Northstar

2026-06 / EDITION V1 / SYNTHETIC, READ-ONLY

Growth is holding, but customer recovery must become operating discipline.

WHAT CHANGED AND WHY

Revenue / YoY	+8.7%	Expansion remains the primary growth source.
Pipeline conversion	0.61x	Qualification quality is below plan.
Support pressure	74	Recovery work is concentrated in new cohorts.

CONNECTED REVIEW

FINDING	Growth is holding, but customer recovery must become operating discipline. Evidence: northstar-2026-06-v1-evidence-overview
FINDING	Revenue / YoY is +8.7%. Expansion remains the primary growth source. Evidence: northstar-2026-06-v1-evidence-financials
RECOMMENDATION	Instrument cohort recovery and enterprise qualification before adding capacity. Evidence: northstar-2026-06-v1-evidence-risks_decisions

THREE-MONTH SCENARIO RANGE

BASE	DOWNSIDE	UPSIDE
$1.54m 34.6 mo runway	**$1.28m** 10.8 mo runway	**$1.82m** 120.0 mo runway

Published baseline: $1.54m month-three MRR. Scenarios are session-only what-if views.