernetes deployment, infrastructure automation	\$175/hour
Cloud Architecture	AWS/Azure/GCP design, migration planning, cost optimization	\$200/hour
Platform Engineering	Mobile app infrastructure, API development, microservices architecture	\$185/hour
Security Assessment	Vulnerability analysis, compliance auditing, penetration testing coordination	\$225/hour

Proprietary Products

BrightFlow Financial Dashboard: Real-time market data visualization platform with automated news aggregation, technical indicators, and portfolio tracking. Deployed on Kubernetes with high-availability configuration.

IBKR Trading Systems: Algorithmic trading infrastructure integrated with Interactive Brokers API. Features include automated position management, risk monitoring, AI-powered market analysis, and backtesting capabilities.

Corey-Coder AI Assistant: Self-hosted AI coding assistant powered by local LLM infrastructure (Ollama) with RAG (Retrieval-Augmented Generation) for context-aware code generation and documentation.

Venture Evaluation Platform: Web-based questionnaire and AI-powered analysis system for evaluating startup submissions. Automatically generates custom landing pages and documentation based on venture data.

Venture Development Services

For selected ventures, Albright Laboratories provides:

- Infrastructure provisioning on enterprise Kubernetes cluster
- CI/CD pipeline configuration with GitHub Actions integration
- Database deployment and management (PostgreSQL with pgvector)
- Domain configuration and SSL certificate management
- Monitoring and alerting setup
- Technical mentorship and code review

4. Market Analysis

Industry Overview

The global IT consulting market is valued at approximately \$700 billion, with the DevOps segment experiencing 20%+ annual growth. The venture capital and startup incubation market continues to expand despite economic headwinds, with particular growth in AI/ML, fintech, and sustainable technology sectors.

Target Market Segments

Segment 1: Small to Medium Businesses (SMBs)

- Companies with 10-200 employees seeking digital transformation
- Annual IT budgets of \$50,000 - \$500,000
- Need for DevOps expertise without full-time hire costs

Segment 2: Early-Stage Startups

- Pre-seed to Series A companies requiring technical infrastructure
- Founders with domain expertise but limited technical resources
- Ventures in focus areas: Space, Medicine, Energy, Security, Education

Segment 3: Enterprise Clients

- Fortune 500 companies requiring specialized consulting
- Staff augmentation for mobile platform engineering
- Cloud migration and optimization projects

Competitive Analysis

Competitor Type	Strengths	Weaknesses	Our Advantage
Large Consultancies (Accenture, Deloitte)	Brand recognition, global reach	High costs, slow delivery	Agility, direct expert access

Startup Incubators (Y Combinator, Techstars)	Funding networks, mentorship	Competitive acceptance, equity demands	Technical infrastructure focus
Freelance Platforms (Upwork, Toptal)	Cost flexibility, variety	Quality variance, no infrastructure	Turnkey solutions, proven track record

5. Technical Infrastructure

Kubernetes Cluster Overview

Albright Laboratories operates a production-grade Kubernetes cluster demonstrating enterprise-level capabilities:

Component	Specification	Purpose
Control Plane	k8-master (v1.31.4)	Cluster orchestration and API server
Worker Nodes	4 nodes (Ubuntu 22.04/24.04)	Application workload distribution
GPU Node	AMD X670E + NVIDIA RTX 5090	AI/ML workloads and model training
Container Runtime	containerd 1.7.x	Container lifecycle management
Networking	Calico CNI + MetalLB	Pod networking and load balancing

Deployed Namespaces & Services

The cluster currently hosts 30+ namespaces supporting various applications:

- **albrightlabs-dot-com:** Company website with questionnaire API
- **brightflow-dashboard:** Financial market visualization platform
- **ibkr-live-trader:** Automated trading system with Interactive Brokers
- **corey-coder:** AI coding assistant with RAG knowledge base
- **arc-runners:** Self-hosted GitHub Actions runners (Docker-in-Docker)
- **gpu-operator:** NVIDIA GPU management for ML workloads
- **monitoring:** Prometheus, Grafana, and alerting stack

Infrastructure Investment Value

The current infrastructure represents an estimated \$50,000+ investment in hardware, software, and configuration expertise. This eliminates the need for

ventures to build their own DevOps capabilities, saving each portfolio company \$100,000+ in first-year operational costs.

Security & Compliance

- Network policies with Calico for pod-level isolation
- Secrets management with Kubernetes native encryption
- RBAC (Role-Based Access Control) for multi-tenant security
- Automated certificate management with cert-manager
- Regular security patching and vulnerability scanning

6. Management & Organization

Founder & Principal

Corey Malcolm Albright - Software Engineer & Platform Architect

Mr. Albright brings over 15 years of enterprise technology experience, having held senior engineering and management positions at Capital One, Disney, Cisco, Ford, and the U.S. Department of State. His expertise spans:

CLOUD & INFRASTRUCTURE

AWS Solutions Architect

DevOps Engineer Professional

Kubernetes Administration

Terraform & Ansible

DEVELOPMENT

Python, Bash, Ruby

JavaScript, NodeJS

Java, Swift (iOS)

FastAPI, Ruby on Rails

LEADERSHIP

Team Management (10-13 engineers)

Vendor Coordination

Release Engineering

SDLC Process Design

SPECIALIZATIONS

Mobile Platform Engineering

CI/CD Pipeline Design

Database Administration

Security & Compliance

Notable Achievements

- Increased software delivery by 50% at Capital One through CI/CD optimization
- Managed systems processing 20,000+ transactions per minute across global regions
- Reduced storage costs by 99% through AWS Glacier implementation (\$1/TB/month)
- Designed disaster recovery systems with 30-minute full restoration capability
- Built video repository handling 3 petabytes of surveillance footage
- Established contracts with Department of State, FAA, NAVAIR, and National Guard

Education & Certifications

- **Bachelor of Science:** Information Technology (Minor: International Business & Finance) - Strayer University, Washington DC
- **AWS Solutions Architect** - Amazon Web Services (2018)
- **AWS DevOps Engineer Professional** - Amazon Web Services

7. Marketing & Sales Strategy

Marketing Channels

Digital Presence:

- Company website (albrightlaboratories.com) with venture application portal
- LinkedIn professional profile with 500+ connections in tech industry
- GitHub portfolio demonstrating open-source contributions and expertise
- Technical blog posts and documentation showcasing thought leadership

Network Referrals:

- Previous client relationships at Fortune 500 companies
- Government contractor connections (DoS, DoE, FAA, NAVAIR)
- Local South Florida technology community engagement

Venture Pipeline:

- Online questionnaire capturing venture details for AI-powered evaluation
- Automated page generation from RAG system for accepted ventures
- Referral incentives for successful venture introductions

Sales Process

Stage	Consulting	Venture Development
Lead Generation	LinkedIn outreach, referrals	Website questionnaire
Qualification	Discovery call (30 min)	AI-powered submission review
Proposal	Statement of Work + estimate	Infrastructure allocation plan
Closing	Contract signature, retainer	Equity agreement, onboarding
Delivery	Hourly billing, milestones	Ongoing support, mentorship

Pricing Strategy

Consulting rates are positioned at the upper-mid range for the South Florida market, justified by enterprise experience and immediate availability. Venture partnerships are structured as equity-for-services arrangements, typically 5-15% ownership in exchange for infrastructure and support valued at \$50,000-\$150,000.

8. Financial Projections

Revenue Projections

Revenue Stream	Year 1	Year 2	Year 3
Consulting Services	\$120,000	\$200,000	\$300,000
Venture Equity Exits	\$0	\$100,000	\$250,000
Product Licensing	\$60,000	\$120,000	\$200,000
Total Revenue	\$180,000	\$420,000	\$750,000

Operating Expenses

Expense Category	Year 1	Year 2	Year 3
Infrastructure (power, internet, hosting)	\$12,000	\$18,000	\$30,000
Software & Subscriptions	\$8,000	\$12,000	\$20,000
Professional Services (legal, accounting)	\$15,000	\$20,000	\$30,000
Marketing & Business Development	\$10,000	\$25,000	\$40,000
Insurance & Compliance	\$8,000	\$10,000	\$15,000
Hardware Refresh & Expansion	\$15,000	\$40,000	\$80,000
Contract Labor (as needed)	\$12,000	\$40,000	\$80,000
Owner's Draw / Salary	\$15,000	\$15,000	\$25,000
Total Expenses	\$95,000	\$180,000	\$320,000

Profit & Loss Summary

Metric	Year 1	Year 2	Year 3
Gross Revenue	\$180,000	\$420,000	\$750,000
Operating Expenses	(\$95,000)	(\$180,000)	(\$320,000)
Net Profit	\$85,000	\$240,000	\$430,000
Profit Margin	47%	57%	57%

Break-Even Analysis

With fixed monthly costs of approximately \$6,000 and an average consulting rate of \$185/hour, the company reaches break-even at approximately 32 billable hours per month. Current capacity supports 100+ billable hours monthly, providing substantial margin for growth investments.

9. Funding Request

Current Funding Status

Albright Laboratories has been self-funded through consulting revenue and personal investment. The company currently operates debt-free with positive cash flow from ongoing client engagements.

Funding Requirements

To accelerate growth and expand venture portfolio capacity, Albright Laboratories seeks a business line of credit or term loan of **\$75,000** with the following allocation:

Use of Funds	Amount	Purpose
Infrastructure Expansion	\$35,000	Additional GPU nodes, storage, networking equipment
Working Capital	\$20,000	Bridge consulting payment cycles, venture onboarding costs
Marketing & Sales	\$12,000	Website development, conference attendance, advertising
Legal & Compliance	\$8,000	Venture partnership agreements, IP protection
Total	\$75,000	

Repayment Plan

Based on projected Year 1 net profit of \$85,000, the company can comfortably service a \$75,000 loan at competitive rates. Preferred terms: 5-year term, monthly payments, with option for early payoff without penalty.

Collateral & Guarantees

- Personal guarantee from founder Corey Malcolm Albright
- Business equipment and infrastructure (estimated value: \$50,000)

- Accounts receivable from consulting contracts

10. Government Contracting Strategy

8(a) Business Development Program

Albright Laboratories is pursuing certification under the SBA's 8(a) Business Development Program. This nine-year program provides access to sole-source federal contracts, business development assistance, and mentorship opportunities that will accelerate our growth in the federal marketplace.

Eligibility Qualifications

- **Small Business:** Meets SBA size standards for primary NAICS codes
- **Unconditional Ownership:** 51%+ owned by U.S. citizens who are economically and socially disadvantaged
- **Management & Control:** Day-to-day operations managed by disadvantaged owner
- **Good Character:** Owner demonstrates good character and business integrity
- **Business Potential:** Demonstrates potential for success in federal contracting

Target Federal Agencies

Agency	Target Services	Contract Vehicles
Department of Defense (DoD)	DevOps, Cloud Migration, Cybersecurity	8(a) STARS III, OASIS SB
Department of State (DoS)	Platform Engineering, Mobile Apps	8(a) Sole Source, BPAs
Department of Homeland Security	Infrastructure Modernization	EAGLE II, FirstSource III
General Services Administration	IT Professional Services	IT Schedule 70, Alliant 2 SB
Veterans Affairs	Healthcare IT, Data Analytics	T4NG, 8(a) Set-Asides

NAICS Codes & Size Standards

NAICS Code	Description	Size Standard
541511	Custom Computer Programming Services	\$34 million
541512	Computer Systems Design Services	\$34 million
541519	Other Computer Related Services	\$34 million
518210	Data Processing & Hosting Services	\$40 million
541611	Management Consulting Services	\$24.5 million
541715	R&D in Physical & Engineering Sciences	1,000 employees

Government Registrations

- **SAM.gov:** Registered and active
- **8(a) Certification:** Application in progress
- **UEI Number:** [To be added upon registration]
- **CAGE Code:** [To be added upon registration]

Past Performance (Federal & Enterprise)

While building our direct federal contracting portfolio, Albright Laboratories principal has extensive experience supporting federal missions through Fortune 500 prime contractors:

- **U.S. Department of State:** Mobile platform engineering and DevOps support
- **FAA:** IT systems support and modernization
- **NAVAIR:** Technical consulting services
- **National Guard:** IT infrastructure support
- **Capital One (Federal Division):** CI/CD pipeline optimization, 50% delivery improvement

8(a) Contracting Benefits

- **Sole-Source Contracts:** Up to \$4.5M for services without competition
- **Set-Aside Contracts:** Access to contracts reserved for 8(a) firms
- **Joint Ventures:** Partnership opportunities with established primes
- **Mentor-Protégé Program:** Guidance from experienced federal contractors
- **Business Development:** SBA assistance with marketing and management

Federal Revenue Projections

Revenue Stream	Year 1	Year 2	Year 3
8(a) Sole Source	\$0	\$150,000	\$500,000
8(a) Set-Asides	\$0	\$100,000	\$300,000
Subcontracting to Primes	\$50,000	\$100,000	\$200,000
Total Federal Revenue	\$50,000	\$350,000	\$1,000,000

11. Appendix

A. Services Offered to Businesses

Albright Laboratories offers the following services to businesses of all sizes:

Service	Description	Ideal For
DevOps Consulting	CI/CD implementation, pipeline optimization, infrastructure as code	Companies seeking faster software delivery
Cloud Migration	Assessment, planning, and execution of AWS/Azure/GCP migrations	Businesses moving from on-premises to cloud
Kubernetes Deployment	Cluster design, deployment, and management	Organizations adopting container orchestration
Mobile Platform Engineering	iOS/Android build infrastructure, testing automation	Mobile app development teams
Security Assessment	Vulnerability scanning, compliance auditing, security hardening	Regulated industries (finance, healthcare)
Database Administration	PostgreSQL, MySQL, SQL Server optimization and management	Data-intensive applications
Staff Augmentation	Embedded engineering support for project-based needs	Teams needing temporary expertise

B. Technology Stack

LANGUAGES

Python

Bash/Shell

JavaScript/TypeScript

Ruby

CLOUD PLATFORMS

Amazon Web Services

Microsoft Azure

Google Cloud Platform

DigitalOcean

DEVOPS TOOLS

Kubernetes

Docker

Terraform

Ansible

Java

Jenkins

Swift

GitHub Actions

Go

DATABASES

PostgreSQL

MySQL/MariaDB

MongoDB

Redis

SQL Server

C. Contact Information

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