



VibeControls

VibeControls gives an engineering team one governed console for every machine, terminal, tunnel and AI assistant it runs.

PARTNER
CHEAT SHEET
VIBECONTROLS.COM

Agent fleet

Browser terminals

Governed tunnels

BYOK AI hub

Audit built in

WHAT IT IS

An agent-based control plane for every machine, terminal, tunnel and AI assistant an engineering team runs

30-SECOND PITCH

Engineers juggle laptops, staging boxes and cloud VMs through SSH aliases nobody else can see. VibeControls installs an agent on each, then runs terminals, tunnels, sandboxes and AI under one identity, one permission model and one audit log.

PROBLEM WE SOLVE

- Five environments, five terminals, no shared view
- Localhost demos that need a staging deploy
- Production access with no audit trail
- AI agents running unreviewed on real machines

VALUE PROPOSITION

- One console for every machine you touch
- Terminals shareable by link, not screen-share
- Governed tunnels replace ad-hoc public URLs
- Bring your own AI keys

IDEAL CUSTOMER

Teams of 5-50 engineers running several environments, plus DevOps and platform groups

Not a fit: Single-environment teams happy with one cloud IDE

WHO YOU ARE TALKING TO

Platform lead — Who can reach production today?

DevOps engineer — How many servers, how many terminals?

Engineering manager — How long does onboarding take?

Security lead — Who approves what AI runs?

TOP USE CASES

- Onboard a machine in one command
- Open any terminal in a browser
- Share a live session by link
- Expose a local service, with expiry
- Approve AI plans before they run

CAPABILITIES

- Agent fleet
- Agent Graph
- Browser terminals
- Session sharing
- Governed tunnels
- Vibe Deck
- Sandboxes
- BYOK AI hub
- MCP server
- Audit log

PRICING

Free	\$0
Hobby	\$9/user/mo
Pro	\$29/user/mo
Team	\$29/user/mo annual
Enterprise	\$60/user/mo list; \$45/user/mo annual at 50+ seats

Free to start; Pro \$29 per user monthly

COMPETITIVE LANDSCAPE

Warp — Adds fleet, tunnels and an IDP layer
Backstage — Runtime included; no portal to operate
Port — Starts on the machines, not the portal
Codespaces — Local, remote or cloud; flat pricing

WHY US

- Agent runs on your machines
- Tunnels are metered workspace resources
- Plan review before AI executes
- Widest client surface, one identity

PROOF & CREDIBILITY

- Encrypted at rest, role-checked at the edge
- Seven-year immutable audit retention
- Agent and plugins are open source

DEMO

Live walkthrough with Vignesh, 30 minutes, booked via the Calendly link

TALKING POINTS

- Every feature on every plan; quotas scale
- Your keys, your inference bill
- Audit covers humans and AI alike
- Nothing to host, no cluster required

OBJECTION HANDLING

"Why not just use Backstage?"

Backstage is a portal you host. This includes the runtime.

"You have no certifications"

True. Controls exist now; SOC 2 and ISO audits are scheduled.

"We already have tmux and SSH"

Keep them. Sessions run on tmux, plus sharing and audit.

DISCOVERY QUESTIONS

- How many machines does one engineer touch?
- How do you share a terminal today?
- Who can reach production, and how?
- Which AI tools run on your repos?
- How long until a new joiner ships?

SPOT A GOOD OPPORTUNITY

- Three or more environments per engineer
- Ad-hoc tunnels shared in chat
- AI coding agents already in use
- Audit questions they cannot answer
- One cloud IDE, one environment
- No budget and no evaluation sponsor

HOW TO INTRODUCE US

"I know the team behind VibeControls — worth 30 minutes if you run more than one environment."

LEAD HANDOFF

Send name, company, environment count and the pain, to vignesh@burdenoff.com

PARTNER COMMERCIALS

10-15% of first-year revenue, by partner tier, after deal registration

USEFUL LINKS

VibeControls website vibecontrols.com

Sign up and use the product
app.vibecontrols.com

Documentation docs.vibecontrols.com

Security and compliance posture
vibecontrols.com/security

Competitive comparisons
vibecontrols.com/vs

TALK TO US

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BOOK A 1-1 CALL

calendly.com/vignesh-burdenoff/1-1
Scan the code to book

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