

SupplyMind AI

The Autonomous Supply Chain Intelligence Platform

Tagline: *“See Everything. Predict Everything. Control Everything.”*

Executive Summary

SupplyMind AI is an autonomous intelligence platform that gives enterprises real-time visibility, predictive control, and autonomous optimization across their entire multi-tier supply chain. In an era where supply chain disruptions cost the global economy **\$4 trillion annually**, SupplyMind delivers the intelligence infrastructure companies need to survive and thrive.

Supply chains are the nervous system of the global economy. Every product you touch traveled through dozens of suppliers, factories, ports, and warehouses. Yet most companies have zero visibility beyond their direct suppliers—operating blind in a world where a single disruption can cascade into billions in losses.

SupplyMind AI changes everything. We deploy autonomous AI agents that map, monitor, and manage supply chains in real-time—predicting disruptions before they happen, automatically rerouting around problems, and continuously optimizing for cost, speed, and resilience.

Think: An all-seeing AI command center for your supply chain, working 24/7 to ensure nothing catches you by surprise.

The Problem

The \$4 Trillion Blind Spot

Global supply chains are more complex and fragile than ever—yet visibility remains stuck in the fax machine era:

- 1. The Multi-Tier Visibility Crisis** - Average enterprise has **5,000+ suppliers** across multiple tiers - **65% of companies** have zero visibility beyond Tier 1 suppliers - A single Tier 3 supplier failure can halt production across entire industries - Most companies discover disruptions **weeks after they occur** - COVID-19 exposed this: chip shortages cascaded for 2+ years
 - 2. The Data Chaos Problem** - Supply chain data scattered across **100+ disconnected systems** - EDI, ERP, TMS, WMS, spreadsheets, emails—none of them talk to each other - Average supply chain manager spends **60% of time hunting for data** - “Where is my shipment?” requires **17 phone calls** on average - Real-time visibility is a myth for 90% of companies
 - 3. The Prediction Paralysis** - **95% of disruptions** are identified only after they’ve already caused damage - Weather events, geopolitical risks, supplier bankruptcies—all predictable, all ignored - By the time a port closure makes headlines, it’s too late to adapt - Reactive mode = massive costs, lost sales, angry customers - Traditional planning cycles (monthly/quarterly) can’t handle real-world volatility
 - 4. The Optimization Impossibility** - Balancing cost, speed, sustainability, and risk = **billions of variables** - No human team can process this complexity in real-time - Companies leave **15-30% efficiency gains** on the table - Inventory buffers cost companies **\$1.1 trillion globally** (tied-up capital) - Most companies optimize for one metric while sacrificing others
 - 5. The Sustainability Blindspot** - **Scope 3 emissions** (supply chain) = 80%+ of corporate carbon footprint - EU regulations (CSRD, CBAM) require full supply chain transparency by 2027 - Companies have no idea what their actual supply chain footprint looks like - Greenwashing is impossible when AI can trace every component
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The Solution: Autonomous Supply Chain Intelligence

SupplyMind's Core Architecture

SUPPLYMIND COMMAND CENTER
Real-Time Intelligence • Prediction • Control

DISCOVERY AGENTS	SENTINEL AGENTS	OPTIMIZER AGENTS
<ul style="list-style-type: none">• Map Tiers• Find Alt• Validate	<ul style="list-style-type: none">• Monitor• Predict• Alert	<ul style="list-style-type: none">• Route• Allocate• Negotiate

SUPPLY CHAIN DIGITAL TWIN
Complete Real-Time Model of Your Global Network

Suppliers → Factories → Warehouses → Transport → Retail
Every node • Every flow • Every risk

UNIVERSAL DATA FABRIC
ERP • TMS • WMS • IoT • Weather • News • Shipping
Satellites • Social • Financial

Product Components

1. Discovery Agents — Map the Unmappable Problem: You can't manage what you can't see.

Solution: AI agents that autonomously map your entire supplier network: - Automatically discover Tier 2, 3, 4+ suppliers through data triangulation - Cross-reference shipping records, financial data, regulatory filings - Build complete supplier profiles with risk scores - Continuously validate and update supplier information - Alert on ownership changes, financial distress, compliance issues

Impact: Average enterprise discovers **300% more suppliers** than they knew existed.

2. Sentinel Agents — See the Future Problem: By the time you know about a disruption, it's too late.

Solution: Predictive intelligence agents that monitor everything: - **Weather Intelligence:** Track storms, floods, droughts affecting any supplier/route - **Geopolitical Radar:** Monitor conflicts, sanctions, trade policy changes - **Financial Sentinel:** Detect supplier financial distress before bankruptcy - **Capacity Watch:** Predict factory/port congestion weeks in advance - **Social Listening:** Catch early signals of labor strikes, quality issues

Predictive Horizon: Alert on disruptions **2-6 weeks before impact.**

3. Optimizer Agents — Autonomous Decision-Making **Problem:** Human planners can't optimize across billions of variables.

Solution: AI agents that make optimal decisions in real-time: - **Dynamic Routing:** Automatically reroute shipments around disruptions - **Inventory Balancing:** Move inventory to where it's needed before stockouts - **Supplier Switching:** Activate backup suppliers when primaries falter - **Order Orchestration:** Optimally allocate orders across supplier network - **Carbon Optimization:** Find lowest-emission paths that meet cost/speed targets

Result: Decisions in **seconds** that would take human teams **weeks**.

4. Digital Twin — Your Supply Chain in a Box **Problem:** Supply chains exist in chaos—no single source of truth.

Solution: A living, breathing digital model of your entire network: - Real-time location and status of every shipment - Current inventory levels at every node - Live capacity utilization across all partners - Simulated scenarios for planning and stress-testing - What-if analysis for major decisions

Value: Answer “where is it?” and “what if?” instantly.

5. Sustainability Engine — Measure What Matters **Problem:** Scope 3 emissions are unmeasurable—until now.

Solution: Automated carbon accounting across the entire supply chain: - Track emissions at every tier, every mode, every mile - Generate audit-ready reports for EU CSRD/CBAM compliance - Identify hotspots for carbon reduction - Optimize for sustainability without sacrificing cost/speed - Blockchain-verified emission certificates

Compliance: Full Scope 3 visibility for regulatory requirements.

Market Opportunity

A Massive Market in Transformation

Total Addressable Market (TAM): \$85B - Supply Chain Management Software: \$28B (growing 11% CAGR) - Supply Chain Visibility Solutions: \$12B - Supply Chain Analytics: \$15B - Procurement Software: \$14B - Trade & Logistics Management: \$16B

Serviceable Addressable Market (SAM): \$32B - AI-native supply chain intelligence platforms - Multi-tier visibility and prediction - Autonomous optimization tools

Serviceable Obtainable Market (SOM): \$3.2B - Enterprise early adopters (F500-F2000) - Mid-market companies with complex supply chains - Capture 10% of SAM in first 7 years

Why Now?

1. Supply Chain Chaos is the New Normal - COVID, Suez Canal, Ukraine, Red Sea—disruptions are accelerating - Companies desperately need predictive capabilities - “Just-in-time” → “Just-in-case” → “Just-in-AI”

2. AI Capabilities Have Reached Critical Mass - Foundation models can finally reason across complex systems - Agent architectures enable autonomous decision-making - Real-time processing at scale is now affordable

3. Data Availability Explosion - IoT sensors everywhere (containers, trucks, warehouses) - Satellite imagery covering every port and factory - Digital shipping documents (bills of lading going electronic)

4. Regulatory Pressure - EU CSRD requires full supply chain transparency by 2027 - CBAM (carbon border tax) needs emissions tracking - US supply chain due diligence rules expanding - Non-compliance = massive fines and market access loss

Business Model

Revenue Streams

1. Platform Subscription (80% of revenue)

Tier	Suppliers Managed	Features	Price
Growth	Up to 500	Discovery + Monitoring	\$50K/year
Professional	Up to 2,000	+ Prediction + Basic Optimization	\$150K/year
Enterprise	Up to 10,000	+ Full Autonomy + Digital Twin	\$400K/year
Global	Unlimited	+ Sustainability + Custom Agents	\$1M+/year

2. Transaction Fees (10% of revenue) - \$0.50-2.00 per shipment tracked - Volume discounts for high-throughput - Incentivizes platform stickiness

3. Data Services (10% of revenue) - Industry benchmarking reports - Anonymized trend intelligence - Custom market research - API access for supply chain data

Unit Economics

Average Contract Value (ACV): \$250K **Gross Margin:** 82% **CAC:** \$125K (enterprise sales + implementation) **LTV:** \$1.25M (5-year retention, annual expansion) **LTV:CAC Ratio:** 10:1 **Payback Period:** 8 months

Pricing Philosophy: 10x ROI Guarantee

We price at **10% of documented savings**. When customers save \$5M through reduced disruptions and improved efficiency, they pay us \$500K. Everyone wins.

Competitive Landscape

Current Market Map

Category	Players	Limitation
Legacy SCM Visibility Startups Planning Tools	SAP, Oracle, Blue Yonder project44, FourKites o9, Kinaxis	Monolithic, not AI-native, poor UX Track-and-trace only, no prediction Still require massive human involvement
Procurement Niche AI	Coupa, Jaggaer Various	Focus on spend, not supply chain Point solutions, no platform

SupplyMind's Differentiation

- 1. True Autonomy** - Competitors provide dashboards; we provide autonomous agents - Our AI **acts**, not just alerts - 90% reduction in manual intervention
 - 2. End-to-End Platform** - Single platform: Discovery → Monitoring → Prediction → Optimization - Competitors require 5-7 tools to achieve partial coverage - One vendor, one data model, one truth
 - 3. Multi-Tier Depth** - Most competitors stop at Tier 1 - We map and monitor through Tier 4+ - True supply chain visibility = knowing your supplier's suppliers
 - 4. AI-Native Architecture** - Built from ground-up on modern AI stack - Foundation models, agent frameworks, real-time inference - Not legacy software with "AI features" bolted on
 - 5. Sustainability Integration** - Not a separate tool—baked into every decision - Carbon data as first-class citizen - Regulatory compliance built-in
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Go-to-Market Strategy

Phase 1: Lighthouse Accounts (Months 1-18)

Target: 10 Fortune 500 companies with notorious supply chain pain - **Automotive:** Complex multi-tier, chip shortage trauma - **Electronics:** Global sourcing, sustainability pressure - **Pharma:** Regulatory scrutiny, cold chain complexity - **Retail:** Seasonal demand, omnichannel fulfillment

Approach: - Design partner agreements with heavy involvement - Joint case studies with quantified ROI - Anchor customers become references and champions

Success Metric: 10 referenceable accounts, \$15M ARR

Phase 2: Vertical Expansion (Months 18-36)

Target: Expand winning verticals, add adjacent markets - **CPG:** High-volume, complex distribution - **Industrial Manufacturing:** Long lead times, precision required - **Food & Beverage:** Perishables, traceability requirements - **Fashion:** Fast cycles, sustainability focus

Approach: - Vertical-specific agents and integrations - Industry solution packages - Partner ecosystem (industry SIs, consultants)

Success Metric: 100 enterprise accounts, \$75M ARR

Phase 3: Platform & Ecosystem (Year 3+)

Evolution: - Open developer platform for custom agents - Marketplace for industry-specific modules - Network effects as supplier data aggregates - Expand down-market with self-serve offering

Success Metric: 500+ customers, \$250M ARR, clear path to \$1B

Distribution Channels

- 1. Direct Enterprise Sales (60%)** - Field sales teams for F500-F2000 - Technical pre-sales and solution architects - 6-12 month enterprise sales cycles
 - 2. Strategic Partnerships (30%)** - Big 4 consultants (Deloitte, Accenture, etc.) - Industry system integrators - ERP vendors (reseller relationships)
 - 3. Technology Partnerships (10%)** - Cloud marketplaces (AWS, Azure, GCP) - ERP app stores (SAP, Oracle) - Procurement platform integrations
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Technology Architecture

Core Infrastructure

1. Universal Data Fabric

Data Sources:

- Enterprise Systems (ERP, TMS, WMS, EDI)
- Carrier & LSP APIs (FedEx, Maersk, etc.)
- IoT Sensors (GPS, temperature, humidity)
- External Data (weather, news, satellites, AIS)
- Financial Data (D&B, credit ratings)
- Government/Regulatory (customs, sanctions)

Processing Layer:

- Real-time streaming (Kafka, Flink)
- Historical analytics (Snowflake, Databricks)
- Graph database (Neo4j) for relationship mapping
- Vector store (Pinecone) for semantic search

2. AI/ML Stack

Agent Framework:

- Foundation Models (Claude, GPT-4 for reasoning)
- Custom models (prediction, optimization, NER)
- Agent orchestration (task routing, memory, tools)
- Safety layer (guardrails, human-in-loop for critical)
- Continuous learning from outcomes

Specialized Models:

- Demand forecasting (time series transformers)
- Disruption prediction (multi-modal fusion)
- Route optimization (reinforcement learning)
- Entity resolution (supplier matching)
- Carbon estimation (activity-based models)

3. Digital Twin Engine

Twin Components:

- Network topology (suppliers, routes, facilities)
- Flow simulation (material, information, money)
- State synchronization (real-time updates)
- Scenario engine (what-if simulations)
- Optimization solver (constraint programming)

Security & Compliance

- **Data Isolation:** Customer data never co-mingled
 - **Encryption:** At rest (AES-256) and in transit (TLS 1.3)
 - **Access Control:** Role-based, audit logged
 - **Compliance:** SOC 2 Type II, ISO 27001, GDPR
 - **Deployment:** Cloud-native, multi-region, single-tenant option
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Team Requirements

Founding Team (Pre-Seed → Seed)

CEO/Co-founder — Domain + Business - 10+ years supply chain / logistics leadership - Experience scaling enterprise software - Strong network in target industries

CTO/Co-founder — AI + Platform - Deep AI/ML expertise (foundation models, agents) - Built and scaled enterprise data platforms - Experience with real-time systems

CPO/Co-founder — Product + Design - Enterprise product leadership - Supply chain or operations software background - Design thinking for complex workflows

Key Early Hires

1. Founding Engineers (3-4) - Full-stack with AI/ML interest - Experience with data pipelines - Startup velocity, enterprise quality

2. Head of Data - Expert in data integration and quality - Built supply chain data models - Understands EDI, APIs, scraping

3. Enterprise Sales Lead - Sold \$500K+ deals to supply chain - Existing relationships at target accounts - Can be first sales hire and VP

Funding Strategy

Round Structure

Round	Timing	Amount	Milestones
Pre-Seed	Now	\$2.5M	MVP, 3 design partners
Seed	Month 12	\$12M	Product, 5 paying customers, \$2M ARR
Series A	Month 24	\$40M	Scale, 25 customers, \$15M ARR
Series B	Month 42	\$100M	Expand, 100 customers, \$75M ARR

Use of Pre-Seed (\$2.5M)

- **Product (50%):** MVP build, core AI agents, integrations
- **Team (35%):** Founding engineers, first data hire
- **GTM (10%):** Design partner acquisition, pilot programs
- **Ops (5%):** Legal, infrastructure, compliance

Target Investors

Pre-Seed/Seed: - Supply chain-focused: Prologis Ventures, DCLI, Flexport - Enterprise AI: Coatue, Lightspeed, Greylock - Operator angels: Former execs from Flexport, Convoy, project44

Series A+: - Growth enterprise: a16z, Bessemer, Battery - Strategic: Maersk Growth, SAP.io, DB Schenker VC

Risk Factors & Mitigations

Technical Risks

Risk	Likelihood	Impact	Mitigation
Data integration complexity	High	High	Start with clean integrations (APIs), add legacy later
Prediction accuracy	Medium	High	Human-in-loop for critical decisions, continuous learning
Scale/latency issues	Medium	Medium	Cloud-native architecture, edge processing

Market Risks

Risk	Likelihood	Impact	Mitigation
Long enterprise sales cycles	High	Medium	Design partner model, land-and-expand
Economic downturn cuts IT spend	Medium	High	Position as cost-saver, prove fast ROI
Incumbent response	Medium	Medium	Move fast, build moat through data/network effects

Execution Risks

Risk	Likelihood	Impact	Mitigation
Domain talent scarcity	Medium	High	Remote-first, competitive comp, equity
Customer implementation complexity	High	Medium	Professional services, partner ecosystem
Over-promising autonomy	Medium	High	Clear capability roadmap, honest positioning

Key Metrics & Milestones

Startup Metrics

North Star: Supplier Nodes Under Management (correlates with value + stickiness)

Leading Indicators: - Integrations activated per customer - Data quality score - Predictions generated / acted upon - Time to first value (< 30 days target)

Lagging Indicators: - ARR and growth rate - Net Revenue Retention (target: 130%+) - Logo retention (target: 95%+) - CAC payback

24-Month Milestones

Month 6: MVP complete, 3 design partners onboarded **Month 12:** First 5 paying customers, \$2M ARR
Month 18: 15 customers, \$8M ARR, Series A close **Month 24:** 25 customers, \$15M ARR, vertical playbooks proven

The Vision: Supply Chain Autonomy

Near-Term (2026-2028)

AI-augmented supply chain management. Humans make decisions faster with better intelligence. Autonomous execution for routine tasks.

Medium-Term (2028-2032)

Autonomous supply chain operations. AI manages day-to-day decisions end-to-end. Humans focus on strategy and exceptions.

Long-Term (2032+)

Self-optimizing supply networks. AI orchestrates across company boundaries. Emergent efficiency across the global economy.

The ultimate vision: A world where supply chains are invisible—products appear where they’re needed, when they’re needed, with zero waste and zero surprises. SupplyMind is the intelligence layer that makes this possible.

Why This Team, Why Now

The convergence is happening: - AI can finally reason about complex systems - Supply chain data is finally digitizing - Disruptions have created budget and urgency - Regulations demand visibility NOW

The gap is massive: - \$28B spent on supply chain software - Yet 65% of companies are blind beyond Tier 1 - Legacy vendors can’t adapt fast enough - First AI-native platform wins the market

The opportunity is generational: - Supply chains are the \$50T foundation of the global economy - The intelligence layer for supply chains will be worth hundreds of billions - This is infrastructure—whoever builds it becomes essential

Call to Action

SupplyMind is raising a **\$2.5M pre-seed round** to build the AI command center for global supply chains.

What we’re looking for: - Investors who understand enterprise AI and supply chain - Design partners with complex supply chains willing to co-create - Founding team members ready to build category-defining software

The prize: Becoming the operating system for global commerce.

“In the old world, companies competed on products. In the new world, they compete on supply chains. SupplyMind gives you the unfair advantage.”

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Built with vision by The Godfather