

Nick Charney Kaye

Operator, Outright Mental Inc, San Francisco. I put AI to actual use in a small business - my own, in production, every day - and in the businesses I work with. Point me at the moment that matters - a workflow that has to pay, a cyber-insurance renewal, a migration, a show, a date that cannot move - and it ships. This sheet is the specification: what I take on, what it costs, what is already on the record, and how to reach me.

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Identity

- **Name and title.** Nick Charney Kaye, Operator of Outright Mental. Around here the title is operator, not founder: founder is a claim about the past, and operator is a claim that has to keep being true.
- **Entity you contract.** Outright Mental Inc, a U.S. corporation based in San Francisco, California. Registered mail: 2309 Noriega St. #54, San Francisco, CA 94122.
- **Patent.** Inventor on U.S. Patent 10,446,126, generative music composition. Granted 2019; assignee Outright Mental Inc; in force to 2038. patents.google.com/patent/US10446126.
- **Where the record lives.** nickcharneykaye.com is the operator; outrightmental.com/projects/ is the dated catalogue, running back to 2001.
- **Capacity.** One Build at a time and at most two retainers at once, on purpose. The cap is the reliability feature: committed work is never contended for.
- **AI, in actual use.** Most of the fear around AI is reasonable and points two ways: being left behind, and losing something you cannot get back - a client's data, a wire transfer, a reputation, a job. The remedies are the same on every line below: one workflow somebody owns, measured in the business's own units; a human kept exactly where a human matters; the data kept where it belongs; the incident rehearsed before it arrives.

Four lines, taken directly

Each line has its own page on nickcharneykaye.com with the offers priced for that buyer, the proof, and who it is not for. Every line starts at \$2,000.

- **AI, put to actual use.** One live workflow, measured - not another demo. A one-day workflow triage (\$2,000); the readiness Read (\$4,500); one workflow automated and measured in two weeks (\$9,500); multi-workflow and agent builds, and an agentic delivery line for your repositories (\$15,000-\$25,000). Nobody is replaced by the first workflow; local-first where the data cannot leave the building. nickcharneykaye.com/ai-readiness/.
- **Cyber-insurance renewal and incident readiness.** The attackers have AI now; the renewal asks about it. A facilitated tabletop - AI-enabled fraud included - with a dated after-action report (\$2,000); the renewal-readiness Read (\$4,500); incident-response programs, an AI-use policy with the controls behind it, tenant hardening, go-live readiness, written security programs for advisers, SOC 2 readiness with a partnered auditor (\$6,500-\$25,000). nickcharneykaye.com/incident-readiness/.

- **Fractional CTO.** Senior technology leadership above your MSP for companies of 10 to 100 people - the AI pitch read before you sign it: a one-day health check (\$2,000); migrations without loss, backups with tested restores, observability, cloud cost cleanup (\$6,500-\$12,000); standing from \$6,000 a month. nickcharneykaye.com/fractional-cto/.
- **Measurement, conversion, and what AI says about you.** An AI-visibility report and tracking check (\$2,000); the three-lens growth Read (\$4,500); conversion sprints, AI-search sprints, measurement rebuilt under California consent rules, CRM and lifecycle implementation (\$6,500-\$15,000). nickcharneykaye.com/measurement/.

The studio's six classes

The other things you can point me at carry their full dossiers - offers, prices, proof, and who they are not for - on the studio site at outrightmental.com/services/.

- **Adaptive music.** A score that adapts to the player, with provenance a lawyer can sign: patented, composer-authored, running locally. </services/adaptive-music/>.
- **Conversation systems.** Rehearsal for the conversations you cannot send to a server. A scenario pack your institution owns, or a measured pilot. Local-first, no account, no cloud. </services/conversation-systems/>.
- **Playable prototypes.** A concept that has to become playable proof on a deadline. Time-boxed, with a findings memo and a build map. </services/skunkworks-sprints/>.
- **Branded play.** A moment that has to land on an immovable night: playable brand pieces with real authorship. </services/branded-play/>.
- **Original games.** The studio's own slate, and the produced tournament night with its real arcade table. </services/original-games/>.
- **Research and IP.** A question that needs sourced, checkable answers behind a published methodology firewall. </services/research-ip/>.

Engagement modes

Four ways to engage, at stated prices, with one person doing the work. Prices are published so nobody has to get on a call to learn them; each is confirmed in a written proposal before work starts.

- **The Day - \$2,000, one day.** The smallest thing you can buy: one day, one written artifact - a tabletop record, a technology health check, an AI workflow triage, an AI-visibility report. Credited in full toward a Read or a Build booked within 60 days.
- **The Read - \$4,500, one week.** The smallest unit of certainty you can buy: one question, one week, one written go / no-go, with the reasoning shown. A go scopes straight into a Build.
- **A Build - \$6,500 to \$25,000, fixed price, fixed window.** One target, shipped, priced by its class before work starts, with a printed change-order policy. One at a time; the slot is either open or it is not.
- **The Retainer - \$6,000 per month floor, about two days a month.** The continuity layer after a Build ships: standing technical leadership, architecture, hiring, vendor calls, security posture, and the honest "stop doing that." Embedded, about one day a week, is \$12,000 per month. Month to month, billed in advance, at most two at once.
- **More hands, when the target requires them.** Additional specialists are brought in on pre-agreed arithmetic - the studio's published ownership ledger at outrightmental.com/co-op/ - so scope grows without a

negotiation.

Selected dispatches - the record, dated and checkable

- **U.S. Patent 10,446,126 (granted 2019).** Generative music composition. Designed and built the engine it covers, then open-sourced the platform: github.com/xjmusic/xjmusic, with a published commercial embed license.
- **FIFA World Cup 2026 premium hospitality (2024-2026).** Program technical lead for incident response on a 70-person cross-functional operations and engineering program that took over \$630M in cash in under 15 months of live commerce, without a notable loss. Key page-load times cut by more than six times. nickcharneykaye.com/cases/world-cup-incident-response/.
- **Event platforms at live-entertainment scale (2022-2024).** Lead developer on event mobile apps for On Location / Endeavor: a platform that reached 6M users in its first week, and two releases that lifted event revenue 12% and 17%. nickcharneykaye.com/cases/event-apps-six-million-users/.
- **Goodwater Capital (2019-2021).** An AI-driven service replaced a 30-day manual analyst process with a 5-second task and three days of review; 20+ data pipelines cut from a day to hours on fewer than ten machines. nickcharneykaye.com/cases/thirty-days-to-five-seconds/.
- **Signal (2014-2017).** An acquired email-marketing platform integrated into the core product; first-party segmentation shipped; tooling for 70+ engineers held at six-sigma uptime over a trillion daily transactions. nickcharneykaye.com/cases/marketing-platform-trillion-transactions/.
- **David Blaine, Drowned Alive (2006).** Built and ran davidblaine.com through the stunt, when the site drew over a million unique visitors a day; roughly six years with D. Blaine Productions.
- **U.S. Department of Justice PSA (2008).** Co-directed "Know Where They Go," aired nationally on NBC, CBS, Fox, and Oxygen. The :30 spot: vimeo.com/2842593.
- **Stetson, Made of America (2010).** Designed the brand platform for a 150-year-old American marque.
- **Fever Tilt (2025-2026).** An original 1v1 zero-G arena sport built solo, hardware arcade table included. Shown in the Ribbon-recipient Coffee Table Arcade exhibit at Maker Faire Bay Area 2025; Steam Early Access opens November 2026.
- **Conversation Simulator (2026).** Shipped on Steam with its entire AI stack running on-device - local language models, speech recognition, and synthesis - and its core released open source under Apache-2.0.

Track record

- **Outright Mental, San Francisco - Operator, 2016 to present.** Directing original titles from concept through ship: design, engineering, audio, and creative direction under one roof, plus the consulting practice above.
- **TKO, New York (remote) - Program Technical Lead, Incident Response, 2024-2026.** FIFA World Cup 2026 premium hospitality e-commerce. Ran the incident-response unit and de-risked partner integrations across the live window.
- **Endeavor / On Location, New York (remote) - Lead Software Developer, 2022-2024.** Event mobile apps, identity resolution, and customer metrics for major live events.
- **XJ Music, San Francisco - Director of Engineering, 2016-2024.** Architected an enterprise-grade HLS broadcasting system and the patented adaptive-music platform; led the open-source release and the Unreal integration.

- **California Institute of Technology, Bioengineering - Technical Lead, consulting, 2022 to present.** Machine-learning infrastructure for a research group: scalable architectures, reproducibility, and resource economics.
- **Goodwater Capital - Lead Software Engineer, 2019-2021.** Replaced a 30-day manual analyst process with a 5-second automated one, and rebuilt 20+ data ingestion pipelines.
- **Signal Digital, Brooklyn - Senior Software Engineer, 2014-2017.** Tooling and dashboards for 70+ engineers on a platform carrying over a trillion daily transactions.
- **Education.** B.A. Film & Music, NYU Tisch (Maurice Kanbar Film & TV / Clive Davis Institute of Recorded Music). B.S. Business, University of Phoenix.

Contact routing

- **Email.** hi@nickcharneykaye.com reaches me directly. Answered within one business day, by me.
- **Encrypted.** My public key is published at nickcharneykaye.com/email-privacy/; encrypted mail reaches me the same as plain.
- **Fit call.** Twenty minutes, this week, no deck required - the booking link is on nickcharneykaye.com/engage/.
- **Intake.** The structured way to hand over a problem: nickcharneykaye.com/engage/, or the intake on any of the four line pages.
- **Profiles.** linkedin.com/in/charneykaye and github.com/charneykaye.
- **Procurement.** The entity, compliance posture, insurance, and references: outrightmental.com/press/studio-dossier/.

One sheet to decide from: one named person, published prices from \$2,000, a federal patent, twenty-five years of dated work, and an answer inside one business day.

About this document

This datasheet summarizes Nick Charney Kaye's capabilities, engagement modes, and record, and is provided for information only. It is not a contract, an offer, or a warranty. Prices stated here are current at the date of publication and are confirmed in a written proposal before any work starts. Every claim above is verifiable at the source named beside it or in the dated record at outrightmental.com/projects/. Prepared October 2026.