



AKUPARA
★ GAMES ★



WHO IS AKUPARA GAMES?

Akupara Games is an ever-growing indie [publisher and developer](#), focused on bringing exceptional narratives with striking worlds and vivacious characters to our player base. Based in Los Angeles, we are a collective of game industry veterans working together alongside the young rising stars of tomorrow. We temper experience with forward-thinking vision. We strive to make our games and experiences [accessible](#) in all meanings of the word - [playability](#), [availability](#), and [likability](#).

OUR DISTRIBUTION PARTNERS



SOME OF OUR TITLES

CRYPTMASTER

Description

SAY ANYTHING in this bizarre dungeon adventure where words control everything. Fill in the blanks with text or voice to uncover lost abilities, solve strange quests, and play unexpected mini-games. Use your words to conquer the crypt and unleash a whole new kind of "spell casting!"

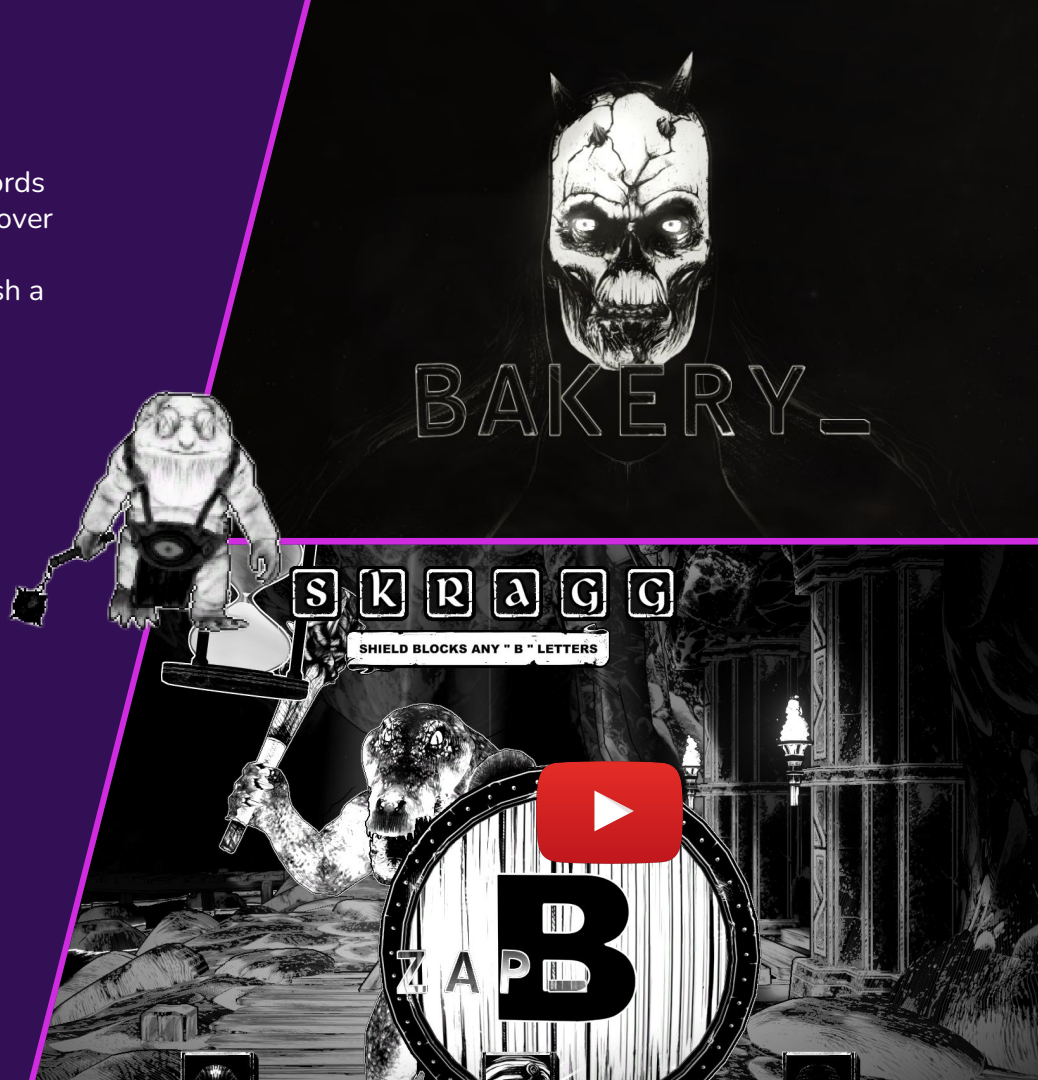
Our Involvement

- Co-developing by providing 3D art, SFX, VO, and management
- Publishing to PC, PS4/5, and Xbox S|X/One
- Porting to PS4/5 and Xbox S|X/One

Platforms



Game Engine





Description

An all new dice-deck-building roguelike, Astrea, has you chart a path through the ruins of a lost civilization as one of six brave Oracles. Using an ever-changing deck of dice and enchanted Sentinels, Purify waves of Corrupted foes and a decayed goddess to save the Star System.

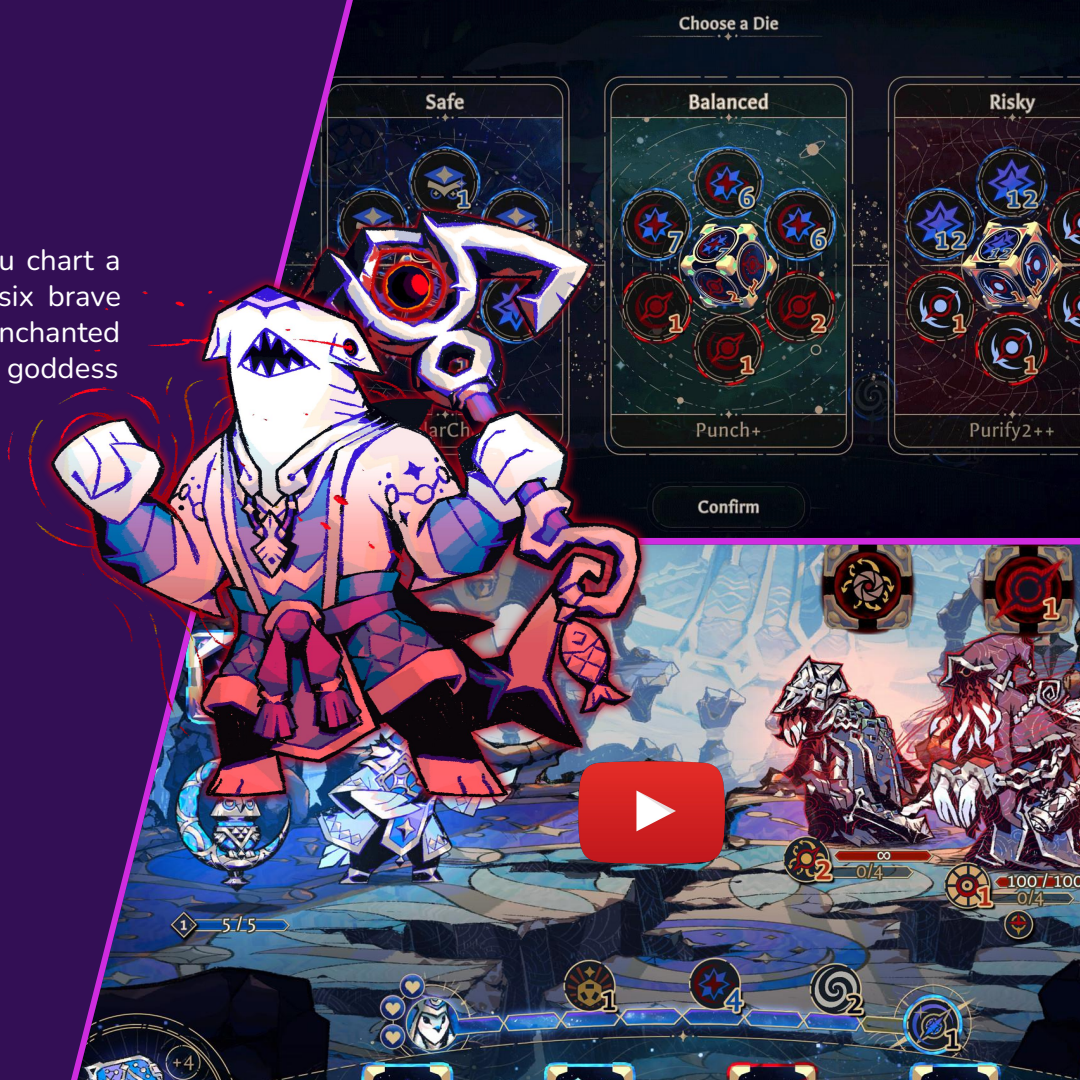
Our Involvement

- Publishing to PC, Switch, and Xbox
- Porting to Switch

Platforms



Game Engine



SORRY WE'RE Closed

Description

Sorry We're Closed is a nostalgic single player survival horror game with rich lore and character interactions that allow multiple endings. Following the end days of Michelle, explore unsettling locations using the environment to hide and survive. Use your demon gun to defend in first person.

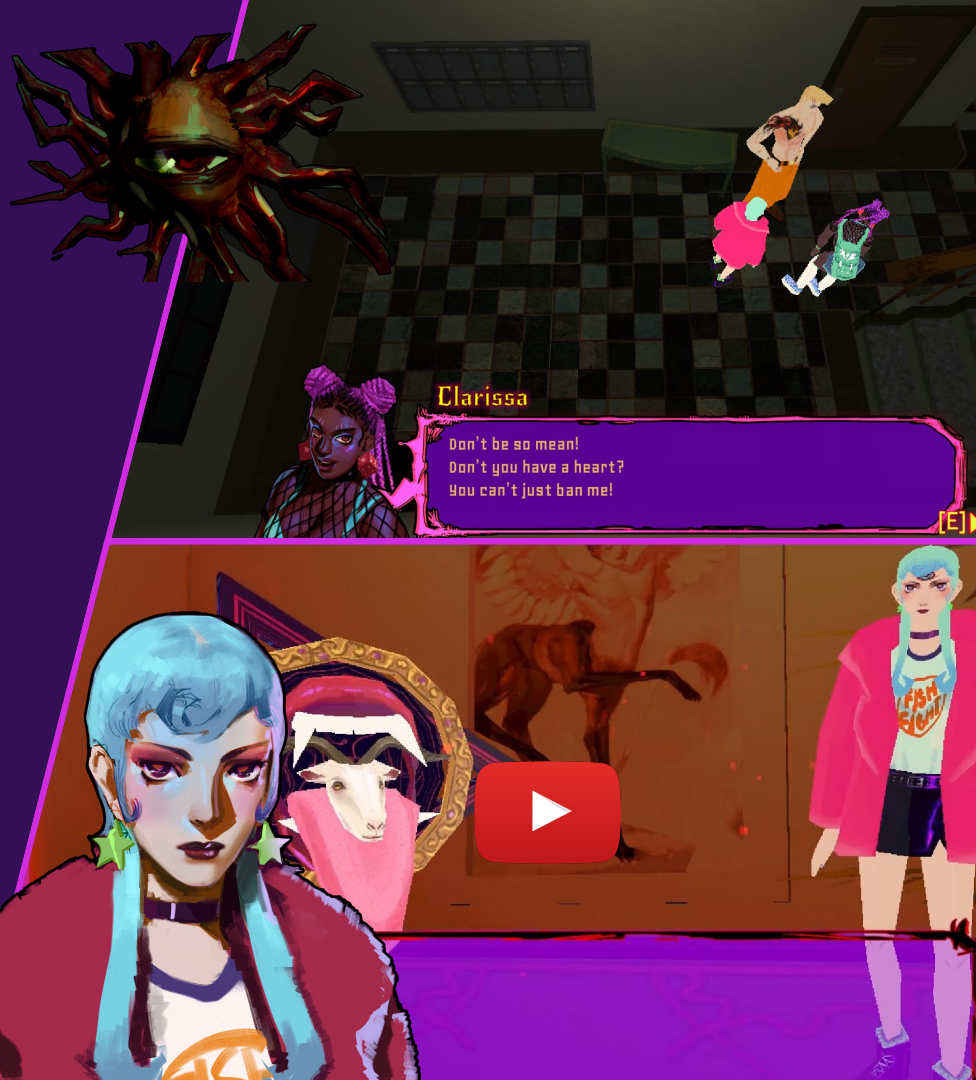
Our Involvement

- Co-developing by providing music, SFX, and management
- Publishing to PC, Switch, and Xbox
- Porting to Switch and Xbox

Platforms



Game Engine



RAIN WORLD



Description

You are a slugcat. The world around you is full of danger, and you must face it - alone. Search for food and shelter between torrential downpours that threaten to drown all life. Evade cunning predators that adapt to catch you. Find your family before death finds you.

Our Involvement

- Co-developed the full game by providing programming, art and music licensing, and management
- Published to PC, Switch, PS4/5, and Xbox
- Ported to Switch, PS4/5, and Xbox

Platforms



Game Engine



GRIME



Description

Destroy... Absorb... Grow... GRIME is a methodical and unforgiving 2.5D soulslike metroidvania in which you crush your foes with living weapons that mutate form and function. Parry attacks to absorb prey, acquire their skills and empower your vessel in a world of anatomical horror and intrigue.

Our Involvement

- Published to PC, Switch, PS4/5, and Xbox
- Ported to Switch, PS4/5, and Xbox

Platforms



Game Engine

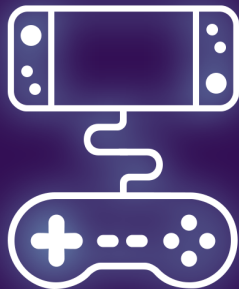


WHAT WE LOOK FOR



Strong Narratives

We look for titles that have a **story to tell** - with a **universe** to live in and **characters** to love. **Story and gameplay are not mutually exclusive**, and we want to highlight titles that pay attention to both.



Games We Love

At Akupara, we sign titles that our whole company is **passionate** about. Our entire studio reviews games for consideration, and we prioritize signing games **we want to work on**.



Aligned to Our Pillars

Games and teams that are **LGBTQ+, POC, female-identifying** and believe in **collaborative** vision building are who we most want to partner with, regardless of game genre.

WHAT DOES A PUBLISHER DO?

IT DEPENDS, BUT GENERALLY



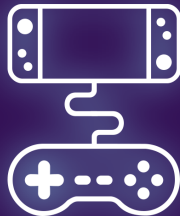
Dev Support

- Localization
- QA & LQA
- Design feedback
- Supplemental development and co-development
- Live Ops & Longtail strategy & execution
- Console porting



Marketing

- Social media & community management
- Press & influencer outreach
- Asset creation
- Events
- Marketing strategy & execution



Distribution

- Release management and certification
- Storefronts
- Ratings
- Physical releases
- Bundles / SKUs
- Monetization & Sales strategy and execution



Biz Dev

- Development financing
- Capital raising
- Partnerships
- Adaptations to other mediums
- Legal support
- Merch

IS A PUBLISHER RIGHT FOR ME?

WHAT DO PUBLISHERS GET?

Publishers will be looking for rev-share in order to **recoup** (and **profit**) on their costs. If you need **financing**, are weak on **marketing** (or don't have the time and resources to dedicate to it), are looking to bring your title to more eyes (**press**, **players**, **partners** and **platforms**), or want to leverage the existing audience and reputation of the publisher, then a publisher may be a good option for you.

- Revenue share agreements will specify between sharing **Gross Income** or **Net Income**.
- The more effort and cost required from the publisher, the larger of a percentage of rev-share they'll ask for.
- Occasionally publishers will ask for things such as IP ownership. (*We don't recommend this!!!*)

Think carefully if you want to commit to terms like these, and whether they would have a long-term positive or negative impact for your project.

WHEN IS IT NOT THE RIGHT FIT?

Retaining **full revenue**, **creative control**, and **IP ownership** is a huge perk for not having a publisher. These are the most common reasons you wouldn't want to use a publisher, and would be better off yourself.

- Your Team has the necessary **skills**, **audience** and **marketplace penetration**
- Your Team has the necessary **financing**

You can instead outsource additional work for hire services such as **QA**, **porting**, **marketing** and **localization** without giving up a share of revenue or creative control.

If you go through the entire pitch process and do not find a publisher that is the right fit for you, that doesn't mean your game won't succeed. Often a game with a small release on one platform can gain momentum and become more attractive to publishers later. This may mean either:

- Signing your next title because you have a proven track record of success OR
- Retroactively publishing an already launched title that has performed well, but still has additional untapped potential

HOW TO FIND A PUBLISHER

It is important to make sure your publisher is a **good fit** for both your game *and* your team. This is a long-term partnership, so while shopping for potential publishers, consider:

- The quality, genres, niches and success of their existing portfolio
- If the services they provide are a match for the services you need
- The contract terms
- Team personality fit - you'll be working closely together for a long time!

You can attend in-person **B2B events**, game dev **mixers** (both online and offline), or **submit your materials** directly to publishers for consideration.

RESOURCES

Publishers:

- [The \(curated\) list of Indie Friendly Game Publishers](#)
- [List of Video Game Publishers - Wikipedia](#)
- [Seyed's Publisher List Database](#)
- [GameDevMap \(for finding local publishers\)](#)

Events/Mixers:

- [GamesIndustryEvents](#)
- [Video Game Cons](#)
- [Indie Calendar Buddy](#)
- [Alan's Game Dev Resource Sheet](#)
- [Game Dev Drink Up](#)
- [IGDA Events](#)
- [Chris Zukowski's Worthy Festivals for Indie Games](#)

WHAT ARE SOME OTHER OPTIONS?

PLATFORM FINANCING

These are funds available during development and *before* launch. You can negotiate these funding opportunities without a publisher, but a publisher will already have these relationships established and know these processes, and can help advocate for your game! Some platforms will give you funding if you promise an *exclusive* launch, or for inclusion at launch in their subscription services such as *GamePass* or *PS+*.

- Sony Indie Fund
- Sony Diversity Fund
- Microsoft Diversity Fund
- Microsoft GamePass
- Meta Fund (VR)
- Mobile Funding - Crunchyroll, Apple Arcade, Netflix Games, Epic Games, etc

There are other additional funding opportunities for launch or post-launch.

FUNDING & GRANTS

- [A16Z](#) - They invest 750k in each selected company. The program culminates with a Demo Day during GDC, where participants showcase their products to investors.
- [EpicMegaGrants](#) - Epic Games sponsors the development of exciting projects built in Unreal Engine that may not otherwise have enough funding to fully realize. They're specifically meant for smaller teams, solo developers, and innovators. These are no strings attached grants. 50-100k is fairly easy to qualify for!
- [Microsoft ImagineCup](#) - Compete for the grand prize of USD 100,000* and a mentorship session. Gain access to networking opportunities, global recognition and expert coaching during the competition to accelerate your startup.
- [IndieFund](#) - Indie Fund is a funding source for independent developers, created by a group of successful indies looking to encourage the next wave of game developers. It was established as a serious alternative to the traditional publisher funding model.
- [Wings Fund](#) - WINGS invests in indie games by teams in which women and marginalized gender developers hold key positions. Our mission is simple: find talented, diverse teams and fund their high potential games.
- [Moonrise Fund](#) - They love backing teams that understand how to test ideas and iterate quickly while staying open to the possibilities.
- [GlobalGamesFund](#) - Pre-production projects up to 50k in funding (but strict rev-share!!!)

BUSINESS LOANS

- [SBA 7\(a\) Loan Program](#) - There are two types of SBA 7(a) loans, the small loan and the standard loan. On either type of loan, no collateral is required for amounts up to \$25,000.
- [SBA Microloans](#) - Allows you to borrow up to \$50,000 for up to six years. You need to have been in business for two full years before you submit your application.
- [California Small Business Loan Guarantee Program](#) - You can borrow the money to pay for startup costs, business expansion, inventory purchases, construction projects, agricultural purposes, disaster relief, and export financing. You can also use it for working capital purposes.
- [Accion Opportunity Fund](#) - A non-profit organization offering small business loans ranging from \$5,000 to \$100,000. They offer borrowers affordable interest rates and flexible repayment terms.
- [Jewish Free Loan Association](#) - Offers interest-free small business loans to companies in California. You must provide one guarantor whose credit is also in good standing to borrow up to \$7,500. If you can provide two guarantors, the maximum amount you can borrow increases to \$36,000.
- [Working Solutions](#) - An organization that offers small business loans ranging from \$5,000 to \$100,000 with fixed interest rates between 9% and 11%.
- [Accessity](#) - Offers term loans ranging from \$300 to \$100,000 for startups or growing businesses.

Feel free to reach out through
email or LinkedIn! I'm happy
to give feedback on pitch
decks.



AKUPARA
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