

05 Gap Analysis

Icarus Orbital Systems — Gap Analysis

What's missing today vs. ISDC-ready and Phase-1-funding-ready. Ranked by blocking severity.

CRITICAL — blocks ISDC arrival

#	Gap	Owner	Unlock
1	Investor packet contact block (email · phone · Calendly · address)	Sandi	5 min once values confirmed
2	Designer hand-off for packet HTML → print PDF	Sandi · designer	1 brief + ~7 day turnaround
3	Packet hosting URL decision (icarusorbital.com · shawndecker.com · Drive)	Sandi + Shawn	30 min decision
4	Real QR for flyer (encoding the hosted packet URL)	Sandi · post-hosting decision	5 min once URL stable
5	NASA Langley advisor naming	Sandi + Troy + advisor	Coordinate with advisor

#	Gap	Owner	Unlock
	policy (open · on-request · remove)		

HIGH — improves ISDC outcomes

#	Gap	Effort
6	ESA 2024 number verified to exact figure (currently sourced “130M+ >1mm”)	30 min source pull
7	Conference table location confirmed	1 email to organizer
8	iPad demo loop prepared (PPTX deck · Dragonfly portfolio HTML · 5-min auto-loop)	1 sitting
9	Conference travel + lodging booked	1 sitting
10	Backup printed copies in case primary stash damaged	bulk print order

MEDIUM — Phase 1 funding readiness

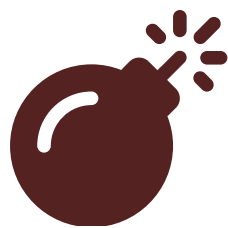
#	Gap	Why
11	Specific raise size + instrument (SAFE? priced round? convertible?)	Conversation-by-conversation now; lock before lead investor identified
12	Cap table model (founders · advisors · option pool · target raise dilution)	Required by serious investors
13	Use-of-funds breakdown for the raise	Standard diligence ask

#	Gap	Why
14	Diligence room (data room with all source files · contracts · IP filings)	Before serious diligence begins
15	References Sandi/Troy will provide	3-5 names ready before any lead investor asks

LOW — defer

#	Item	Why defer
16	Custom domain icarusorbital.com if unregistered	Can use shawndecker.com or temporary path until raise closes
17	Full IP filings (patents · trademarks)	Phase 2+ work · pre-seed too early
18	Press kit beyond bare media-kit	Wait until milestone worth announcing
19	Secondary investor segments (corporate VC · sovereign · family office)	Focus on aerospace-experienced VC for Phase 1

Closing the critical path



Syntax error in text
mermaid version 10.9.5

Cross-references

- [[o2_action_plan]] · [[o6_quick_start]]
- [[../ ../ ../ ../ sandi-system-engine/_knowledge/TIER_1_ACTION_CARDS]] T1-C, T1-D