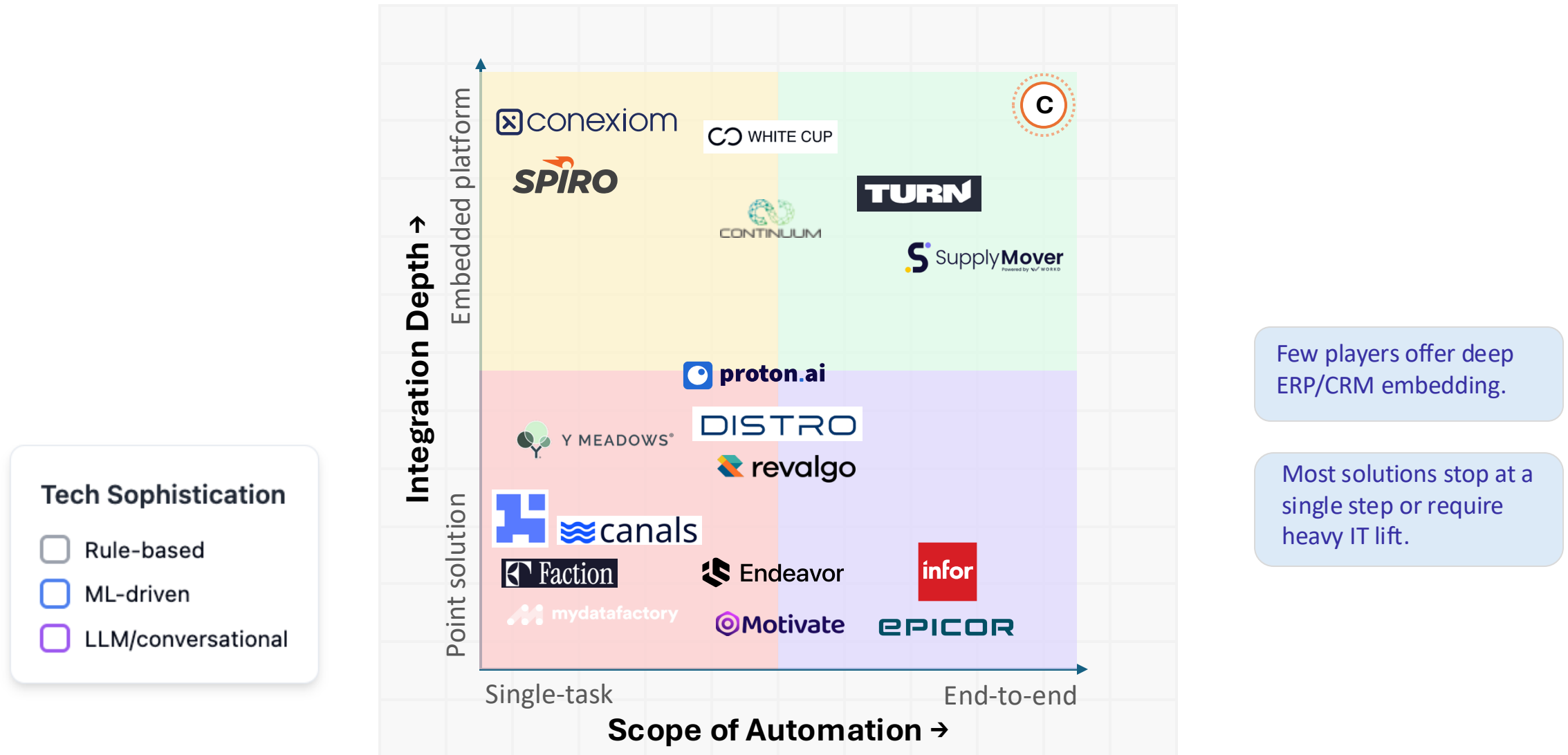




We are the only AI agent built for distributors that automates the entire quote-to-order process



Manual quoting is silently stealing revenue.

Admin work, slow quotes, and missed follow-ups cost reps deals before they even start



23%

Time Lost on Admin

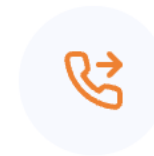
Nearly a quarter of the week vanishes into paperwork.



5x

Quote Turnaround

Manual quoting is 5× slower than automated approach.



44%

Follow-Up Gaps

Reps stuck chasing voicemails and nearly half quit after one follow-up

Sales at the speed of conversation.

Camber empowers rep teams with a **voice-first AI assistant** that automates quoting and follow-ups, so reps spend time selling, not typing.



Instant Response

Turn inbound calls into quotes
in <2 min.



Invisible Admin

Auto-log every call, note & follow-up.
No keystrokes required.

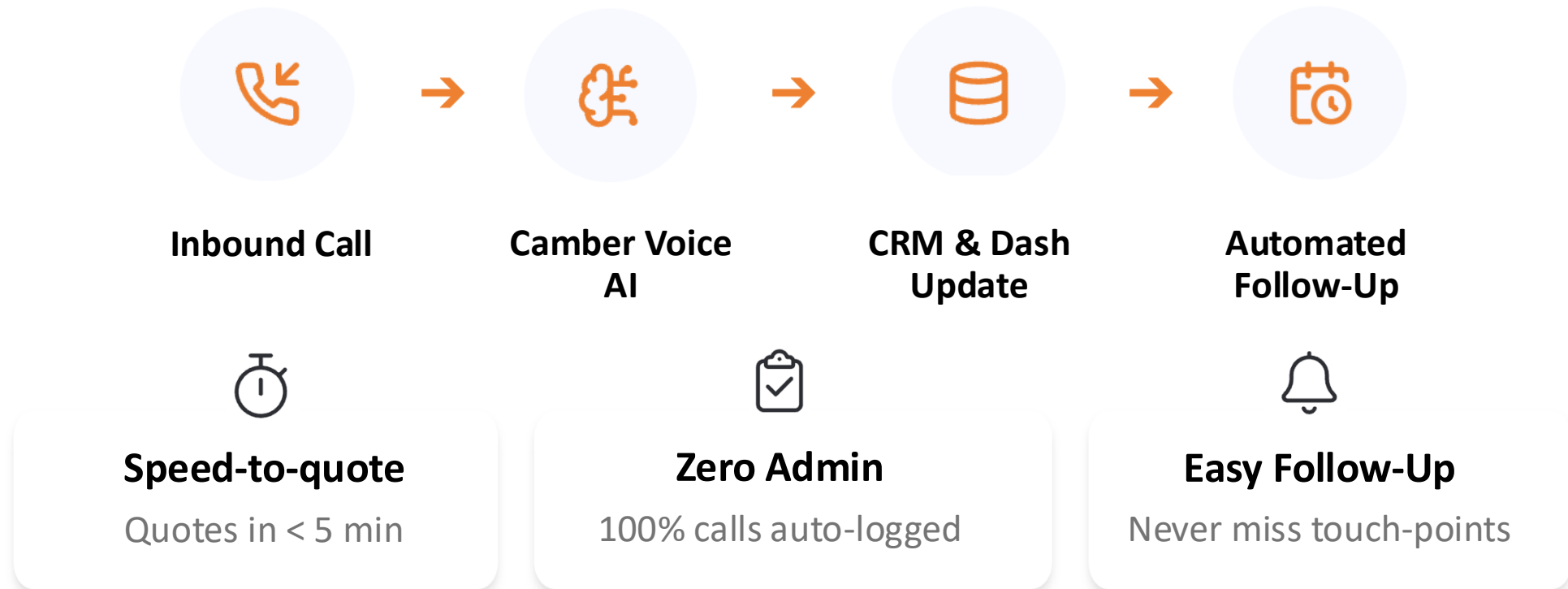


Intelligent Prioritization

Surface the hottest opportunities
with AI-driven scoring

Camber **Voice**: Your AI Assistant for Inside Sales

From first call to closed deal, Camber automates quoting, follow-ups, and CRM updates—so reps sell faster and smarter.



Four Ways Camber Accelerates Every Deal



Instant Lead Capture

Turn any call into a CRM lead in seconds



Auto Quotes & Follow-Up

Draft quotes & schedule next touch automatically



Smart Prioritization

AI surfaces the hottest opportunities



Zero-Admin Logging

Every call auto-synced to CRM – no typing

● Live Call

Customer: "I need a quote for 500 units..."

Sales Rep: "Let me get that for you right away"

Customer: "When can you deliver?"

New Lead Created

Company: Acme Corp

Contact: John Smith

Product: 500 units

Priority: High

Next Action: Send quote

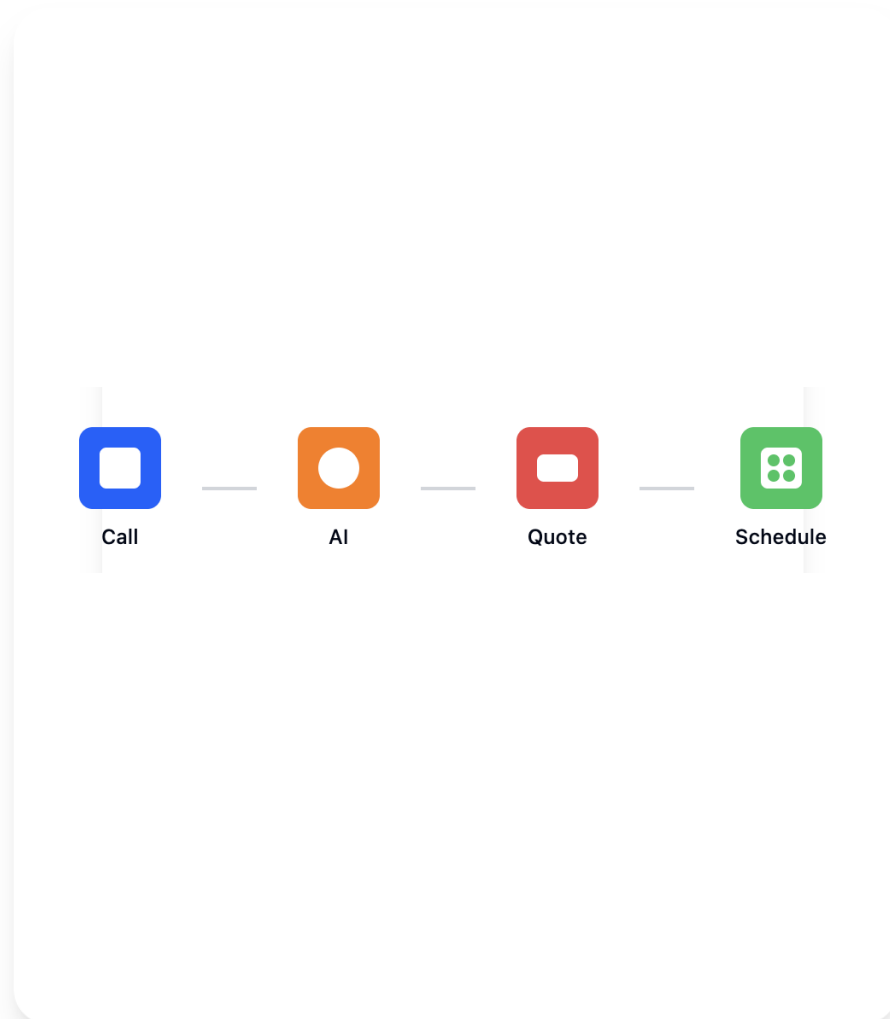
Turn any call into a CRM lead in seconds.

Automatically capture and qualify leads from phone conversations

- Real-time transcript analysis
- Auto-populated CRM fields
- Instant lead scoring

25s avg to CRM

"This saved us hours of manual data entry"



Quotes drafted & next touch scheduled automatically.

From call to quote in under a minute

- Pulls price/availability via API.
- Generates branded PDF email in seconds.
- Auto-books follow-up; email reminder sent.

90% faster quotes

"Our close rate doubled with instant quotes"

Lead Priority Dashboard

● Acme Corp

95

● TechStart Inc

87

● Global Solutions

72

● Smart Systems

64

● Future Tech

45

AI surfaces the hottest deals first

Focus on leads most likely to convert

- ML-powered scoring algorithm
- Real-time priority updates
- Heat-map visualization
- Daily digest highlights “must-call” leads.

+18 % lift in follow-up hit-rate

BEFORE	AFTER
<div>Company</div> <div>Manual entry required...</div>	<div>Company</div> <div>Acme Corporation</div>
<div>Contact Info</div> <div>Manual entry required...</div>	<div>Contact Info</div> <div>john@acme.com</div>
<div>Requirements</div> <div>Manual entry required...</div>	<div>Requirements</div> <div>500 units, Q2 delivery</div>

Every call & note auto-synced — no typing required.

Eliminate manual data entry

- Automatic field population
- Smart data validation
- Seamless CRM integration
- Saves transcript, summary, sentiment, next step.

95% admin reduction

"Our reps can focus on selling, not typing"

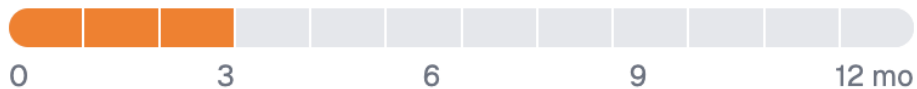
Net Savings: \$77,240

Rep time freed: \$3,226.67/mo

Admin cost avoided: \$38,720/yr

CSR headcount avoided: \$53,000/yr

Pays back in ~2.8 months



Your Inputs

Average calls per day

40



Minutes saved per call

4



Rep hourly cost (\$)

60



CSR annual cost (\$)

53000

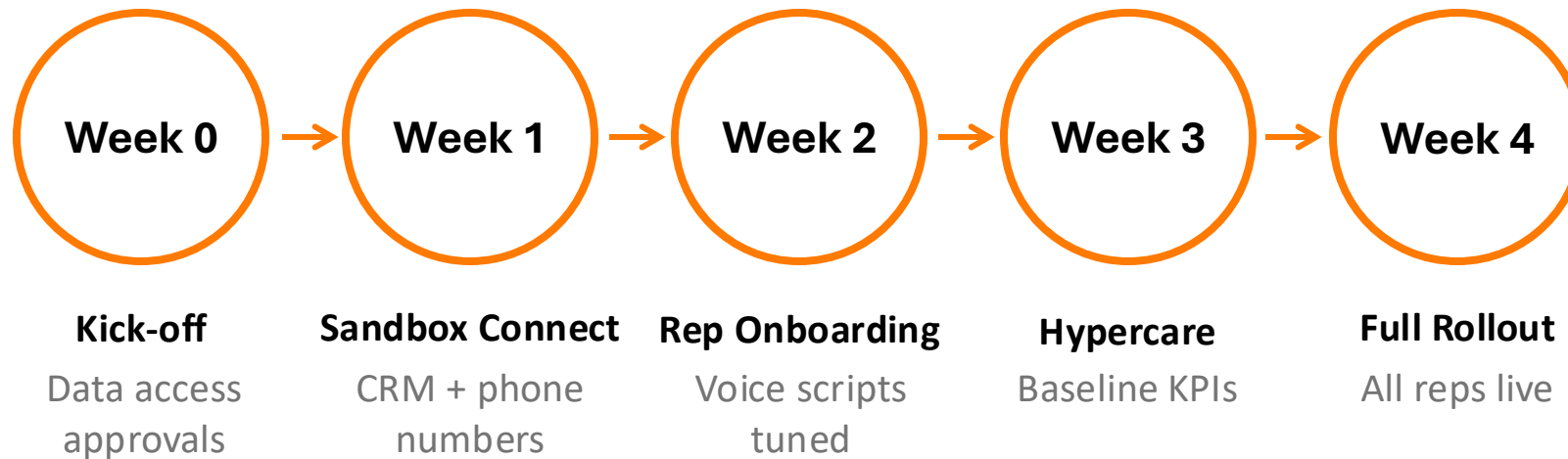


Licence annual cost (\$)

18000



Go Live in 4 Weeks — Minimal IT Lift.



Key Tasks

- Connect CRM API
- Import price lists (CSV/API)
- Provision phone numbers
- Install Teams/Slack bot
- 30-min rep training

Your team:

1 sales-ops admin · 1 IT contact · pilot reps

Our team:

1 solutions engineer · 1 CSM



**Typical pilot: 500 calls, 5 reps, < 10 hours total customer effort.*

Ready to accelerate your inside-sales wins?

Book Your 20-Minute Pilot Kick-off

[Request Pilot Proposal PDF](#)

Brian Mokoro – Founder & CEO

 +1 978 944 1932 |  brian@cambersupply.com

[LinkedIn](#)

Appendix

Smart Inbox

Smart Inbox

55%
AI Deflection

20
Total Inquiries

2.3 min
Avg Queue Time

<div>order statusinventorypricingspec requestinvoice copypurchase order</div> <div>CallEmail</div> <div>AllAI OnlyRep Only</div> <div>Search inquiries...</div>							
<input type="checkbox"/>	TIME	INTENT	CHANNEL	TIER	HANDLER	STATUS	SUMMARY
<input type="checkbox"/>	🕒 06/17/2025 11:43	invoice copy	📞	Key Account	🤖 AI	🕒 resolved	New inquiry #1029
<input type="checkbox"/>	🕒 06/17/2025 11:42	purchase order	✉️	Homeowner	🤖 AI	🕒 resolved	New inquiry #1028
<input type="checkbox"/>	🕒 06/17/2025 11:42	invoice copy	📞	Key Account	🤖 AI	📌 routed	New inquiry #1027
<input type="checkbox"/>	🕒 06/17/2025 11:42	invoice copy	✉️	Contractor	🤖 AI	📌 pending	New inquiry #1026
<input type="checkbox"/>	🕒 06/17/2025 11:42	purchase order	📞	Contractor	🤖 AI	🕒 resolved	New inquiry #1025
<input type="checkbox"/>	🕒 06/17/2025 11:41	pricing	📞	Key Account	🤖 AI	📌 routed	New inquiry #1024
<input type="checkbox"/>	🕒 06/17/2025 11:41	invoice copy	📞	Key Account	🤖 AI	🕒 resolved	New inquiry #1023
<input type="checkbox"/>	🕒 06/17/2025 11:40	pricing	✉️	Key Account	👤 Rep	🕒 resolved	New inquiry #1022
<input type="checkbox"/>	🕒 06/17/2025 11:40	order status	✉️	Key Account	🤖 AI	📌 pending	New inquiry #1021
<input type="checkbox"/>	🕒 06/17/2025 11:40	order status	✉️	Key Account	🤖 AI	🕒 resolved	New inquiry #1020
<input type="checkbox"/>	🕒 2025-06-10 09:12	order status	📞	Contractor	🤖 AI	🕒 resolved	Where's my order AB1245?
<input type="checkbox"/>	🕒 2025-06-10 09:15	inventory	✉️	Homeowner	🤖 AI	🕒 resolved	Have ¾" PVC in stock?

Inquiry #1025

purchase order · 06/17/2025 11:42

Key Entities

Order ID

AB1245

Customer

Contractor

Channel

Call

Handler

AI

Audit Timeline

🕒

Intent identified: purchase order

06/17/2025 11:42

📁

Entity extraction completed

11:43

🔌

Connected to inventory system

11:44

🏠

AI generated response

11:45

Escalate

Reassign

Re-run AI

CamberVoice

Smart Inbox - Audit trail

Smart Inbox

55%
AI Deflection

20
Total Inquiries

2.3 min
Avg Queue Time

order status

inventory

pricing

spec request

invoice copy

purchase order

Call

Email

All

AI Only

Rep Only

Search inquiries...

	TIME	INTENT	CHANNEL	TIER	HANDLER	STATUS	SUMMARY
<input type="checkbox"/>	🕒 06/17/2025 11:43	invoice copy	📞	Key Account	🤖 AI	🕒 resolved	New inquiry #1029
<input type="checkbox"/>	🕒 06/17/2025 11:42	purchase order	✉️	Homeowner	🤖 AI	🕒 resolved	New inquiry #1028
<input type="checkbox"/>	🕒 06/17/2025 11:42	invoice copy	📞	Key Account	🤖 AI	🔄 routed	New inquiry #1027
<input type="checkbox"/>	🕒 06/17/2025 11:42	invoice copy	✉️	Contractor	🤖 AI	🕒 pending	New inquiry #1026
<input type="checkbox"/>	🕒 06/17/2025 11:42	purchase order	📞	Contractor	🤖 AI	🕒 resolved	New inquiry #1025
<input type="checkbox"/>	🕒 06/17/2025 11:41	pricing	📞	Key Account	🤖 AI	🔄 routed	New inquiry #1024
<input type="checkbox"/>	🕒 06/17/2025 11:41	invoice copy	📞	Key Account	🤖 AI	🕒 resolved	New inquiry #1023
<input type="checkbox"/>	🕒 06/17/2025 11:40	pricing	✉️	Key Account	👤 Rep	🕒 resolved	New inquiry #1022
<input type="checkbox"/>	🕒 06/17/2025 11:40	order status	✉️	Key Account	🤖 AI	🕒 pending	New inquiry #1021
<input type="checkbox"/>	🕒 06/17/2025 11:40	order status	✉️	Key Account	🤖 AI	🕒 resolved	New inquiry #1020
<input type="checkbox"/>	🕒 2025-06-10 09:12	order status	📞	Contractor	🤖 AI	🕒 resolved	Where's my order AB1245?
<input type="checkbox"/>	🕒 2025-06-10 09:15	inventory	✉️	Homeowner	🤖 AI	🕒 resolved	Have ¾" PVC in stock?

Inquiry #1025

purchase order · 06/17/2025 11:42

Key Entities

Order ID
AB1245

Customer
Contractor

Channel
Call

Handler
AI

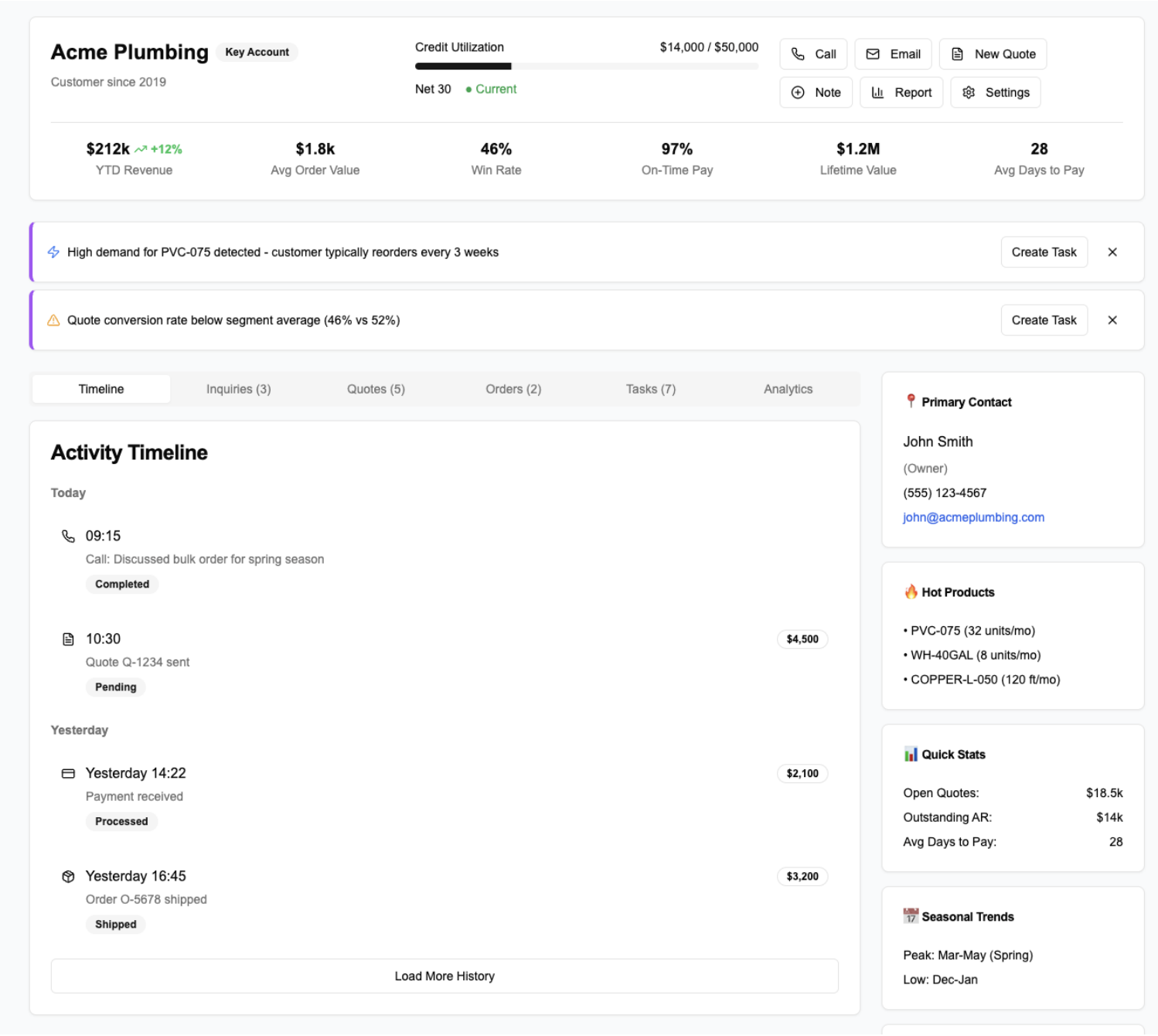
Audit Timeline

- 🕒 Intent identified: purchase order
06/17/2025 11:42
- 📁 Entity extraction completed
11:43
- 🔌 Connected to inventory system
11:44
- 🏠 AI generated response
11:45

Escalate

Reassign

Re-run AI



Acme Plumbing

Quote #Q-1217 Created Jun 17, 02:01 PM Draft

AI Introduction

Thanks for giving us the opportunity to quote your plumbing supply needs. We've prepared competitive pricing on the items you requested and look forward to working with you on this project.

SKU	Description	Qty	Unit Price	Extended	Margin	Actions
PVC-075	3/4" PVC pipe	<input type="text" value="20"/>	<input type="text" value="1.25"/>	\$250.00	OK (24%)	...
WH-40GAL	40-gal Water Heater	<input type="text" value="4"/>	<input type="text" value="410"/>	\$1640.00	⚠ 12%	...
<div><input type="text"/> + Add Product</div>						

Quote Totals

⚠ Approval Needed

Subtotal: \$1890.00

Tax (8%): \$151.20

Freight: \$0.00

Grand Total: **\$2041.20**

Quote Value: \$2041

Validate

Generate PDF

Send Quote

Quote Builder

PO Queue

Draft

Needs review

Submitted

ACME-CORP-001

Jan 15, 04:30 AM

acme_po_jan2024.pdf

85%

PO-2024-001

ACME-CORP-001

85%

Original Document

acme_po_jan2024.pdf

[Open original](#)

Line Items				
SKU	Description	Qty	Unit Price	Extended
PVC-12-10FT	12" PVC Pipe - 10ft length	25	45.5	\$1137.50
CEMENT-50LB	Portland Cement 50lb bag	15	12.75	\$191.25
REBAR-#4	#4 Rebar 20ft length	100	15.18	\$1518.75

Order Total

\$2847.50

3 line items

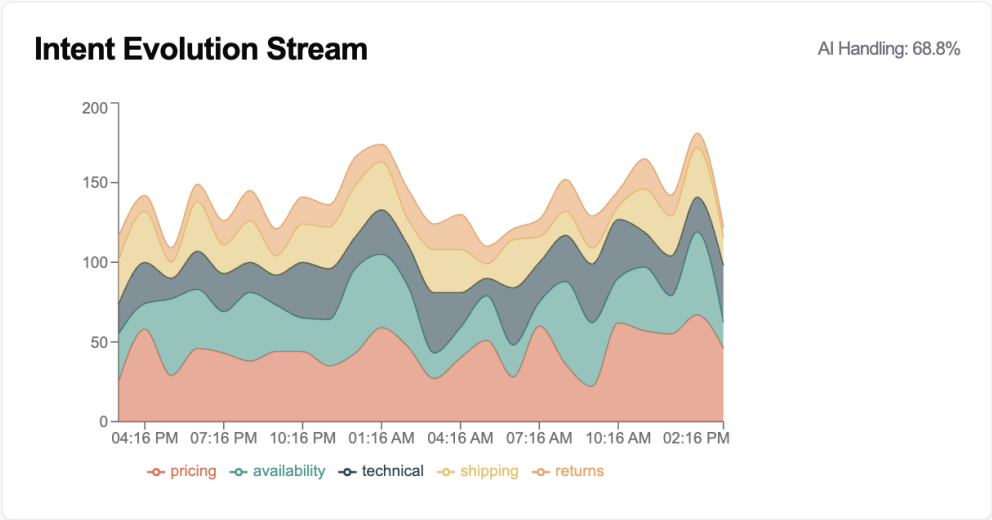
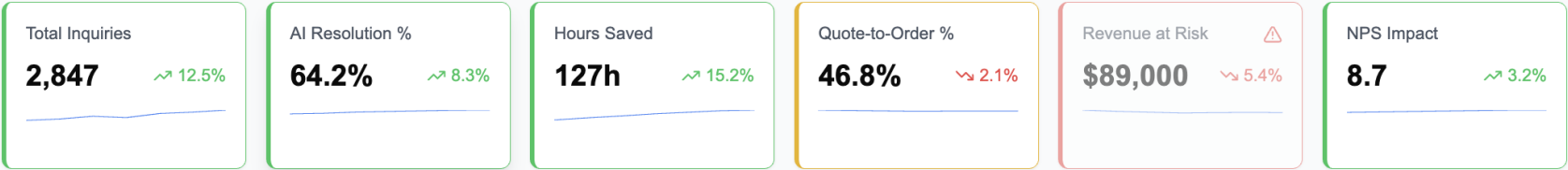
Validate

Submit to ERP

Order Entry

AI Analytics Dashboard

Last updated: 2:16:04 PM



Action Center

11

Critical (1)

Stock-out Risk: PVC-075

89% confidence

Current inventory will last 2.3 days at current demand rate

RestockFind Alternative

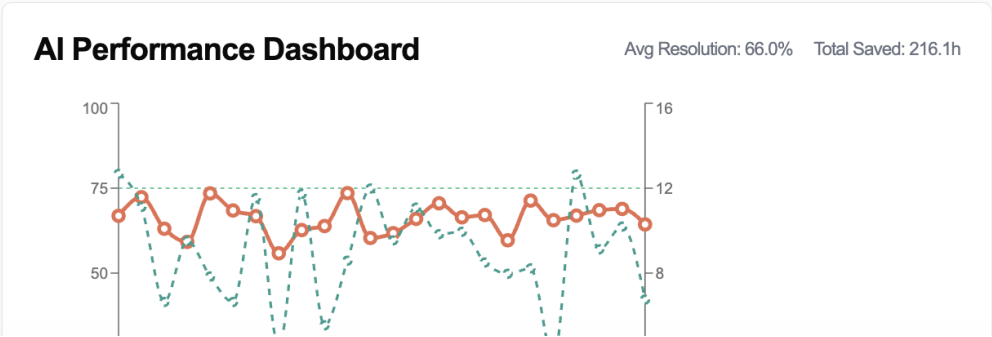
Opportunities (1)

Price Optimization Opportunity

\$12,000

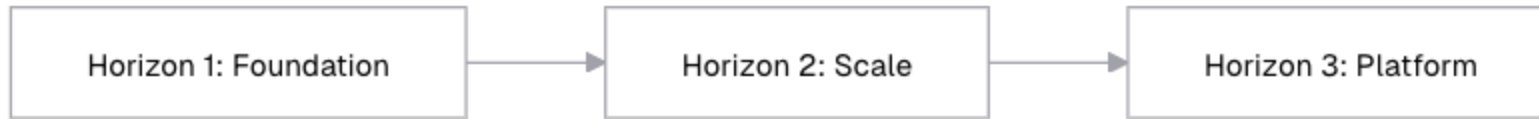
3 SKUs showing elastic demand patterns

Apply PricingA/B Test



Analytics Dashboard

The AI Agent for \$2T in Material Flows



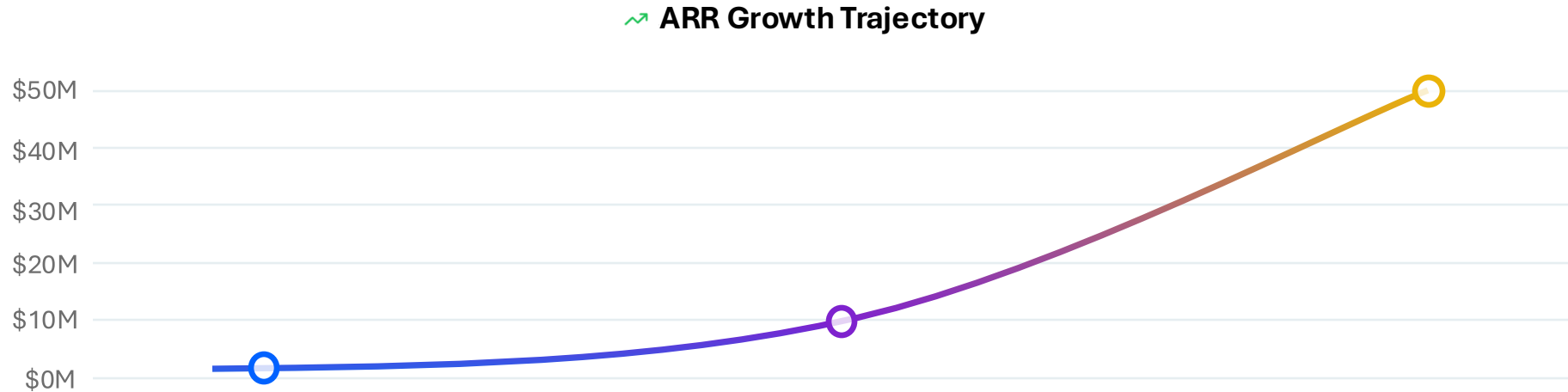
Core Foundation

Intelligence Layer

Platform
Excellence

Growth Journey: Core to Platform.

Watch our evolution from foundational core to intelligent platform.



Core Foundation

Build the essential infrastructure and initial product

\$1M ARR

Intelligence Layer

Adding smart features and advanced capabilities

\$10M ARR

Platform Excellence





Full ecosystem with extensible platform capabilities

\$50M+ ARR

Horizon 1: Foundation & Early Revenue

"Automate the Chaos"

Key Features





-  Intelligent PO Processing (Email + Voice)
-  Real-time Inventory & Pricing
-  1-Click ERP Sync
-  Mobile Command Center

Unlocks: mid-market distributors & manufacturers (\$20-100M revenue)
Revenue Target: \$1M ARR (30 customers @ \$20-50K ACV)
Strategic Value: 80% reduction in order processing time

Horizon 2: Scale & Expand

"Intelligence at Every Touch Point"

Key Features

-  AI Sales Copilot (pricing optimiz., demand forecast)
-  Project Intelligence Hub (track jobs, predict material needs)
-  Supplier Network Effects (automated RFQs, smart sourcing)
-  Revenue Intelligence Dashboard

Unlocks: Enterprise distributors + Regional manufacturers
Revenue Target: \$10M ARR (100 customers @ \$50-150K ACV)
Strategic Value: Network effects via supplier connections

Horizon 3: Platform & Moat

"The Materials Intelligence Network"

Key Features

-  Camber Marketplace (AI-matched buyers & sellers)
-  Predictive Supply Chain AI (market pricing, shortage alerts)
-  Embedded Fintech (instant credit, payment automation)
-  Manufacturing API Platform

Unlocks: Entire supply chain ecosystem
Revenue Target: \$50M+ ARR (Platform fees + SaaS)
Strategic Value: Category-defining platform with 60% market share

Today

Q1 2026

Q2 2026

Q4 2027

Q1 2028

2029+

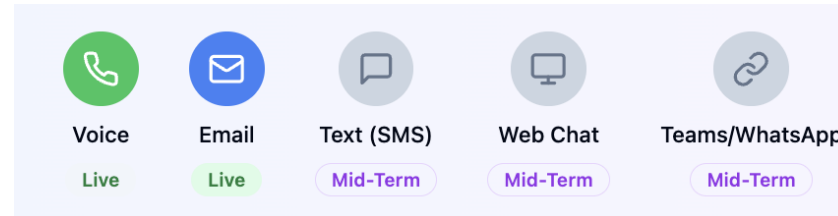


Why Factories Are Having Trouble Filling Nearly 400,000 Open Jobs

For every 20 positions, there's one qualified candidate, says one manufacturing chief executive. Some of President Trump's policies are likely to exacerbate the problem.

Omni-Channel Experience

Smart Inbox unifies multiple channels into a single interface



Smart Inbox Day 1: Email & Voice integration

🔍 Filters

- ⚠️ Urgent 3
- 🕒 RFQ 7
- ⚠️ Exceptions 2

Purchase Order #PO-2024-001 High Priority
from: procurement@acmecorp.com

"Need 500 units of SKU-12345 by next Friday. Please confirm availability and pricing."

Approve PO Send Quote

Voice Call Transcript AI Processed
Customer: Johnson Industrial

"Customer requesting quote for custom fabrication. Specs: 10x steel brackets, Grade A..."

Request Supplier Quote View Full Transcript

RFQ Request #RFQ-789 RFQ workflow
Multiple suppliers needed

"Bulk order: 1000 units specialty bolts. Need competitive pricing from 3+ suppliers."

Request Supplier Quote View Details



Unified Feed

All customer requests in one place → no missed orders



AI Prioritization

Highest-priority POs & exceptions surfaced first

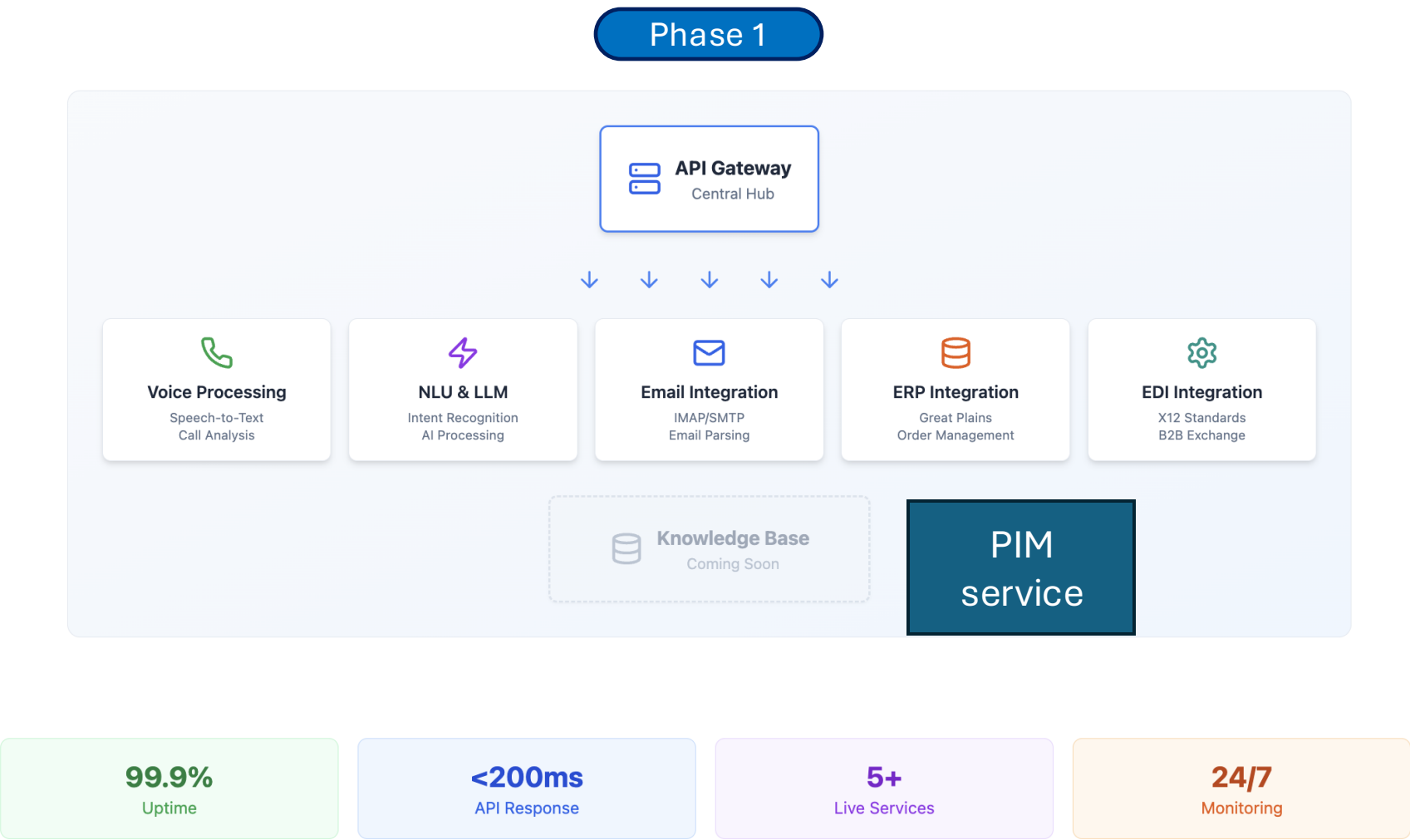


Inline Actions

"Approve PO," "Send Quote," "Request Supplier Quote" buttons

Camber Platform: Core Microservices

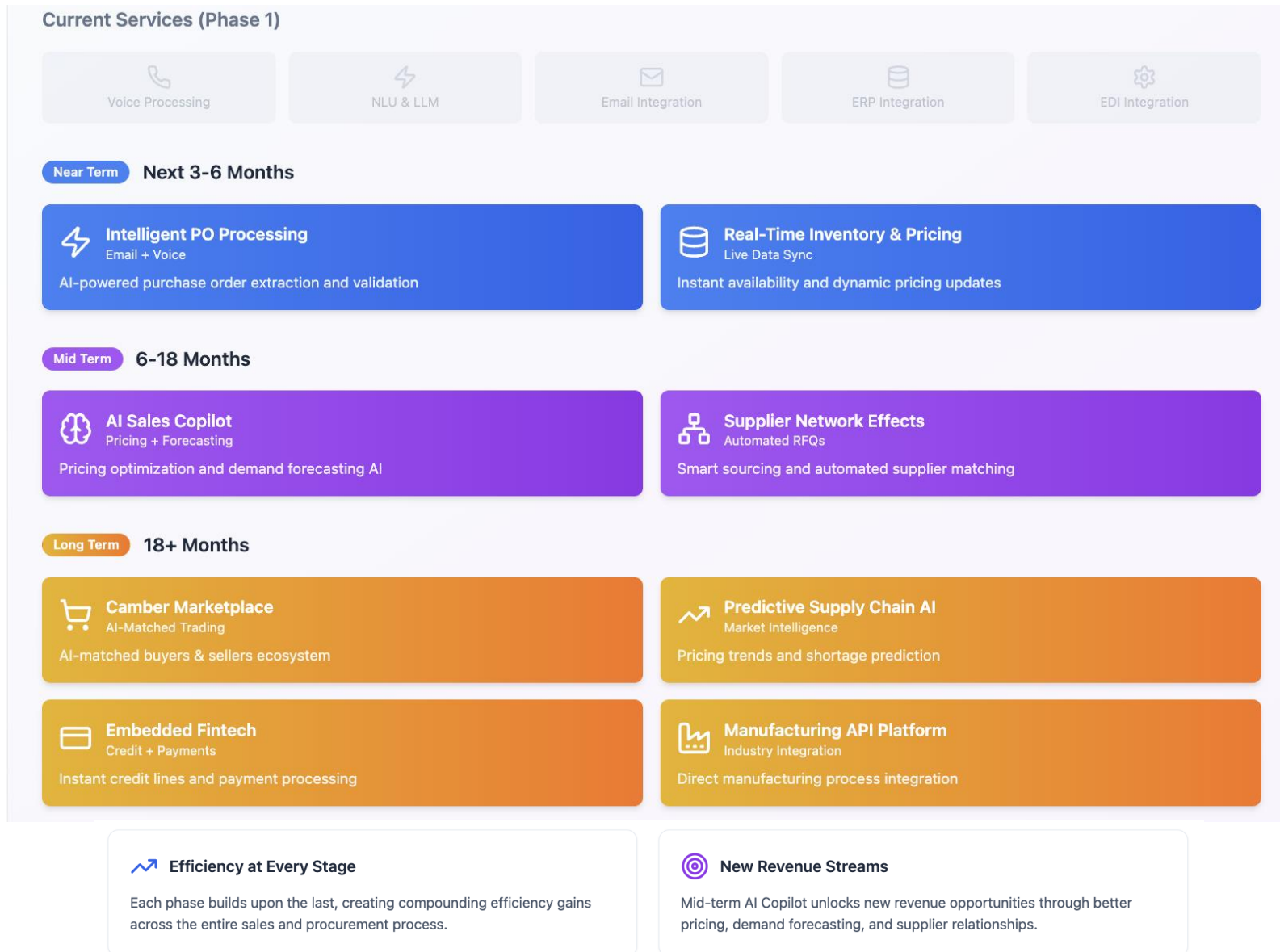
Current production architecture



[TBC, animate into 3 slide motion highlighting near, mid-, and long- term milestones]

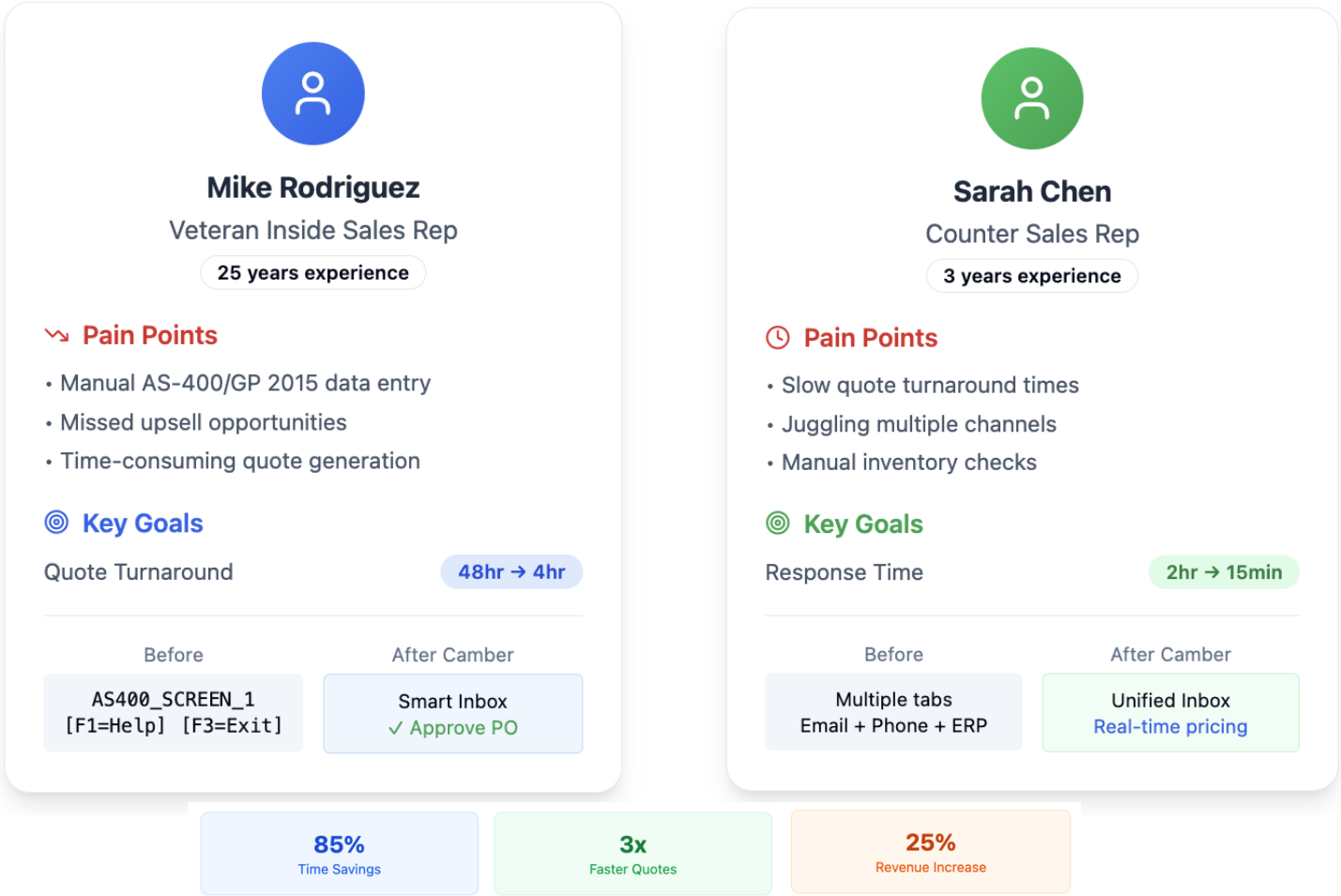
Camber Platform: Services Roadmap

Near → Mid → Long Term Evolution




Camber Empowers Sales Reps

We eliminate manual work and surface intelligent insights helping reps go from order-takers to deal-makers



Who Camber Empowers

Camber shifts reps from order-takers to deal-makers by eliminating manual work and surfacing intelligent insights



David Park
Finance Analyst
7 years experience

\$ Pain Points

- High Days Sales Outstanding
- Unpredictable cash flow
- Manual invoice processing

🎯 Key Goals
DSO Reduction **45d → 25d**

Before	After Camber
Manual reconciliation Delayed payments	Auto-processing Faster collections

40%
DSO Reduction