



Nodal by Enigmatic

AI-Assisted Business Process Platform for Logistics Teams.

Visit Us

enigmatic.works

Contact Us

collaborate@enigmatic.works

We are currently developing the MVP. Our team is looking for general resources and support from anyone wanting to be a part of the journey.

Pre-Seed





Logistics processes and systems are fragmented.

Swivel-chairing gets messy very fast.



Practices vary by person and shift.

Service becomes inconsistent and unpredictable.



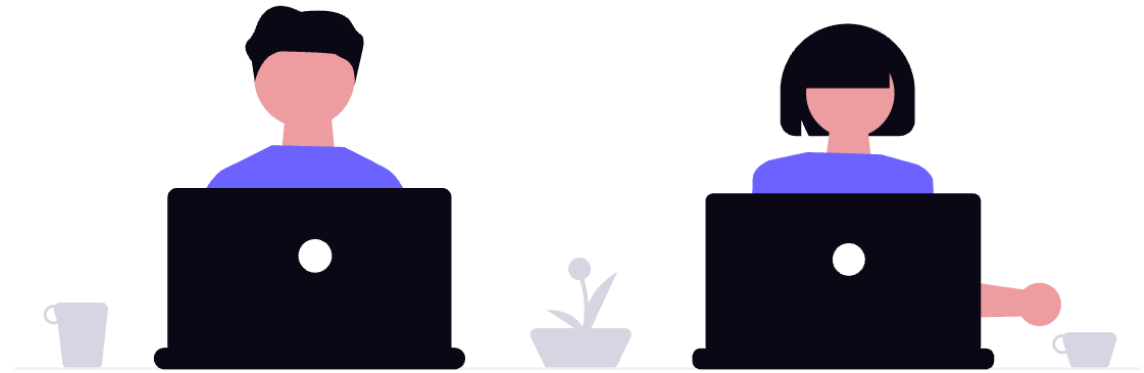
Managers can't see everything.

Control requires visibility and accountability.



Process improvement is near impossible.

There's no data to tell the story.



Logistics Problems



One Master Platform

One interface to interact with collaborators, the TMS, emails, etc.



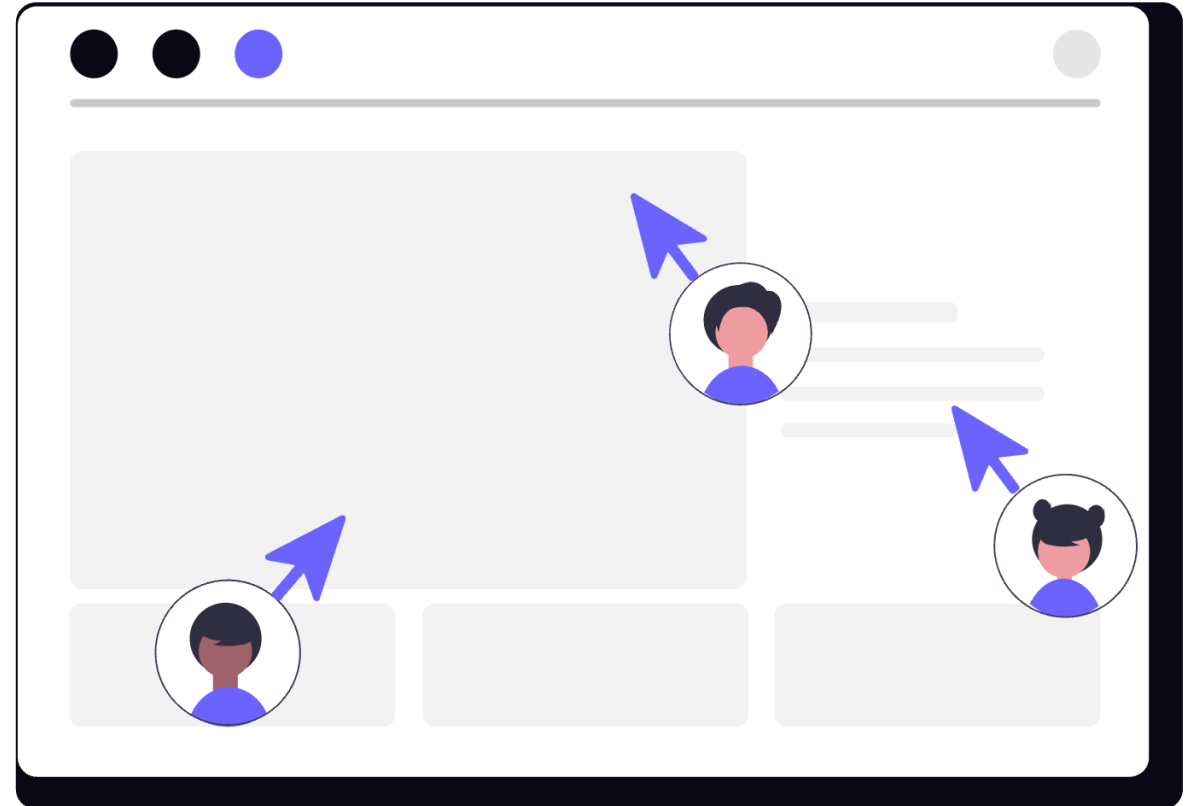
For Leaders: A Playbook

Leaders use Nodal to design how their team operates.



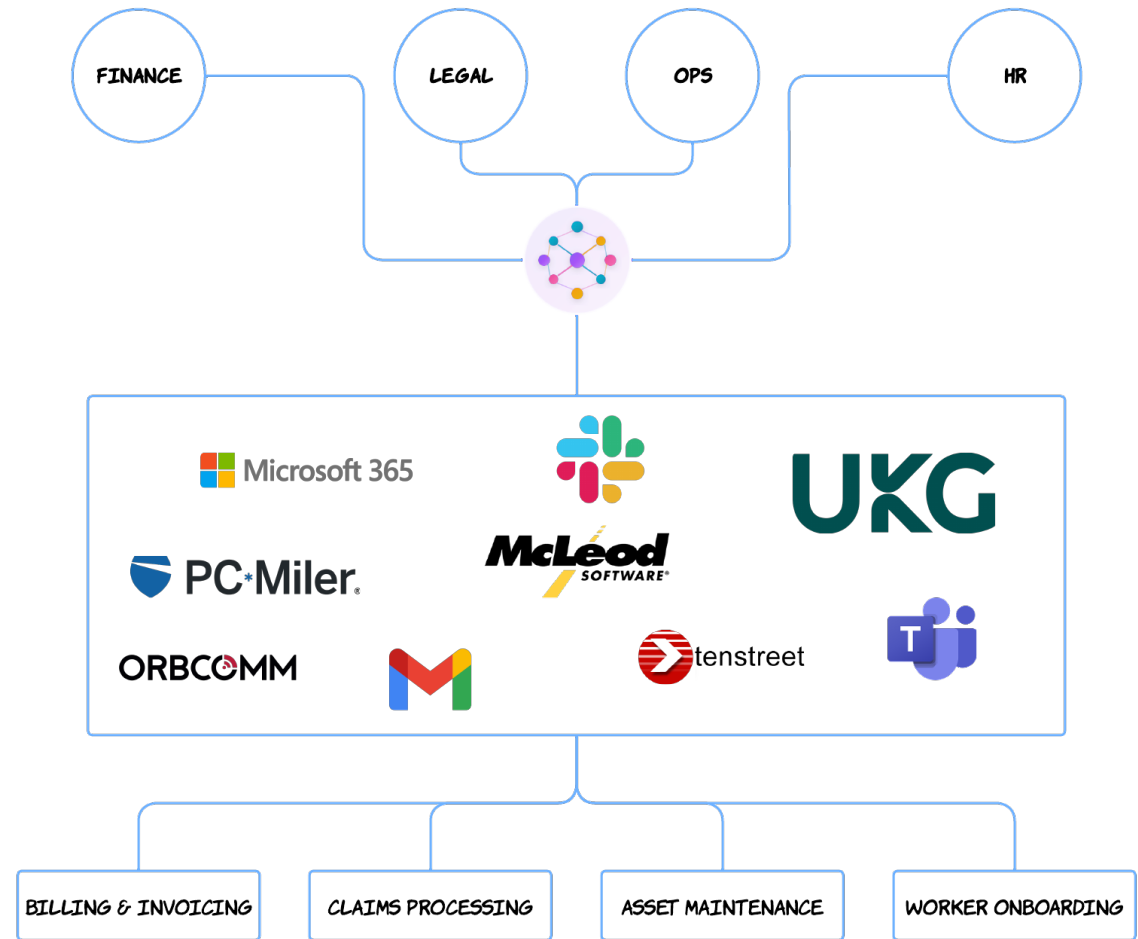
For Teams: A Workspace

Teams live out of Nodal to collaborate and get work done.



The Solution

Nodal sits on top of your TMS and tools to provide teams with an elegant digital workspace for collaborating on business workflows instead of swivel-chairing every minute.



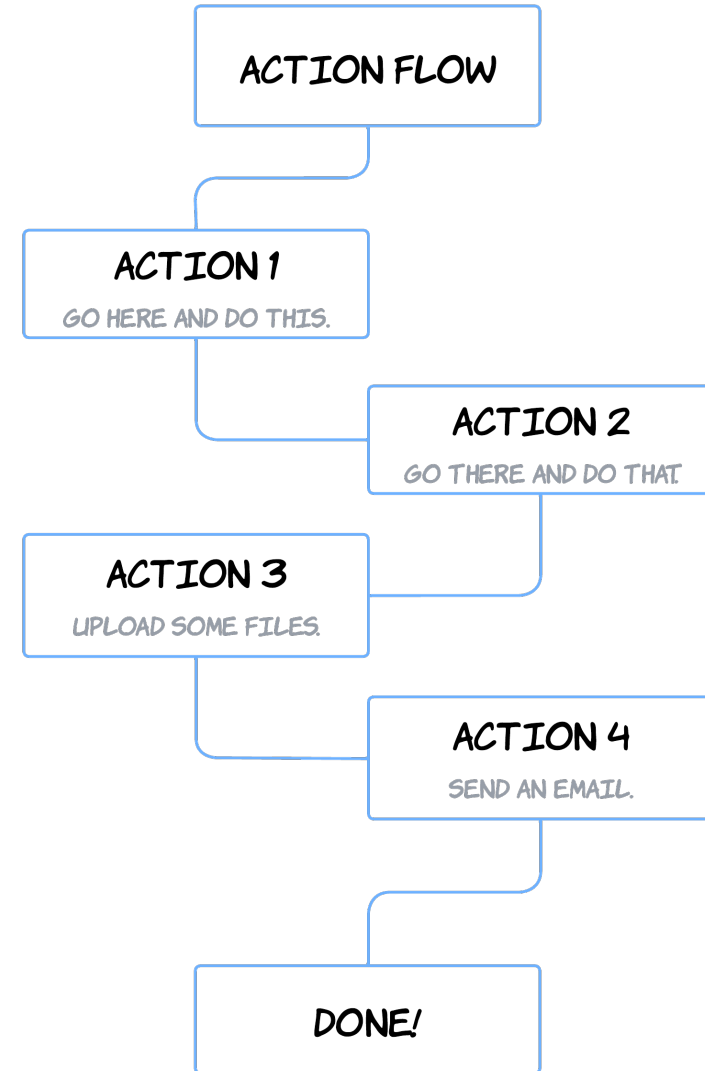
The Architecture

Action Flow: a business process on Nodal.

Action: individual tasks assigned to a person or automation.

1. **Design** the Action Flow.
2. **Integrate** the tools.
3. **Assign** the Actions.
4. **Track** performance.
5. **Improve** using data.

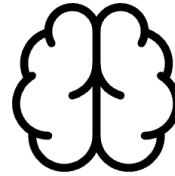
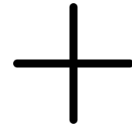
The Method





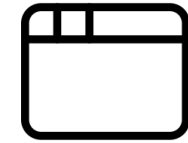
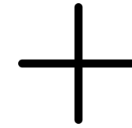
Flow Studio

Where workflows are designed and built. You dictate the sequence and assignment of tasks.



Natalie AI

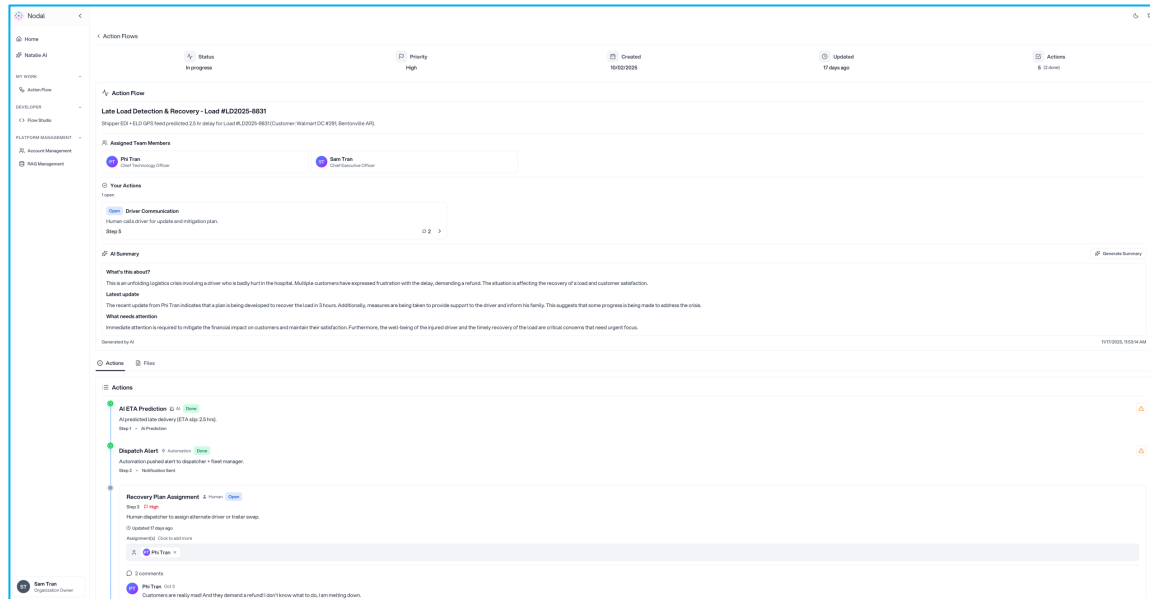
Forms are replaced with AI for user input and rendering interactive data views to empower task completion.



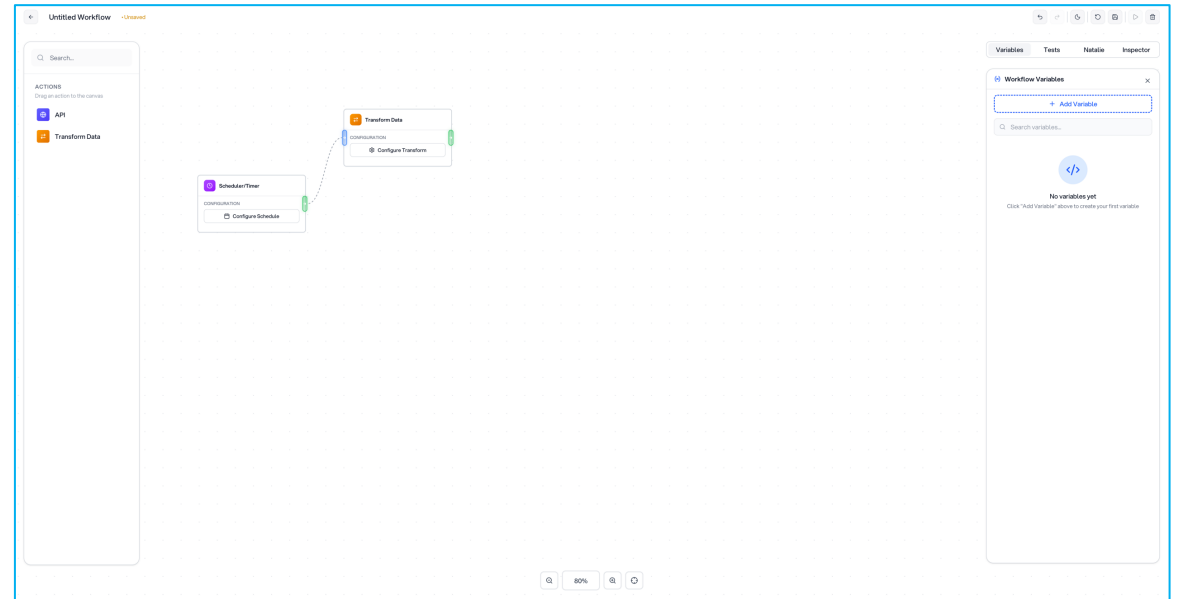
My Work

Where workflows get deployed. Users and automations live on this interface to collaborate and complete tasks.

The Mechanics



Action Flow page where work gets done.



Flow Studio where workflows are built.

The Product

- Hiring and onboarding drivers.
- Tracking truck inspections and maintenance.
- Late load processing.
- Customer service management.
- EDI schema updates.
- Handling damaged good claims.
- Road assistance events.
- Billing shippers.
- Safety coaching for drivers.



The Use Cases



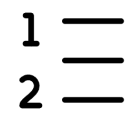
Centralized communication and file storage.



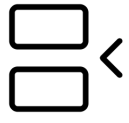
Accountability for all parties involved in a business process.



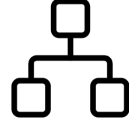
Retrievable process data.



Standardized and documented procedures.



Reportable data for performance analytics.

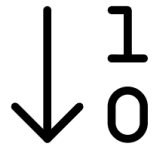


One master interface to interact with collaborators, the TMS, emails, etc.



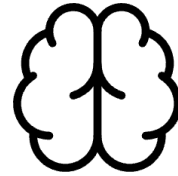
Context for AI and automations to get involved with your work.

The Benefits



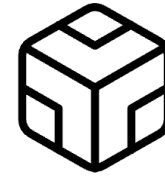
First in Logistics

Nodal is the first logistics platform designed for human + system desk-work collaboration beyond the TMS.



Deep Industry Knowledge

Every Enigmatic founder is an accomplished logistics engineer or C-suite executive.



We Know It Works

We've built a version of this before at a billion-dollar company. Now we're building a better one for the market.

Why Us?

Business Model

Platform & Transaction Fees.

GTM

- 1. **Start with logistics companies** where we have connections.
- 2. **Expand outreach** through social media and emails.
- 3. **Trojan horse Nodal** through partners and consulting/engineering contracts.

Platform Fee		Transaction Fee	
ARR Range	Annual Fee	Monthly Actions	Price per Action
<\$5M	\$15,000	0 – 1,000	\$0.10
\$5M–\$25M	\$30,000	1,001 – 10,000	\$0.07
\$25M–\$100M	\$60,000	10,001 – 100,000	\$0.05
\$100M–\$250M	\$100,000	100,000+	\$0.02–\$0.03
\$250M+	Custom		

Business Model + GTM

Target Market Size (US)

- 50K mid-enterprise shippers
- 42K mid-size carriers
- 3.8K enterprise carriers
- 26K brokers

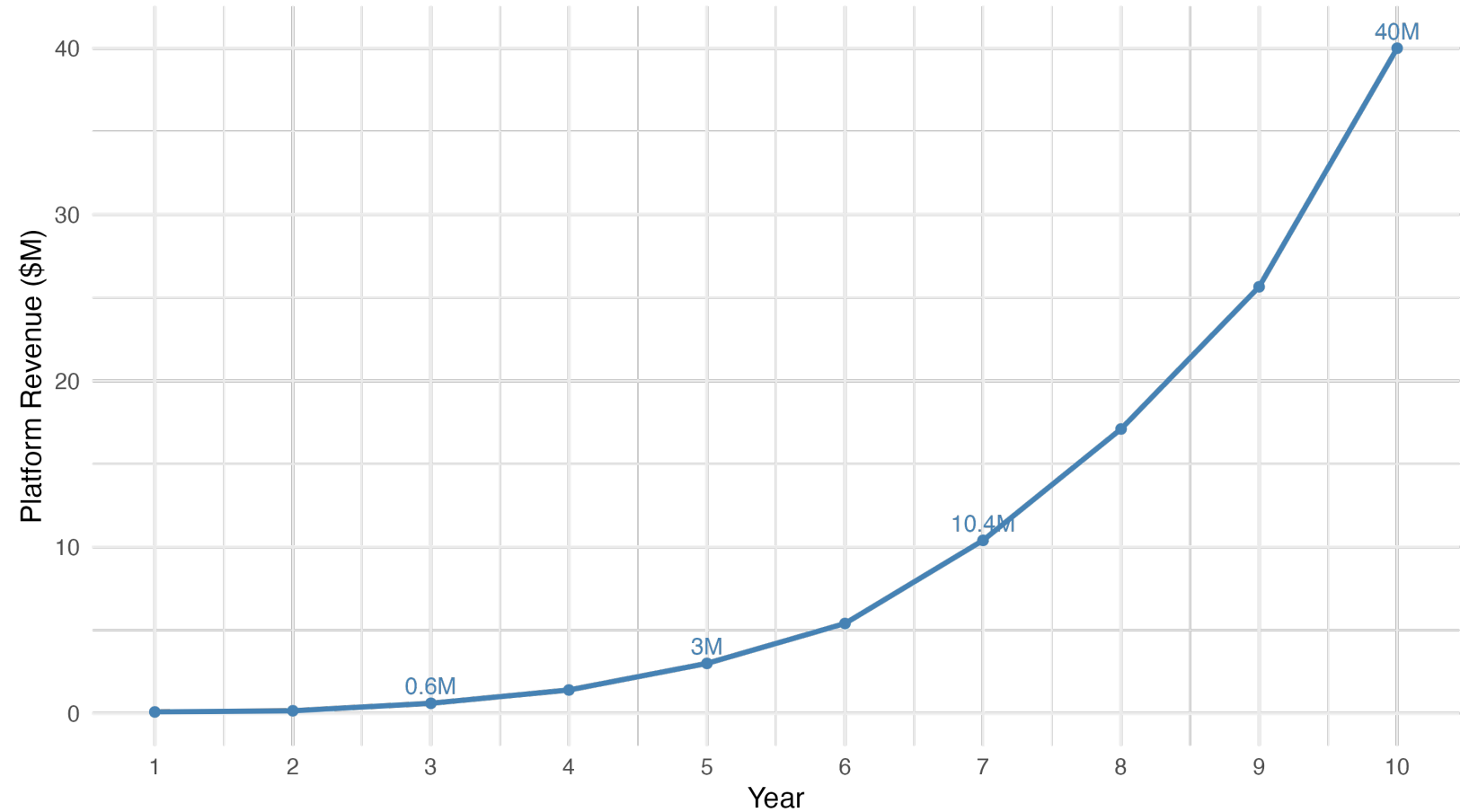
U.S. Revenue Potential

- \$7.2B annual revenue (platform fees only).

Growth Potential

- International markets for future expansion.

Nodal Revenue Projection (Platform Fees Only)



TAM and Projections

Competitor	Category	What They Do	Why Nodal Wins
Slync	Logistics Orchestration	Marketed “logistics orchestration” platform to unify people + system workflows.	Slync collapsed. Nodal is inheriting the space with stronger execution + credibility.
Turvo	Collaborative TMS	TMS with collaboration & workflow features inside freight ops.	TMS-centric; Nodal orchestrates non-freight ops that the TMS ignores.
Tenstreet	Driver Lifecycle	Dominates CDL recruiting, onboarding, and compliance.	Narrow, process-niche. Nodal is process-agnostic.
Decisiv SRM	Service Event Management	Case/workflow system for breakdowns and maintenance events.	Built for preventative maintenance and breakdowns. Nodal is process-agnostic.
ServiceNow	Horizontal Workflow	Generic workflow automation and case management tools used by enterprises.	No logistics DNA and requires heavy customization. Nodal ships logistics templates that are ready to use.
Zapier	General Automation	Connects apps with simple triggers and actions for lightweight automations.	Built for generic app-to-app tasks. Nodal handles operational workflows with structure, state, data context, and logistics depth that Zapier cannot support.

Competitors



Sam Tran

Vision



Phi Tran

Technology



Chris Schmitt

Sales

The Team