



Houlihan
Lokey

AI in Vertical Software

Reshaping Competitive Moats,
Product Strategy, and M&A

Q1 2026





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Rising Role of
AI in Vertical
Software

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Embedded AI Is One of the Most Consequential Value Creation Drivers in Vertical Software

AI is reshaping product roadmaps, R&D budgets, and M&A and growth capital investment strategies globally.

- Vertical software is uniquely positioned to capture outsized value from AI due to **domain-specific workflows, proprietary datasets, and deep integration into customer operations.**
 - Vertical software’s **structural advantage as a customer’s system-of-record operations platform** creates a defensible data moat and scalable AI distribution platforms.
 - **Domain-specific data and recurring user workflows enable delivery of tangible, ROI-based AI solutions** embedded within existing mission-critical platforms; as a result, AI adoption extends existing customer relationships rather than displacing core systems of record.
- Multiple categories of vertical AI solutions are driving value, including **predictive and prescriptive analytics, workflow automation and decision support, agentic AI-driven customer engagement, and generative AI interfaces.**
- From an investment standpoint, AI has become the **central lens through which vertical software opportunities are evaluated.**
 - Key investor and M&A diligence focus areas include the **underlying retention of core platform software, a company’s proprietary data advantage, evidence of AI-driven customer ROI, and the scalability of AI-enabled margins.**
- In M&A, strategic acquirers are **leveraging acquisitions to evaluate roadmaps, acquire domain-specific datasets, and defend incumbent positions**, while financial sponsors are increasingly underwriting AI-driven revenue expansion and efficiency upside in platform investments.
- As M&A and investment momentum builds into 2026, vertical software leaders are **positioned to capture disproportionate value from AI innovation.**

Sources:

(1) Q4 2025 PitchBook-NVCA Venture Monitor.

(2) Semrush; 2025 represents an annualized figure.

(3) IEEE.

AI Driving Significant Market Activity in 2025

+\$222B

2025A U.S. AI and ML VC Deal Volume,
105% Growth Y/Y⁽¹⁾

+22%

2025E Y/Y Growth of AI Mentions
in S&P 500 Earnings Calls⁽²⁾

+\$2T

2026E Global AI R&D Spending⁽³⁾

Sectors Covered in This Report (Click to Jump)

Construction
Technology

PropTech

Hospitality
Technology













Field Service
Management

Transportation
Technology


Supply Chain
Software







Vertical Software's Structural AI Advantage: Outcome and ROI-Focused

Why does AI value accrue disproportionately to vertical incumbents rather than horizontal vendors?

Dimension	Horizontal Software and AI	Vertical Software and Embedded AI	Investor Implications/Upside
 Core Data Assets	Broad, cross-industry datasets; often fragmented and context-light.	Deep, proprietary, domain-specific data accumulated through daily workflows. 	Vertical software can train higher-accuracy models and sustain defensible data moats.
 AI Model Performance	Generalized models optimized for breadth rather than precision.	Highly specialized models tuned to industry-specific nuances and edge cases. 	Superior accuracy drives higher customer trust, adoption, and willingness to pay.
 Workflow Integration	AI features often sit alongside workflows (assistive, optional).	Embedded workflows reduce adoption friction and shorten AI payback periods. 	Embedded AI becomes indispensable, increasing retention and switching costs.
 Use Case Depth	Productivity enhancement (e.g., summarization, content generation).	Outcome-driven use cases (e.g., demand forecasting, risk scoring, compliance automation). 	Value shifts from time saved to measurable financial outcomes.
 Customization Requirements	Significant customer-level configuration required.	Speeds deployment and reduces implementation costs through standardized processes. 	Faster sales cycles and lower implementation friction.
 Time-to-Value for Customers	Longer ramp due to change management and integration.	Immediate or near-term ROI due to workflow-native deployment. 	Accelerates adoption and expansion revenue.

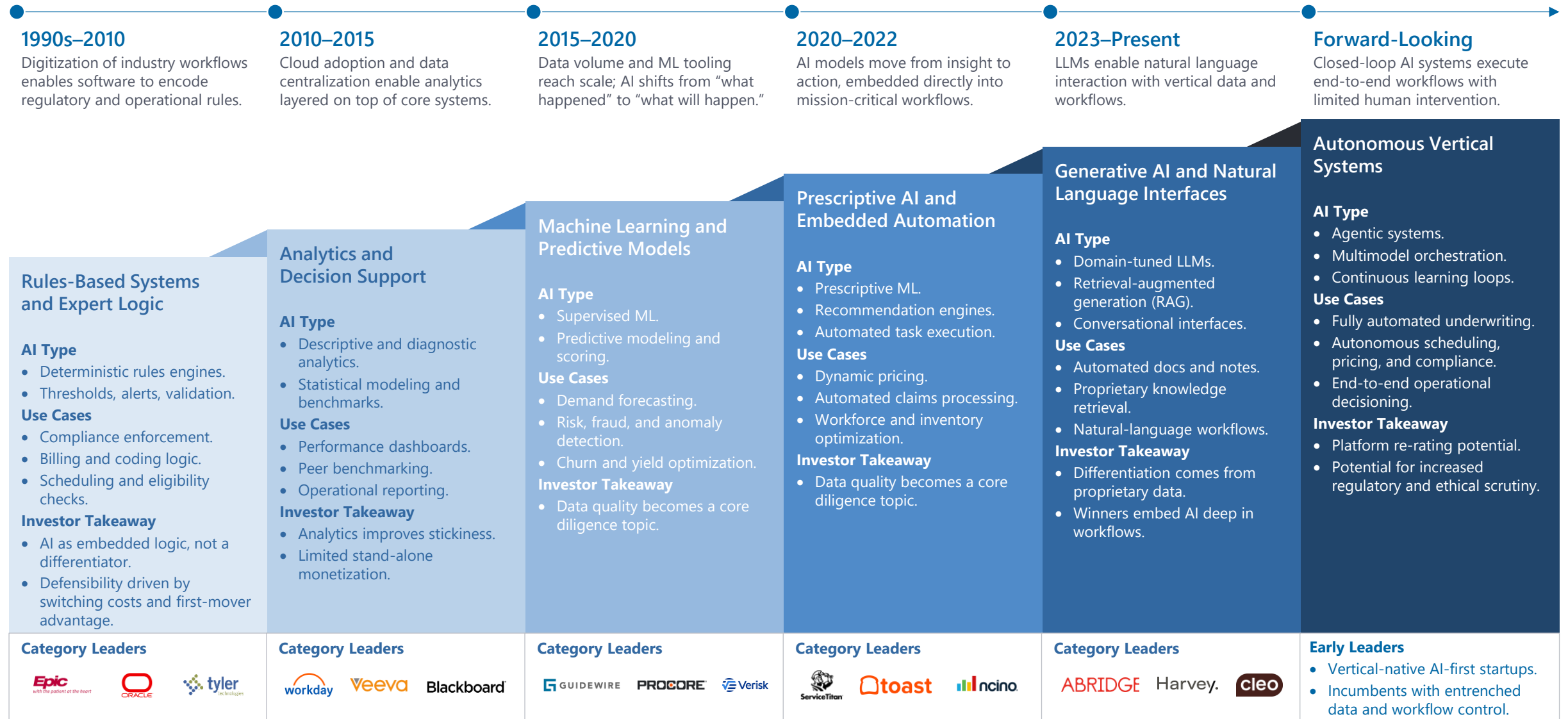
Vertical Software's Structural AI Advantage: Outcome and ROI-Focused (cont.)

Dimension	Horizontal Software and AI
 Monetization	Often bundled or priced incrementally per seat.
 Customer ROI Measurability	ROI often qualitative or indirect.
 Defensibility and Competitive Moat	AI features increasingly commoditized.
 Go-to-Market Leverage	Requires horizontal distribution at scale.
 Regulatory and Compliance Alignment	Generic compliance frameworks.
 M&A Strategic Value	Acquisitions focused on talent or feature gaps.


Vertical Software + Embedded AI
Monetization evolving to premium modules, usage-based pricing, or outcome-based fees. 
ROI quantifiable and tied to KPIs (e.g., cost reduction, revenue lift, risk mitigation). 
Data, workflow depth, and regulatory complexity create durable moats. 
Accelerates customer acquisition through established industry credibility. 
Reduces compliance risk through vertical-specific alignment. 
Acquisitions driven by data assets, AI maturity, and vertical leadership. 

Investor Implications/Upside
Expands ARPU and supports multiple monetization levers.
Clear value prop supports upsell and multi-year contracts.
Sustains long-term pricing power and margin expansion.
Efficient customer acquisition and expansion dynamics.
Reduces adoption friction in regulated industries.
Vertical AI platforms command strategic scarcity value.

Evolution of AI in Vertical Software: From Rules Engines to Embedded AI






AI Is Driving Innovation in Multiple Vertical Software Categories

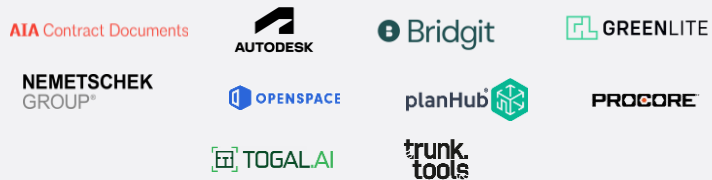



Construction Technology

AI Initiatives and Use Cases


-  Reduce cost overruns and improve fixed-bid margin certainty, improve schedule predictability, and mitigate risk.
-  Forecast delays, optimize resource allocation, and surface issues before they become costly.
-  Utilize computer vision for site monitoring and AI for documentation, RFIs, and project coordination.

Selected AI Innovators





PropTech

AI Initiatives and Use Cases




-  Improved NOI, tenant experience, and operational efficiency.
-  Optimize rental pricing, renewals, maintenance prioritization, and tenant engagement.
-  Automate leasing communications, marketing content, and portfolio-level insights.

Selected AI Innovators

Hospitality Technology

AI Initiatives and Use Cases

-  Dynamically balance and optimize RevPAR through real-time pricing and labor decisions.
-  Analyze booking patterns and guest behavior to optimize pricing, labor scheduling, and inventory.
-  Eliminate inefficiencies by automating bookings, upsell recommendations, and service responses.

Selected AI Innovators





AI Is Driving Innovation in Multiple Vertical Software Categories (cont.)

Field Service Management

AI Initiatives and Use Cases

 Maximize technician productivity, reducing downtime, and improving first-time fix rates.

 Optimize dispatch, anticipate equipment failures, and dynamically schedule jobs.


 Support technicians with automated work orders, diagnostics, and knowledge retrieval in the field.


Selected AI Innovators




Transportation Technology

AI Initiatives and Use Cases

 Improve routing efficiency, capacity utilization, and service reliability across complex networks.

 Forecast demand, optimize routes in real time, manage exceptions, and reduce fuel and labor.

 Automate documentation, compliance workflows, and customer communications.


Selected AI Innovators




Supply Chain Software

AI Initiatives and Use Cases

 Restructure workflows from static planning to continuous, AI-driven orchestration.

 Support inventory optimization, supplier risk monitoring, and scenario modeling.

 Simplify planning workflows and enable faster decision-making across large datasets.

Selected AI Innovators



Houlihan Lokey Vertical Software Category Leadership

Category leadership underpinned by transaction experience across data-rich, workflow-embedded vertical platforms.

PropTech/Construction Tech/
Hospitality Tech

<p>Transaction Pending</p> <p>StarRez</p> <p>Five Arrows VISTA</p> <p>StarRez has agreed to receive a Strategic Investment from Five Arrows and Vista Equity Partners</p> <p>Sellside Advisor</p>	<p>planHub</p> <p>GROWTHCURVE</p> <p>PlanHub has been acquired by GrowthCurve Capital</p> <p>Sellside Advisor</p>	<p>FSI</p> <p>Ultimo an IFS company</p> <p>FSI has been acquired by Ultimo, an IFS Company</p> <p>Sellside Advisor</p>	<p>GTCR</p> <p>ClearCapital</p> <p>GTCR has made a Strategic Investment in Clear Capital</p> <p>Buyside Advisor</p>	<p>AIA Contract Documents</p> <p>TRUE WIND WCAS</p> <p>AIA Contract Documents, a portfolio company of True Wind Capital, has received a strategic investment from WCAS</p> <p>Sellside Advisor</p>	<p>movoto</p> <p>lower</p> <p>Movoto has been acquired by Lower LLC</p> <p>Sellside Advisor</p>	<p>BRYCER</p> <p>TA ASSOCIATES</p> <p>Brycer has received strategic investment from TA Associates</p> <p>Sellside Advisor</p>	<p>FTV CAPITAL</p> <p>ButterflyMX</p> <p>FTV Capital has made a significant growth investment in ButterflyMX</p> <p>Buyside Advisor</p>	<p>Sumeru</p> <p>JobNimbus</p> <p>Sumeru has made a significant growth investment in JobNimbus, a portfolio company of Mainsail Partners</p> <p>Buyside Advisor</p>	<p>GROWTHCURVE</p> <p>Duetto</p> <p>GrowthCurve Capital has acquired Duetto</p> <p>Buyside Advisor</p>
<p>EQUE2 WestBridge</p> <p>BOWMARK CAPITAL</p> <p>Eque2, a portfolio company of WestBridge, has received investment from Bowmark Capital</p> <p>Sellside Advisor</p>	<p>NEXT</p> <p>MONTERRO</p> <p>EQT</p> <p>Next One Technology, a portfolio company of Monterro, has been acquired by EQT</p> <p>Sellside Advisor</p>	<p>ireetop</p> <p>nedvest</p> <p>eci</p> <p>Treetop, a portfolio company of Nedvest Capital, has been acquired by ECI Software Solutions</p> <p>Sellside Advisor</p>	<p>STIRLING SQUARE CAPITAL PARTNERS</p> <p>infobric</p> <p>SUMMAEQUITY</p> <p>Stirling Square Capital Partners, has acquired Infobric, a portfolio company of Summa Equity</p> <p>Buyside Advisor</p>	<p>BoomTown!</p> <p>inside real estate</p> <p>BoomTown ROI, LLC has been acquired by InsideRe, LLC</p> <p>Sellside Advisor</p>	<p>StarRez</p> <p>VISTA</p> <p>StarRez, Inc. has received a strategic growth investment from Vista Equity Partners</p> <p>Sellside Advisor</p>	<p>ShowingTime</p> <p>Zillow</p> <p>ShowingTime has been acquired by Zillow Group</p> <p>Sellside Advisor*</p>	<p>propertybase</p> <p>PSG LONE WOLF TECHNOLOGIES</p> <p>Propertybase, a portfolio company of PSG, has been acquired by Lone Wolf Technologies</p> <p>Sellside Advisor*</p>	<p>UniversalCIS</p> <p>LMP LOVELL MINNICK PARTNERS</p> <p>UniversalCIS has received a majority investment from Lovell Minnick Partners</p> <p>Sellside Advisor*</p>	<p>LONE WOLF TECHNOLOGIES</p> <p>STONE POINT CAPITAL</p> <p>Lone Wolf Technologies has received a strategic investment from Stone Point Capital</p> <p>Sellside Advisor*</p>

Supply Chain and
Transportation Tech

<p>astira CAPITAL PARTNERS</p> <p>CALLREVV</p> <p>Astira Capital Partners has acquired CallRevu</p> <p>Buyside Advisor</p>	<p>Zubie</p> <p>TSD MOBILITY SOLUTIONS</p> <p>Reynolds&Reynolds</p> <p>Zubie has been acquired by TSD Mobility Solutions, a subsidiary of Reynolds & Reynolds</p> <p>Sellside Advisor</p>	<p>EUCON Automotive</p> <p>infoprodigital</p> <p>Eucon Automotive has been acquired by Infopro Digital</p> <p>Sellside Advisor</p>	<p>matawan mobility as one</p> <p>ANTIN INFRASTRUCTURE PARTNERS</p> <p>Matawan has received a major investment from Antin Infrastructure Partners</p> <p>Sellside Advisor</p>	<p>OVERHAUL</p> <p>Springcoast PARTNERS</p> <p>FREIGHT VERIFY</p> <p>Overhaul has received \$105M Series C financing from Springcoast Partners and Edison Partners to acquire FreightVerify</p> <p>Financial Advisor</p>	<p>PartsTech</p> <p>INSICHT PARTNERS OPENVIEW</p> <p>BOSCH EXP VENTURES</p> <p>OEC GENSTAR</p> <p>PartsTech, a portfolio company of Insight Partners, Openview Venture Capital, Bosch and BP Ventures, has been acquired by OEConnection, a portfolio company of Genstar Capital</p> <p>Sellside Advisor</p>	<p>Advent eModal</p> <p>cargo sprint</p> <p>LONE VIEW CAPITAL</p> <p>Advent eModal has been acquired by CargoSprint, a portfolio company of Lone View Capital</p> <p>Sellside Advisor</p>	<p>OCEAN Technologies Group</p> <p>Oakley Capital</p> <p>Lloyd's Register</p> <p>Ocean Technologies Group, a portfolio company of Oakley Capital, has been acquired by Lloyd's Register</p> <p>Sellside Advisor</p>	<p>Outsell</p> <p>Impel</p> <p>Outsell has been acquired by Impel</p> <p>Sellside Advisor</p>	<p>BLUME global</p> <p>APOLLO</p> <p>wisetechnology global</p> <p>Blume Global, Inc., a portfolio company of Apollo Global Management, Inc., has been acquired by WiseTech Global Limited</p> <p>Sellside Advisor</p>
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Field Service
Management

<p>Transaction Pending</p> <p>Project Paradigm</p> <p>Project Paradigm Parking Software</p> <p>Sellside Advisor</p>	<p>Transaction Pending</p> <p>Five Arrows</p> <p>Deutsche Beteiligungs AG</p> <p>Totalmobile</p> <p>Five Arrows and DBAG have agreed to invest in Totalmobile</p> <p>Buyside Advisor</p>	<p>VISTA</p> <p>joblogic</p> <p>Vista Equity Partners has made a strategic growth investment in Joblogic</p> <p>Buyside Advisor</p>	<p>SingleOps FTV CAPITAL</p> <p>lmm Serent CAPITAL</p> <p>SingleOps, a portfolio company of FTV Capital, has merged with lmm, a portfolio company of Serent Capital</p> <p>Financial Advisor</p>	<p>empowermx</p> <p>IFS</p> <p>EmpowerMX has been acquired by IFS</p> <p>Sellside Advisor</p>	<p>SOLVARES GROUP</p> <p>Deutsche Beteiligungs AG Five Arrows</p> <p>Solvares Group, a portfolio company of Deutsche Beteiligungs AG, has received an investment from Five Arrows</p> <p>Sellside Advisor</p>	<p>TRACK TIK</p> <p>trackforce VALIANT</p> <p>K1 INVESTMENT MANAGEMENT</p> <p>TrackTik Software, Inc., has been acquired by Trackforce Valiant, a portfolio company of K1 Investment Management, LLC</p> <p>Sellside Advisor</p>	<p>JMI</p> <p>servicetrade</p> <p>JMI growth financing in Service Trade</p> <p>Financial Advisor*</p>	<p>aspire SOFTWARE</p> <p>ServiceTitan</p> <p>Aspire Software has been acquired by ServiceTitan</p> <p>Sellside Advisor*</p>	<p>RealGreen SYSTEMS</p> <p>WORKWAVE</p> <p>Real Green Systems has been acquired by WorkWave</p> <p>Sellside Advisor*</p>
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U.S. Coverage



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Houlihan Lokey Is the Global Leader in Technology Advisory

Global Reach

- HLI LISTED NYSE
- \$11.79B Market Cap⁽¹⁾**
- HQ** Los Angeles
- 33** Global Offices
- ~1,000** M&A Financial Professionals



One P&L

No. 1 Tech M&A Advisor

No. 1 Global Tech M&A Advisor⁽²⁾

Rank	Investment Bank	Deals
1	Houlihan Lokey	128
2	Goldman Sachs	116
3	J.P.Morgan	112
4	Morgan Stanley	95
5	Rothschild & Co	81

- ~140** Tech Financial Professionals
- 35** Subsectors Covered
- 14** Technology Offices
- 125+** 2025 Global Tech Deals

No. 1 Private Equity M&A


No. 1 Global Private Equity Advisor⁽³⁾

Rank	Investment Bank	Deals
1	Houlihan Lokey	232
2	Rothschild & Co	189
3	Jefferies	175
4	<i>William Blair</i>	150
5	Morgan Stanley	147


- 30+** Coverage Team
- 1,900+** Funds Covered
- 170** Industry Subsectors Covered
- 850+** Companies Sold to Financial Sponsors in the Past Five Years

Unparalleled Investor and Buyer Access

Financial/Growth Investors



Strategics



Independent Advice + Deep Sector Coverage = High-Touch Execution

Sources:
 (1) As of January 30, 2026.
 (2) Source: LSEG. Excludes accounting firms and brokers. 2025 M&A Advisory Rankings—All Global Technology Transactions.
 (3) Source: The Deal. 2024 Most Active Advisor to Private Equity—Globally.



Market and M&A Trends

01

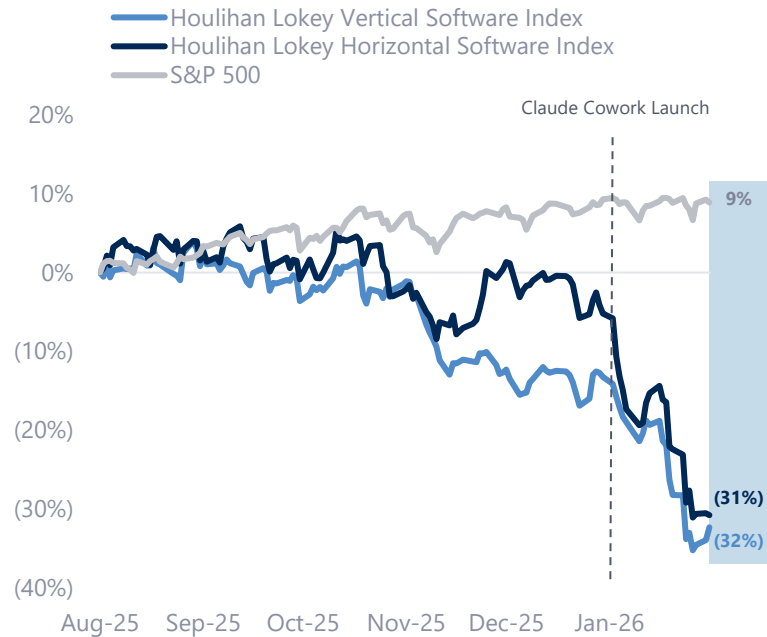
Recent Sell-Off in Public Markets Underlines the Focus on Software's Embedded AI Opportunity

The Announcement of Claude Code With Industry-Specific Plugins Accelerated a Repricing of Public Market SaaS

- Software repricing has been broad-based, with both horizontal and vertical software indices seeing meaningful pullbacks over the past six months, especially in the past few weeks.
- Investors are concerned about the impact of AI, specifically the long-term growth and profitability potential of non-AI-driven software and the emergence of new potential competitors.
- Horizontal software multiples have compressed by 36% in the past six months, while vertical software businesses have seen a 39% multiple compression.

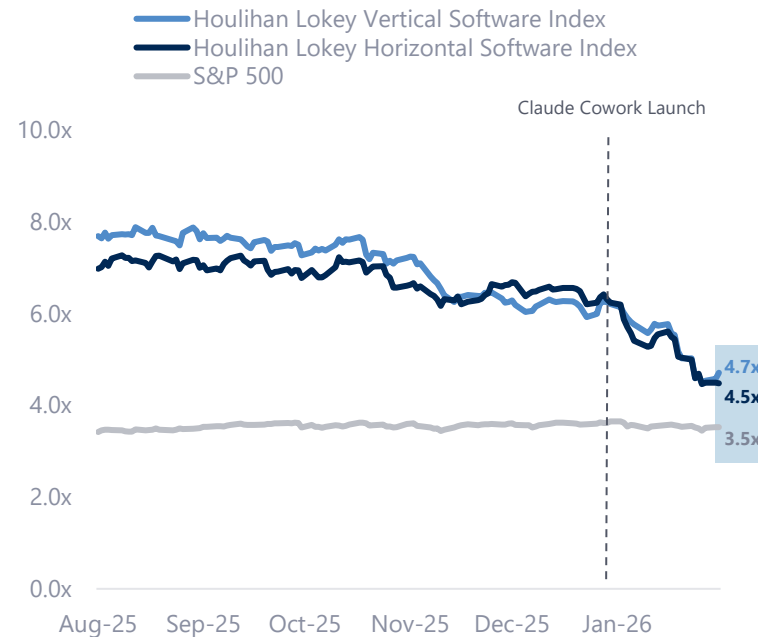
Vertical and Horizontal Software Share Price

Index Value⁽¹⁾



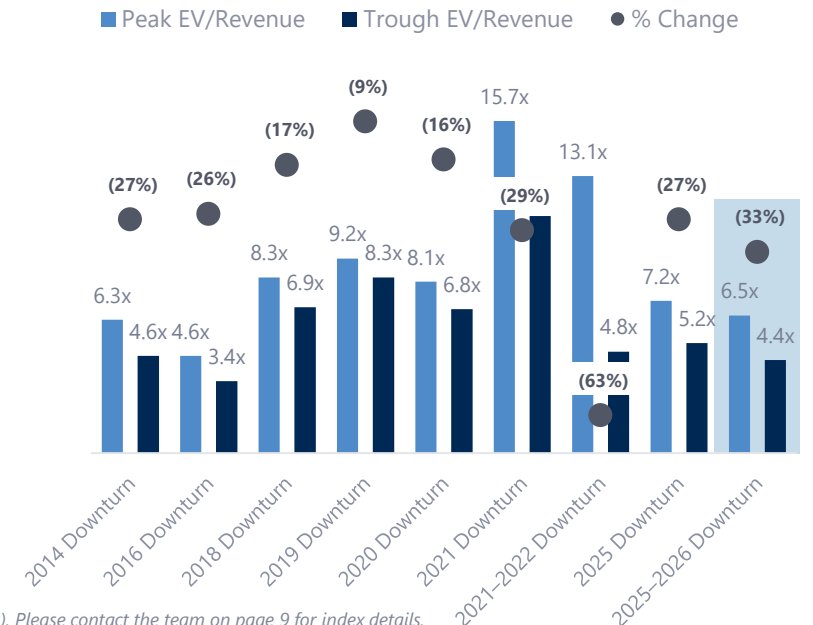
Vertical and Horizontal Software Valuation

EV/NTM Revenue⁽¹⁾



Valuation vs. Prior Periods of Uncertainty

The Average Software Multiple Has Pulled Back to Ranges Similar to Those Seen in Prior Periods of Peak Uncertainty – 2014 and 2016⁽²⁾



Sources:

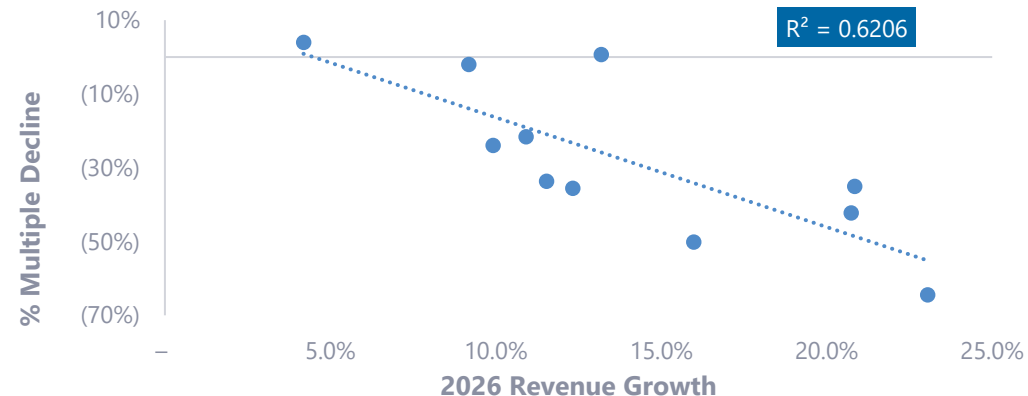
(1) S&P Capital IQ data as of 2/10/26. (Houlihan Lokey Vertical Software Index includes 8 companies and Horizontal includes 11 companies). Please contact the team on page 9 for index details.

(2) Morgan Stanley, "Software Gut Check – AI IS Software," 2/8/26.

Pullback Driven by Concerns That AI Will Impact Future Growth—Higher Growth Horizontal Software Experienced Larger Multiple Compression

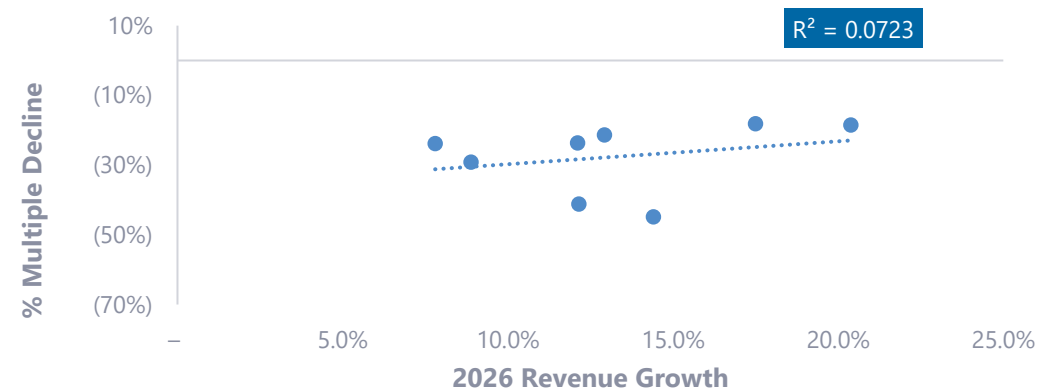
Strong Relationship Between Revenue Growth and Multiple Decline in Horizontal Software

% Decline in Horizontal Software EV/2026 Revenue Multiples L6M⁽¹⁾



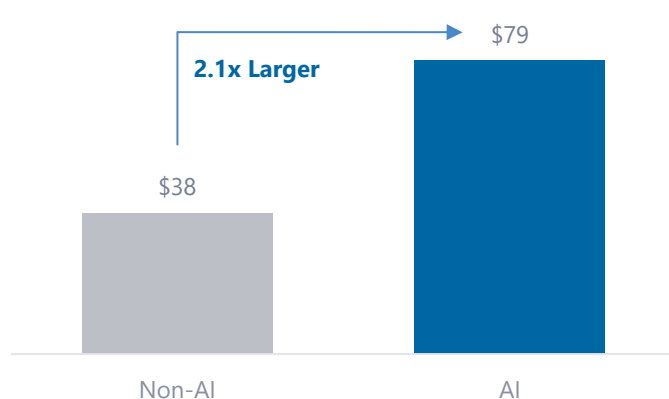
Statistically Insignificant Relationship Between Revenue Growth and Multiple Decline in Vertical Software

% Decline in Vertical Software EV/2026 Revenue Multiples L6M⁽¹⁾

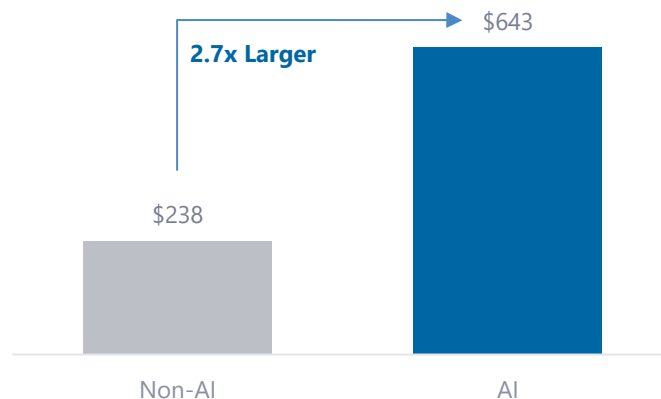


Public and Private Markets Are Currently Disconnected, Given Disproportionate AI Growth Is Being Captured by the Private Market

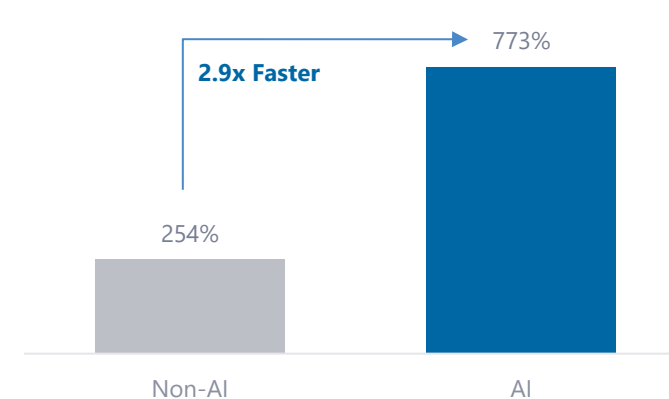
Median Round Size (\$M)⁽²⁾



Median Pre-Money Valuation (\$M)⁽²⁾



Median Growth Rate⁽²⁾



Sources:

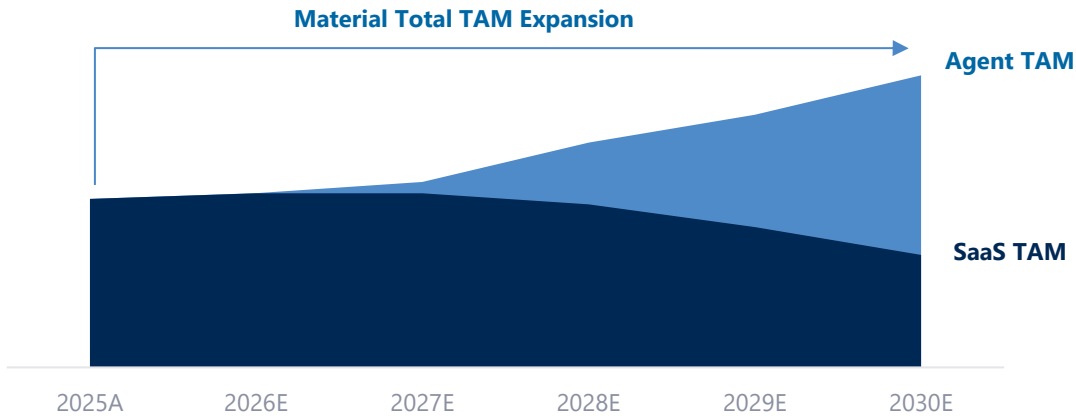
(1) S&P Capital IQ data as of 2/10/26. (Houlihan Lokey Vertical Software Index includes 8 companies and Horizontal includes 11 companies). Please contact the team on page 9 for index details.

(2) Redpoint AI64 Report, based on the dataset of Series B and Series C deals.

SaaS and AI Monetization and Adoption Will Allow Market to Identify Embedded AI Winners

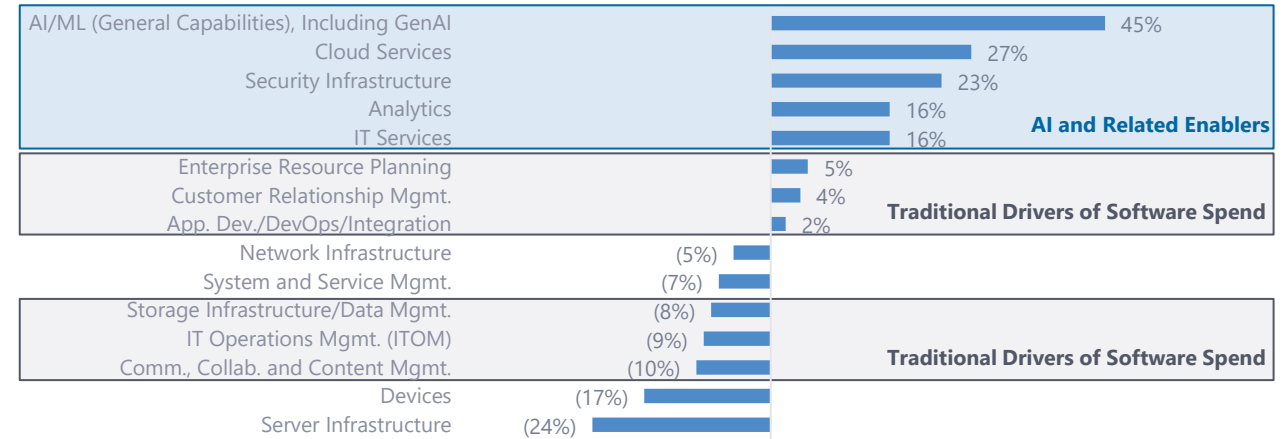
Total TAM Opportunity for SaaS and Agentic AI Is Expanding

Illustrative example of profit pool shifting to agents⁽¹⁾



IT Organizations Are Increasingly Prioritizing Spend on GenAI and Related Enablers

Products likely to have the largest spend increases/decreases over the next 12 months⁽²⁾



Where Investors Are Focusing to Find Long-Term Winners

- ✓ **GRR/logo retention:** Loyal customers signal the platform's customer value prop and create a clearer path to AI workflow expansion with "trusted" vendors, which will drive NRR.
- ✓ **Customer engagement and product utilization are more closely in focus for R&D departments:** Which features are most used, where companies see the highest level of customer engagement, and how that drives either a unique data advantage or an opportunity for AI utilization.
- ✓ **Data moats and proprietary data create barriers to entry for new parties that lack data history and depth of data capture.**
- ✓ **Network effects reinforce moats:** Companies that enable bridges between platforms through integrations and data exchange add value to customers through efficiency gains and become harder to displace/replicate.

Sources:

(1) Goldman Sachs, "AI Agents to Boost Productivity and Size of Software Market," 7/3/25.

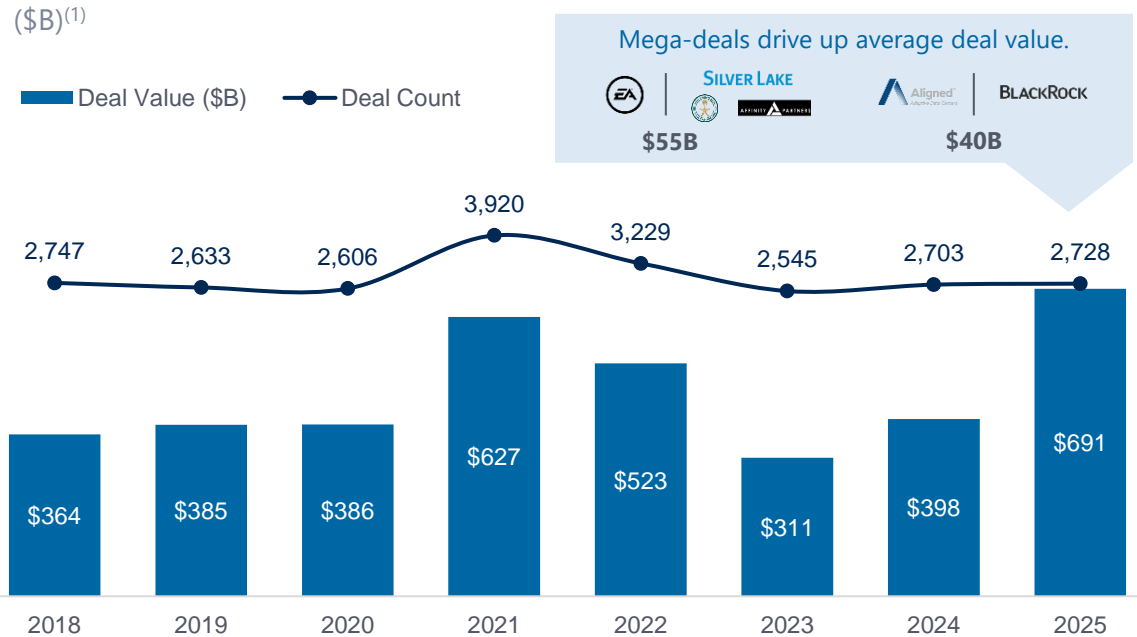
(2) BCG, "What AI means for the future of software," 2/9/26.

2025 Technology M&A Market Update

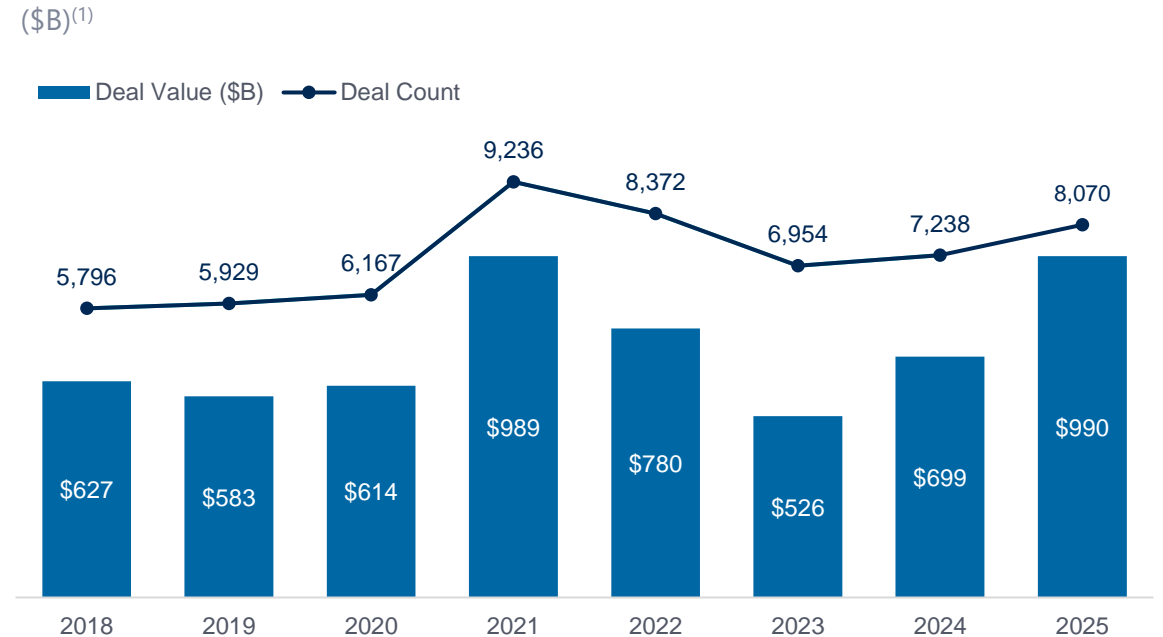
Technology M&A closed out its second year of positive momentum.

- North American tech M&A **rebounded to 2021** levels as mega-deals drove value, and buyers looked to add tech (AI) capabilities and scale.
 - With volume flat y/y, tech M&A **average transaction size increased meaningfully**.
- Key drivers included the accelerating **adoption of generative AI**, expansion of cloud and edge computing platforms, rising cybersecurity demand, and **growing investment in vertical SaaS** and FinTech technologies.

North American Tech M&A Deal Value Surpasses 2021 Levels



Global Tech M&A Deal Value Continues to Rise



Source:
 (1) PitchBook, "2025 Annual Global M&A Report."

Corporate M&A Driving Investor Activity

Strategic M&A Continues to Drive Majority of M&A Volume

- S&P 500 corporate cash balances up ~38% since 2022.
- Data shows strategic buyers consistently outspend financial sponsors in global tech M&A, with corporates accounting for ~\$551 billion in 2025 versus ~\$422 billion by financial buyers.⁽¹⁾
- Strategics are increasingly using M&A to acquire AI capabilities and domain-specific datasets faster than internal build cycles.

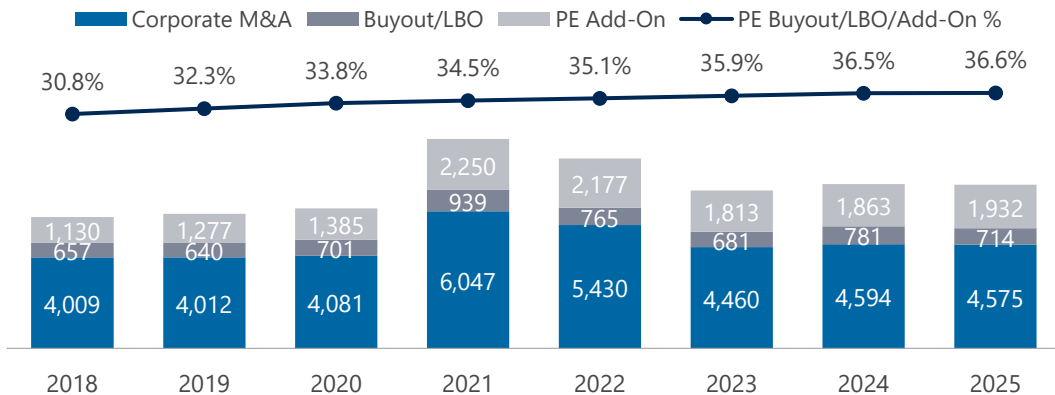
Featured 2025 North American TMT Strategic M&A Transactions

(\$B)⁽²⁾

	Company	Announced Date	EV (\$B)	Acquirer		Company	Announced Date	EV (\$B)	Acquirer
1	Ansys	7/17	\$35.0	SYNOPSYS	6	worldpay	4/17	\$24.3	globalpayments
2	COX	5/16	34.5	Charter COMMUNICATIONS	7	QORVO	10/27	22.0	SKYWORKS
3	X	3/28	33.0	XI	8	groq	12/26	20.0	NVIDIA
4	WIZ	3/18	32.0	Google	9	JUNIPER NETWORKS	7/02	16.2	Hewlett Packard Enterprise
5	CYBERARK	7/30	25.0	paloalto NETWORKS	10	TSYS	4/17	13.5	FIS

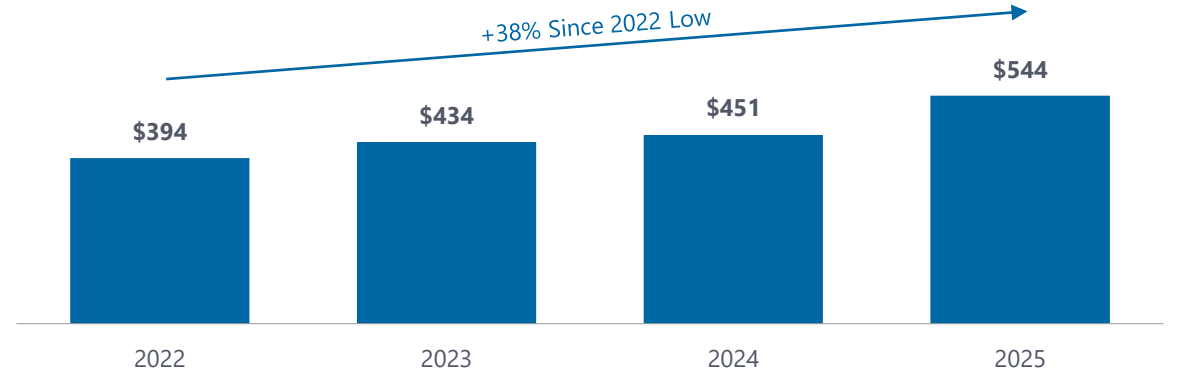
Strategics Continue to Lead M&A Volume Over Financial Sponsors

Number of Global Tech M&A Transactions⁽¹⁾



Technology Companies Have Growing Cash Reserves

S&P500 Technology Index Constituents' Cash and Short-Term Investments (\$B)⁽³⁾



Sources:
 (1) PitchBook, "2025 Global M&A Report – IT M&A Acquirer Type by Year."
 (2) PitchBook data as of 12/31/25.
 (3) S&P Capital IQ as of 12/29/25.

Private Equity Continues to Actively Deploy Capital While Maintaining Significant Dry Powder for Future Opportunities

Strong PE Deployment Amid Sustained Capital Availability

- Private equity continues to deploy capital actively, completing several multibillion-dollar deals across sectors while maintaining near record levels of dry powder.
- Strong deal volume and persistent investor appetite indicate that PE firms are well-positioned to pursue additional opportunities throughout 2026 and beyond.

Featured 2025 North American TMT PE Platform Transactions

(\$B)⁽¹⁾

	Company	Announced Date	EV (\$B)	Selected Investor(s)		Company	Announced Date	EV (\$B)	Selected Investor(s)
1	EA	9/29	\$55.0	SILVER LAKE LEVERAGED BUYOUT	6	smartsheet	1/21	\$8.4	ADIA Blackstone VISTA
2	Aligned <small>Adaptive Deal Comm.</small>	10/15	40.0	BLACKROCK	7	dun & bradstreet	8/26	7.7	CLEARLAKE ARES
3	dayforce	8/21	12.4	ADIA THOMABRAVO	8	DIRECTV	7/02	7.6	TPG
4	GARDAWORLD	3/05	9.4	HPS OAK HILL CAPITAL	9	ENVERUS	9/29	6.5	Blackstone
5	CLEARWATER ANALYTICS	12/21	8.4	PERMIRA WARBURG PINCUS	10	EVERI	7/01	6.3	APOLLO

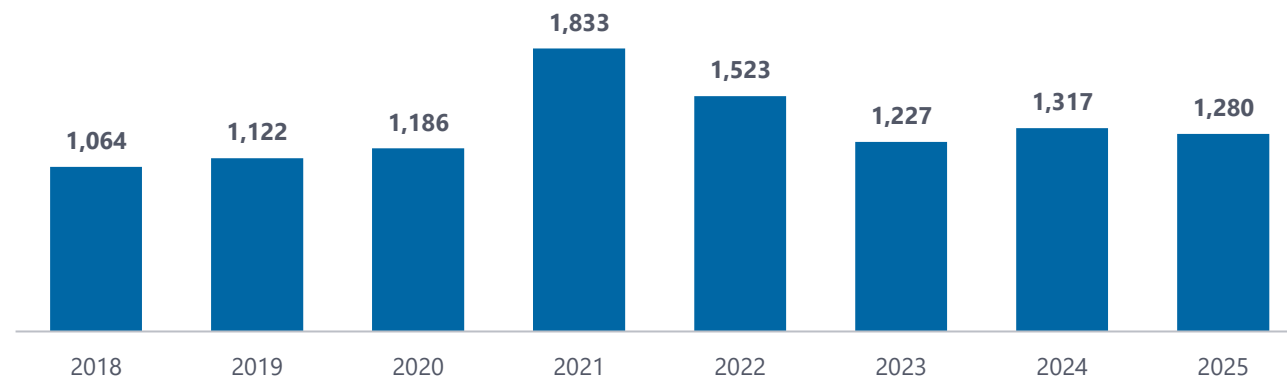
Private Equity Investors Are Eager to Deploy Dry Powder

U.S. PE Dry Powder by Vintage (\$B)⁽²⁾



Strong PE Market Momentum and Continued Investor Appetite

Number of U.S. Technology PE Deals⁽²⁾



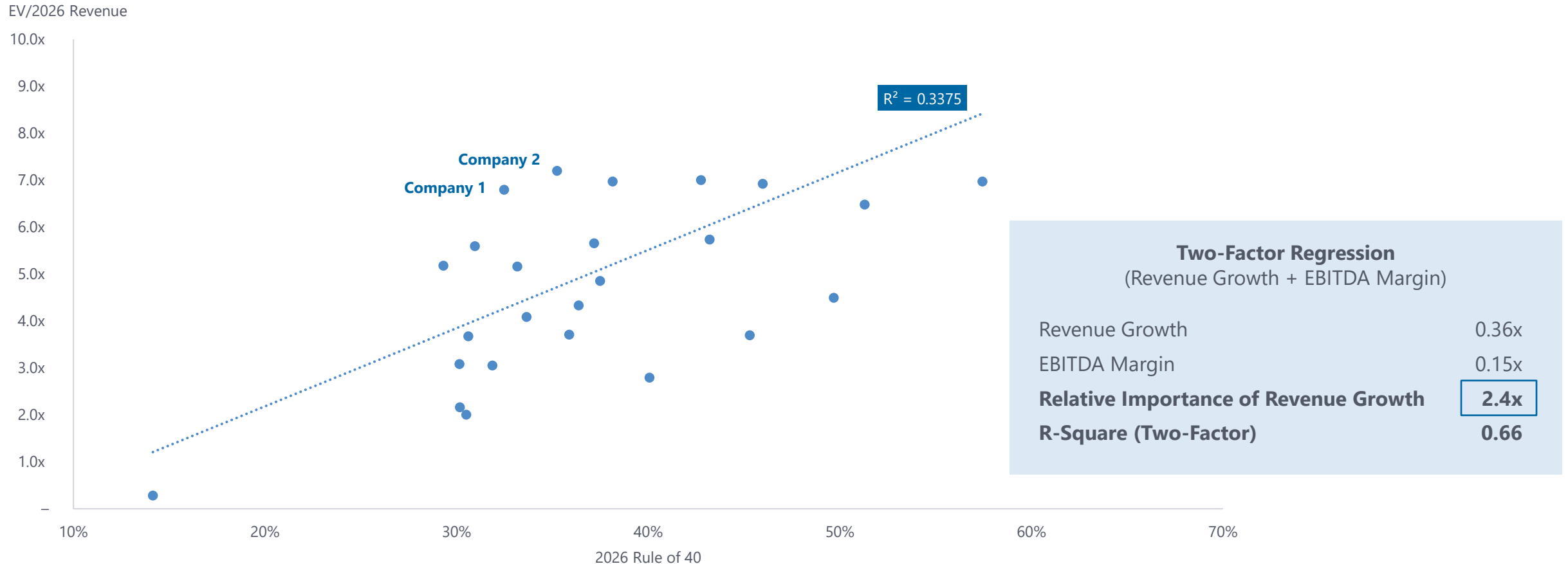
Sources:

(1) PitchBook data as of 12/31/25.

(2) PitchBook, data as of 6/30/25.

Vertical Software Valuations Are Correlated to Rule of 40, With a Heavy Emphasis Toward Growth

Splitting the Rule of 40 into its underlying components of revenue growth and EBITDA margin meaningfully improves correlation, highlighting that investors value these factors differently rather than as a blended metric. The stronger influence of revenue growth reflects investor preference for platforms that can expand rapidly within niche markets, where scale advantages drive future margin expansion.



Source: S&P Capital IQ data as of 2/5/26.

Optimism for Building Momentum in 2026

1 Favorable Market Setup Is Unlocking Activity

- Key M&A indicators (e.g., sponsor activity, corporate cash levels) have strengthened for several consecutive quarters, with global deal announcements rising and equity markets up across major regions.
 - Supporting valuations, motivating corporate sellers, and giving buyers a stronger acquisition currency.
- Low volatility is narrowing bid-ask spreads, while tightening credit spreads and rising issuance volume keep the financing market open/available.

3 Regulatory Clarity Is Improving Execution Confidence

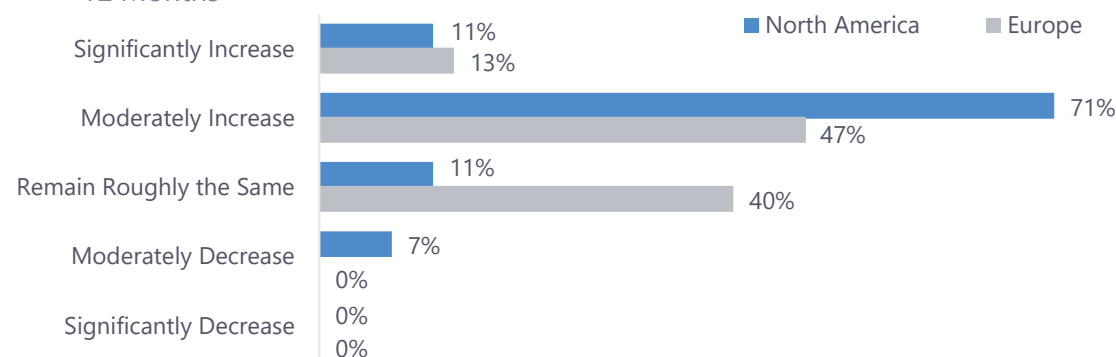
- U.S. antitrust agencies have signaled a shift toward a more predictable, transparent merger-review process, committing to litigate only when laws are violated and otherwise avoiding tactics that create uncertainty or delay.
- While not all deals will proceed unchallenged, greater consistency in reviews is broadly supportive of transaction activity.

2 Years of Pent-Up Sponsor and Strategic Demand Are Being Released

- After three years of M&A volumes running below trend relative to nominal GDP, CEOs and sponsors have built extensive pipelines for inorganic growth and new platform opportunities.
 - Long-held assets and pressure for fund DPI are leading to a more active PE selling environment.
- Private equity brings record dry powder and a large backlog of exits, while hyperscalers and leading tech firms are ramping AI investments to expand infrastructure, capabilities, and AI-driven offerings.

4 Deal Flow Expectations for 2026 Remain High

Sept. 2025 Morgan Stanley Research Analyst M&A Expectations Over the Next 12 Months⁽¹⁾



Source:
(1) Morgan Stanley, "2026 Midcap Advisors Outlook."



Rising Role of AI in
Vertical Software

02

AI Is Dominating Investor Attention and Company Formation

What AI's Momentum Means for Vertical Software

The rapid rise of AI-native platforms and company formation reflects a re-platforming moment, with capital and talent increasingly flowing toward AI-first business models.



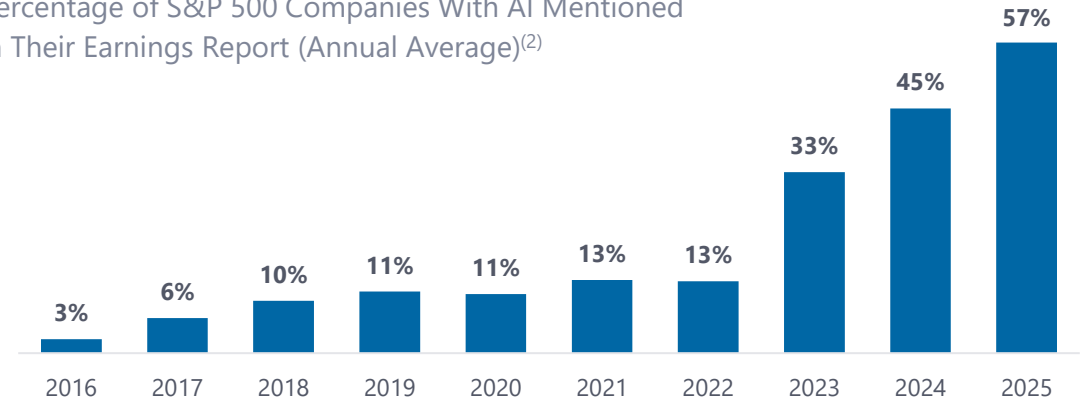
Right now, we are in the AI micro age, or the AI moment. In the next couple of years, AI is going to be embedded in everything that we do.⁽¹⁾



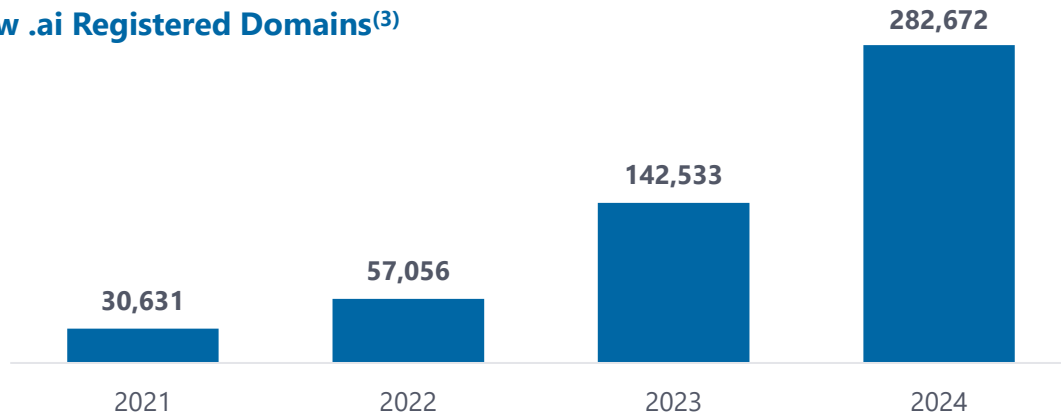
Guy Diedrich, SVP and Global Innovation Officer, Cisco

AI Mentions in S&P 500 Earnings Calls

Percentage of S&P 500 Companies With AI Mentioned in Their Earnings Report (Annual Average)⁽²⁾



New .ai Registered Domains⁽³⁾



Search Engines vs. AI-Driven Search Trends

Growth in Visits From April 2024 to March 2025⁽⁴⁾

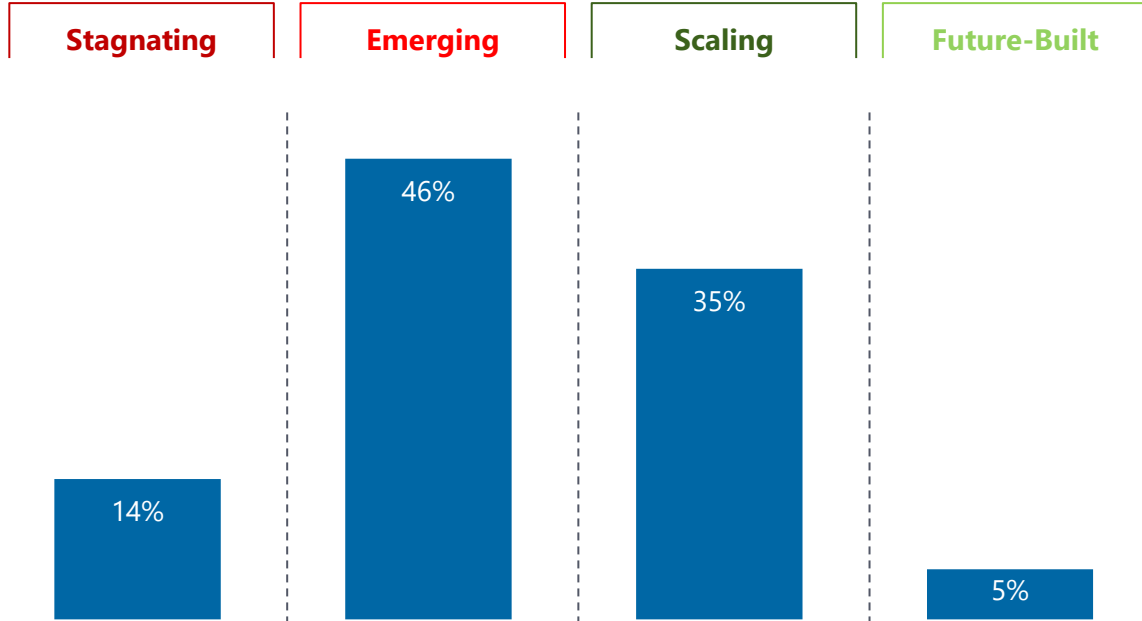


Sources:

- (1) CNBC 2025, "From DeepSeek to Job Risks: What Tech Leaders Are Saying on AI Right Now."
- (2) Factset, "2025 includes an estimated Q425 figure."
- (3) Statista, "Online Search After ChatGPT: The Impact of Generative AI"; (2024 represents an annualized figure).
- (4) Semrush.

AI Is Delivering Real Value Today, Setting Up the Next Wave of Winners

~80% of Companies Are in the Emerging and Scaling Stage of AI Capabilities⁽¹⁾



Are taking minimal or no AI action, lack foundational capabilities, and are not generating value.

Have developed foundational capabilities and started initial experimentation but are struggling to scale and generate value.

Have developed an AI strategy and advanced capabilities, and are scaling them effectively while starting to generate value.

Are at the forefront of AI innovation, systematically building cutting-edge AI capabilities across functions and consistently generating substantial value.

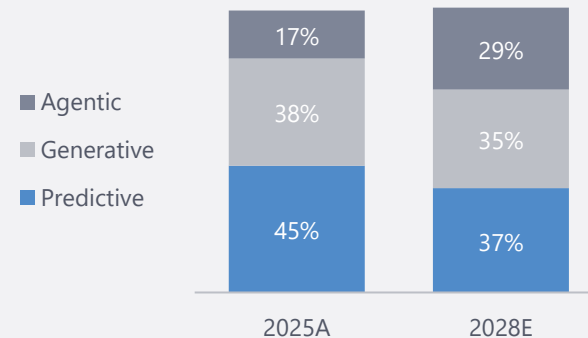
Source:
 (1) BCG 2025, "The Widening AI Value Gap: Build for the Future 2025."

AI Across Scaled Workflows in Technology⁽¹⁾

KPI	Workflow	Adoption (%)	Average Self-Reported Impact (%)
Revenue Gains	Product ideation, development, and insights. Powered by analytics and trends.	20%	30% 33%
Customer Experience Improvement	Self-service portals and apps. AI-driven trouble shooting and management.	16%	24% 33%

Current
 Expected When Fully Developed

Productivity Value Driven by Agentic AI Expected to Increase by 71%

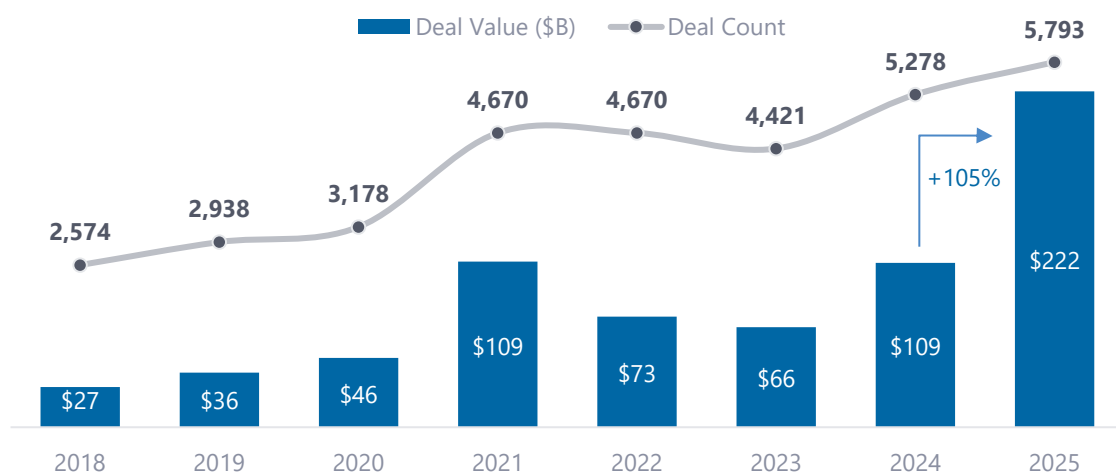


Reported split of AI-driven value that reaches bottom line across predictive, generative, and agentic AI.⁽¹⁾

Growth Equity Markets Funding AI at Record Pace

AI Growth Equity Funding Is Expanding Rapidly

U.S. AI and ML VC Deal Activity⁽¹⁾



AI and ML startups are attracting **record levels of venture and growth funding**, with vertical SaaS companies featuring AI-enabled products leading the **largest growth rounds in 2025**.

This influx of capital underscores **investor confidence in AI-driven business models** and is **accelerating product development, market adoption, and M&A activity** across the vertical software sector.

Source:

(1) Q4 2025 PitchBook-NVCA Venture Monitor.

(2) PitchBook data as of 12/31/25.

Featured AI-Focused Vertical Software Growth Funding Rounds in 2025

(\$M)⁽²⁾

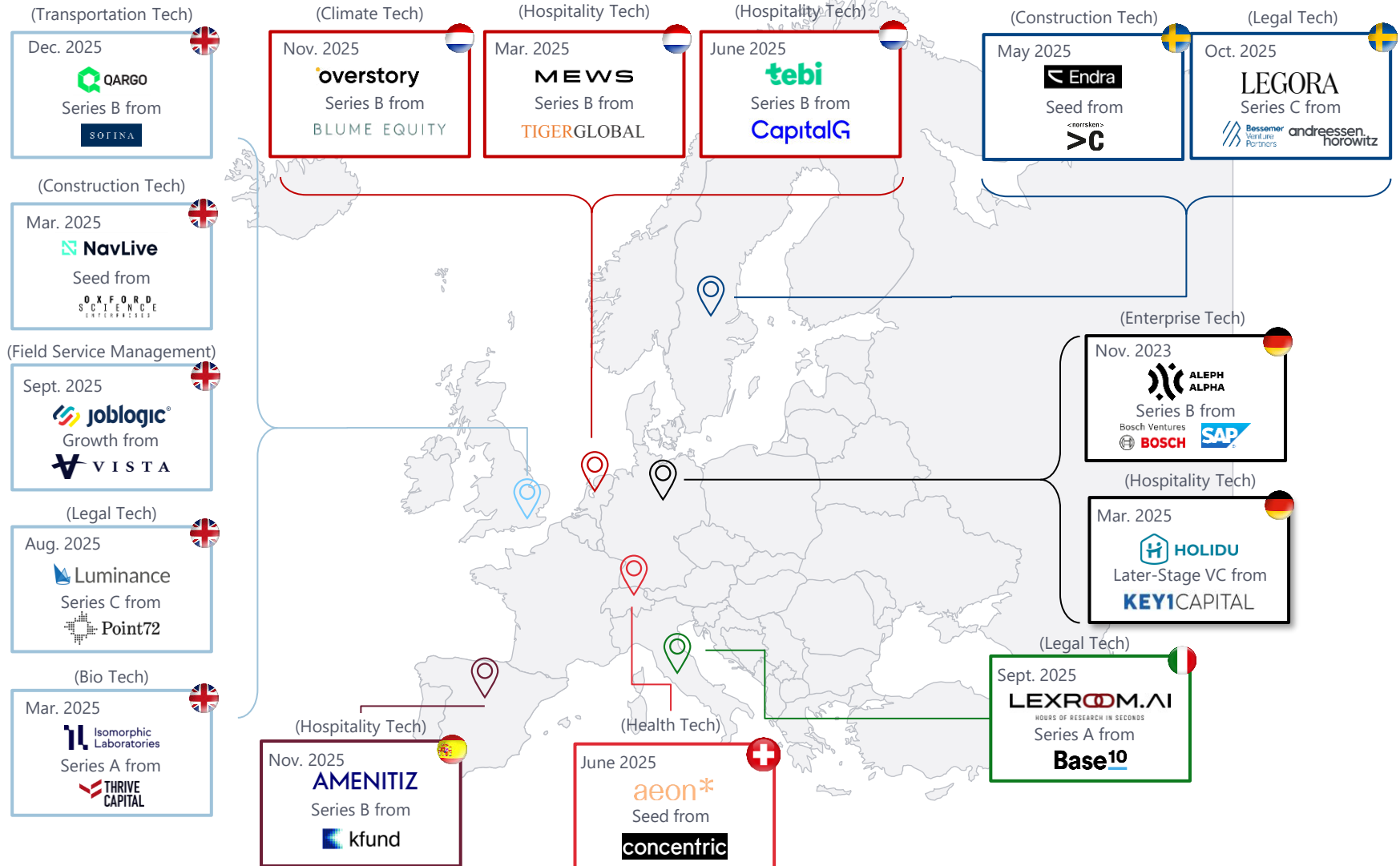
Company	Announced Date	Vertical(s)	Equity Invested (\$M)	Selected Investor(s)
OpenEvidence [®]	12/12	Healthcare	\$250	Undisclosed
 Clio [®]	11/10	Legal	850	New Enterprise Associates
OpenEvidence [®]	10/20	Healthcare	200	GV
 Vantaca [®]	10/15	PropTech	300	Cove Hill
Elise ^{AI}	08/20	Housing and Healthcare	250	Andreessen Horowitz
 Ambience	07/29	Healthcare	300	Andreessen Horowitz and Oak HC/FT
ABRIDGE	06/24	Healthcare	300	Andreessen Horowitz
Harvey.	05/19	Legal	300	Coatue Management and Kleiner Perkins
Harvey.	02/12	Legal	300	Sequoia Capital
 Hippocratic AI	11/03	Healthcare	126	Avenir Growth Capital

Highly Active European Vertical Software AI Market

Extensive global traction in the vertical software space illustrates heightened focus on AI.

European Vertical Software M&A Trends:

- In Europe, the vertical software market saw significant deal activity during 2025 across a diverse group of segments.
- European vendors are increasingly building SaaS platforms tailored for manufacturing, energy, and industrial IoT.
- Anchored in Germany's Industry 4.0 leadership and scaled through Europe-wide industrial digitalization and sustainability mandates, enterprises are accelerating adoption of predictive maintenance and ESG compliance software.

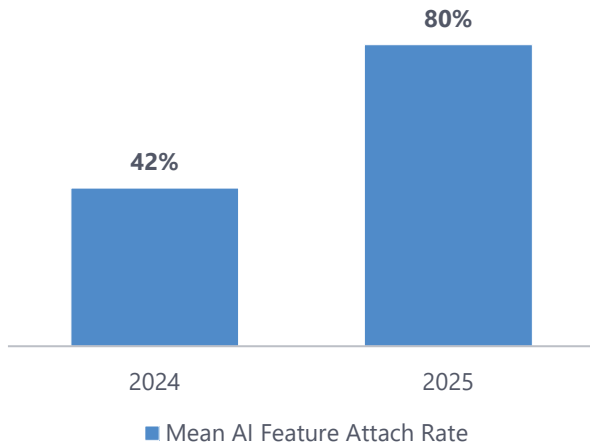


Source: PitchBook data as of 1/8/26.
 (1) Investopedia, "Which Countries Are Investing Most in AI?"

AI in Vertical Software Disruption Overview

Shift From Reactive to Predictive SaaS Workflows

- Transition from rule-based workflows to ML-driven forecasting.
- AI models anticipate needs (e.g., maintenance, demand, staffing, compliance).
- Drives higher user productivity and faster cycle times.
- The adoption is significant—AI features are attaching at 80% on average.⁽¹⁾



AI Enables Prescriptive Automation and Better Economics



Data Feedback Loops Create Moats

User interactions generate proprietary data that improves model performance, which strengthens product value and drives more usage—creating a self-reinforcing moat.

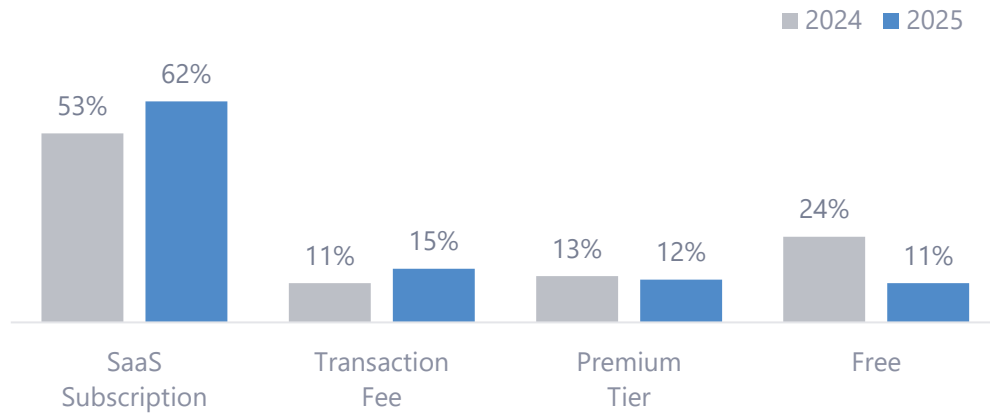


Source:
(1) Tidemark, "2025 Vertical & SMB SaaS Benchmark Report."

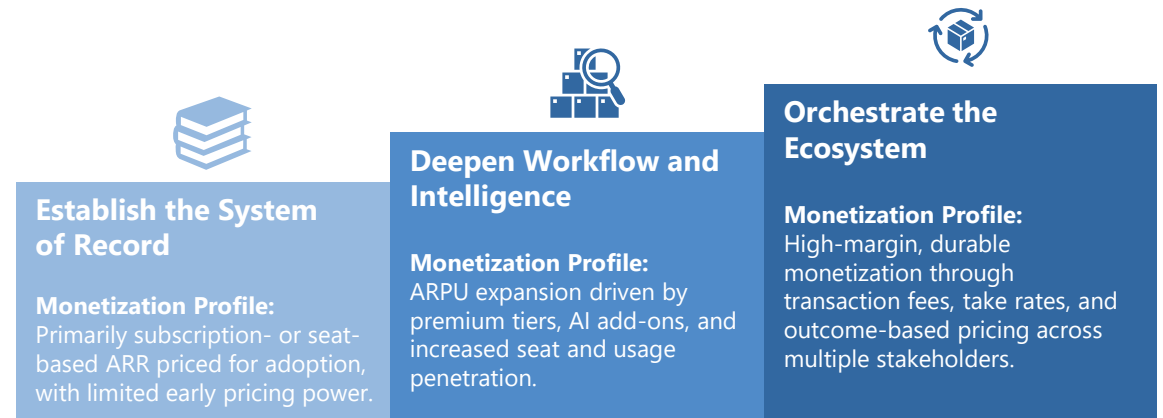
Monetization and Value Chain of AI in Vertical Software

Growth in AI Monetization

AI Product Monetization Structures⁽¹⁾



How AI Accelerates the Vertical Software Value Progression



Examples of AI Impact on Efficiency, Differentiation, and Revenue in Vertical Software

AI-Driven Operational Leverage

AI streamlines workflows and automates routine tasks, boosting productivity and lowering cost to serve.

Example

Canary Technologies is transforming the hospitality industry with AI-enabled front-desk and call-center operations, saving costs and allowing staff to focus on critical human touchpoints.

+4x

Increase in upsell revenue with AI-powered personalized offers.⁽²⁾

AI-Driven Competitive Advantage

Companies embed AI into products and processes to create meaningful differentiation that competitors struggle to replicate.

Example

HappyCo's proprietary database of millions of inspection photos and work orders backs AI-driven capabilities in a differentiated tool that competitors cannot easily replicate.

50%

After-hours calls deflected using Happy Force.⁽³⁾

Sources:

(1) Tidemark, "2025 Vertical & SMB SaaS Benchmark Report."

(2) Canary Technologies 2025: "Navigating AI: Emerging Trends in Hospitality."


(3) Businesswire 2025: "HappyCo Expands Centralized Maintenance with Built-In AI Engine, Integrated Capital Planning, and Smarter Remote Maintenance."



AI Impact Sector Deep Dives






03

Six Verticals Best Positioned to Benefit From Early and Continued AI Adoption









Construction Technology

Selected Case Studies

PropTech

Selected Case Studies


Hospitality Technology

Selected Case Studies







Field Service Management

Selected Case Studies









Transportation Technology

Selected Case Studies







Supply Chain Software

Selected Case Studies






Construction Technology | AI Impact Overview



Key Themes in Construction Technology

Data-Driven Project Management



Leading project management tools leverage historical project data, real-time progress tracking, and machine learning algorithms to **forecast delays, optimize resource allocation, and automate risk mitigation**. These systems are increasingly embedded in construction workflows, enabling dynamic scheduling and cost control.

System Interoperability



Value increasingly depends on system interoperability, as projects rely on many specialized platforms across design, planning, field operations, safety, and finance. Ensuring these **systems can seamlessly speak to one another is critical to reducing friction, improving data consistency, and enabling end-to-end workflows**.

Building Information Modeling (BIM)



BIM has evolved beyond design visualization into a **comprehensive data environment** that supports the entire building lifecycle, including planning, design, construction, and facility management.

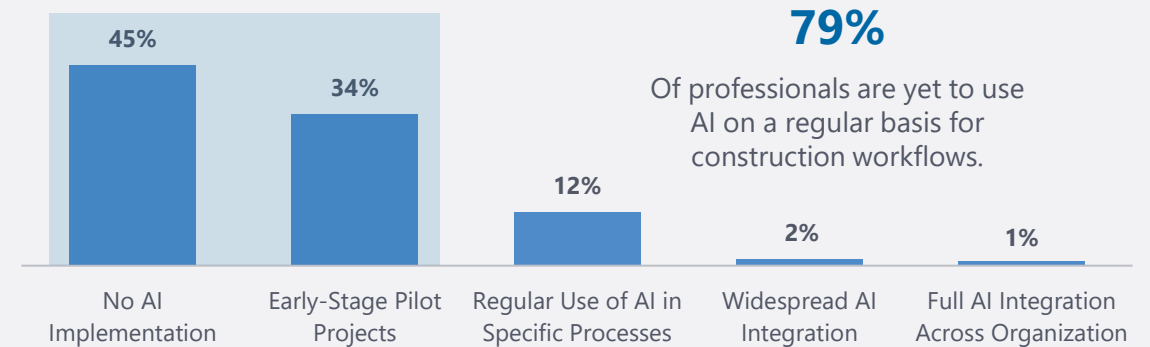
Sources:

(1) RICS.org, "Artificial Intelligence in Construction Report 2025."

(2) Deloitte Intelligence 2025, "AI Impact in Construction."

There Is Still a Significant AI Adoption Opportunity in Construction Tech

Percent of Construction Professional Responses⁽¹⁾



AI Can Help Alleviate Critical Pain Points⁽²⁾

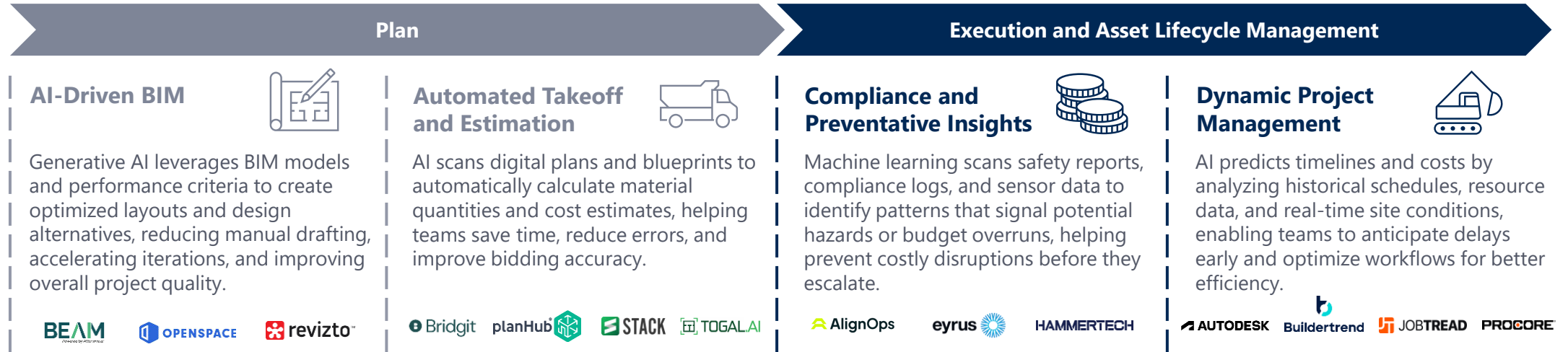
- 1 Frequently Delayed Schedules**
AI-driven project management and predictive analytics optimize scheduling, resource use, and budget management in construction.
- 2 Takeoff/Estimation Accuracy**
AI improves takeoff and estimation accuracy by automatically extracting quantities from plans, learning from historical project data, and reducing manual errors that lead to cost overruns and margin erosion.
- 3 Persistent Labor Shortages**
AI is helping address construction's skilled labor gap by automating tasks, guiding less-experienced workers, and enhancing productivity despite retirements and low youth interest.



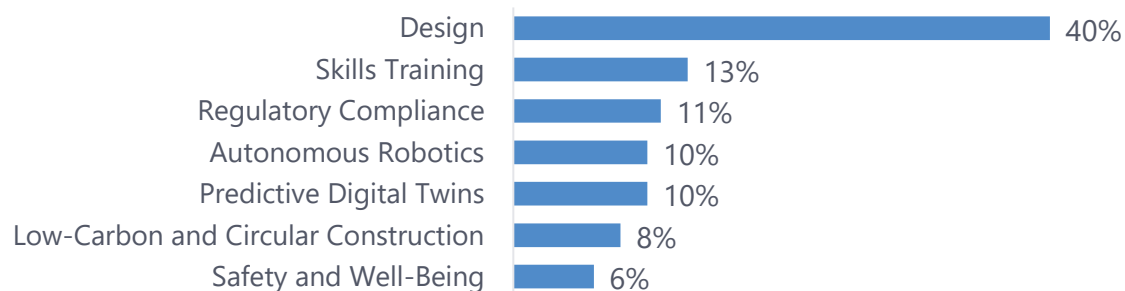
Construction Technology | AI Impact Overview (cont.)

AI is Poised to Create Value and Drive Efficiencies From Preconstruction Through Asset Lifecycle Management

Construction Journey



Construction Professionals When Asked About Their Top AI Use Cases⁽¹⁾



Sources:

(1) RICS.org, "Artificial Intelligence in Construction Report 2025."

(2) Autodesk News, "Placing AI Front and Center for Infrastructure."



AI can play a pivotal role in the decision process for mega-infrastructure projects, as it enables us to analyze vast amounts of data in ways that humans aren't able to, while identifying challenges and offering better solutions. This means that highly technical decisions can be made earlier and in a fraction of the time, which can lead to better project outcomes.⁽²⁾



Andrew Anagnost, CEO, Autodesk

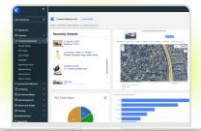


Construction Technology | Company Case Studies

AlignOps

*"With AlignOps, construction managers at large, multi-trade construction or civil infrastructure firms finally have a **single source for the operational transparency they need to optimize performance, minimize costs, and deliver projects on time.**"⁽¹⁾*

—Jay Martin, CEO, AlignOps



Asset and Inventory Management

Provides complete visibility and control over all tools and equipment, providing real-time insights into what is in stock, out for use, and needed by crews.



Resource Allocation Optimization

Optimizes materials delivery performance in real time, eliminating delays, detours, and downtime, and maximizing paving equipment efficiency.



Automated Compliance and Safety Monitoring

Streamlines jobsite inspections with mobile, preloaded checklists aligned to OSHA and empowers teams to report safe and unsafe behaviors in real time.

24K
Businesses Using AlignOps

380M+
Timecard Hours Tracked

60K+
Contractors on BusyBusy

Bridgit

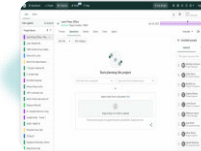
*"Enterprise builders are looking for **one system of record** for their people and project resourcing. Organizations [are moving] from spreadsheets and homegrown tools to a single Bridgit deployment that empowers them to **more strategically and predictably manage their workforce** across regions, business units, and delivery models."⁽²⁾*

—Mallorie Brodie, Co-Founder and CEO, Bridgit



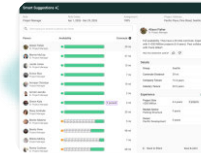
Ask Bridgit Conversational AI

Allows managers to discover which roles need to be filled, who needs to renew a certification, and other workforce-related data, all from a single query.



AI-Powered Import

Autonomously converts unstructured CSVs, screenshots, PDFs, and many other file types into project teams and roles, reducing manual staffing work.



Smart Suggestions

Provides a scannable summary of the top suggestions for contractor selection, helping construction managers understand the basis for each recommendation.

330+
Customers

90K+
Staff Managed Daily

160K+
Contractor Projects Managed

Sources: Company website, press releases.

(1) LMRE 2025, "Crazy for ConTech With Jay Martin AlignOps."

(2) SewerAI 2025, "Underground Infrastructure Is Getting a Major Upgrade, and AI Is Leading the Way."



Construction Technology | Company Case Studies (cont.)



"AI will erase leftover manual tasks: email triage, support ticket classification, and proactive notifications. Layer by layer, the stack becomes smarter and more autonomous, delivering a smoother experience for builders and a lighter workload for our teams."⁽¹⁾

—Ivan Tert, Lead Product Manager, TraceAir



Land Acquisition and Pre-Development

Streamlines feasibility, environmental planning, and stakeholder alignment for smooth project starts.



Land Development and Site Preparation

Optimizes earthwork, controls costs, and keeps teams ahead of schedule with continuous coordination.

Vertical Construction Management

Tracks progress, manages materials, and ensures seamless coordination across project roles and functions.



Portfolio Oversight and Executive Management

Allows construction teams to gain full visibility, reduce delays, and maximize ROI across projects.

17 of 20
Top U.S. Builders on TraceAir

~80%
Preparation Time Cut

Three Hours → 30 Minutes
Weekly Planning Time Saved



"By combining a new home listings portal with Zonda's deep dataset, we'll be able to better serve the unique needs of home shoppers, ultimately driving more connections with buyers and awareness for home builders."⁽²⁾

—Jeffrey Meyers, CEO, Zonda



Zonda's AI-Powered Products

Enterprise

Data and Intelligence

Proprietary, comprehensive data collections supported by builder direct feeds and ERP integrations.

NewHome Source, Livabl, Zonda House Plans

New Home Marketplaces

Zonda operates the largest new-construction home listings platform in North America.

Envision, UTour, Zonda Virtual

Software and Solutions

Enable critical builder and industry workflows, including immersive digital tools, product analytics, and pricing models.

500+
Housing Metrics Tracked in Zonda Enterprise

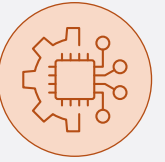
545k
Active and Future Subdivisions

Embedded AI Throughout Proprietary Data Capture and Product Delivery

Sources: Company website, press releases.

(1) HackerNoon 2025, "From Startup Chaos to Market leader: Interview w/ Ivan Tertychny, Lead Product Manager at TraceAir."

(2) Zonda 2025, "Zonda Acquires BDX."



PropTech | AI Impact Overview

Key Themes in PropTech

Multi-Family



Multi-family property operations involve consolidating leasing, maintenance, and resident engagement data into unified platforms, enabling operators to gain actionable insights that improve efficiency, tenant satisfaction, and overall NOI performance.



Residential/Mortgage



Residential RE involves simplifying the home purchase journey for consumers with real-time data/pricing information, home availability, mortgage prequalification, and local/highly qualified agents.



Commercial/Facilities



Commercial real estate operations involve building automation, predictive maintenance, and automated workflows, helping operators improve operational efficiency, reduce downtime, and optimize facility management.



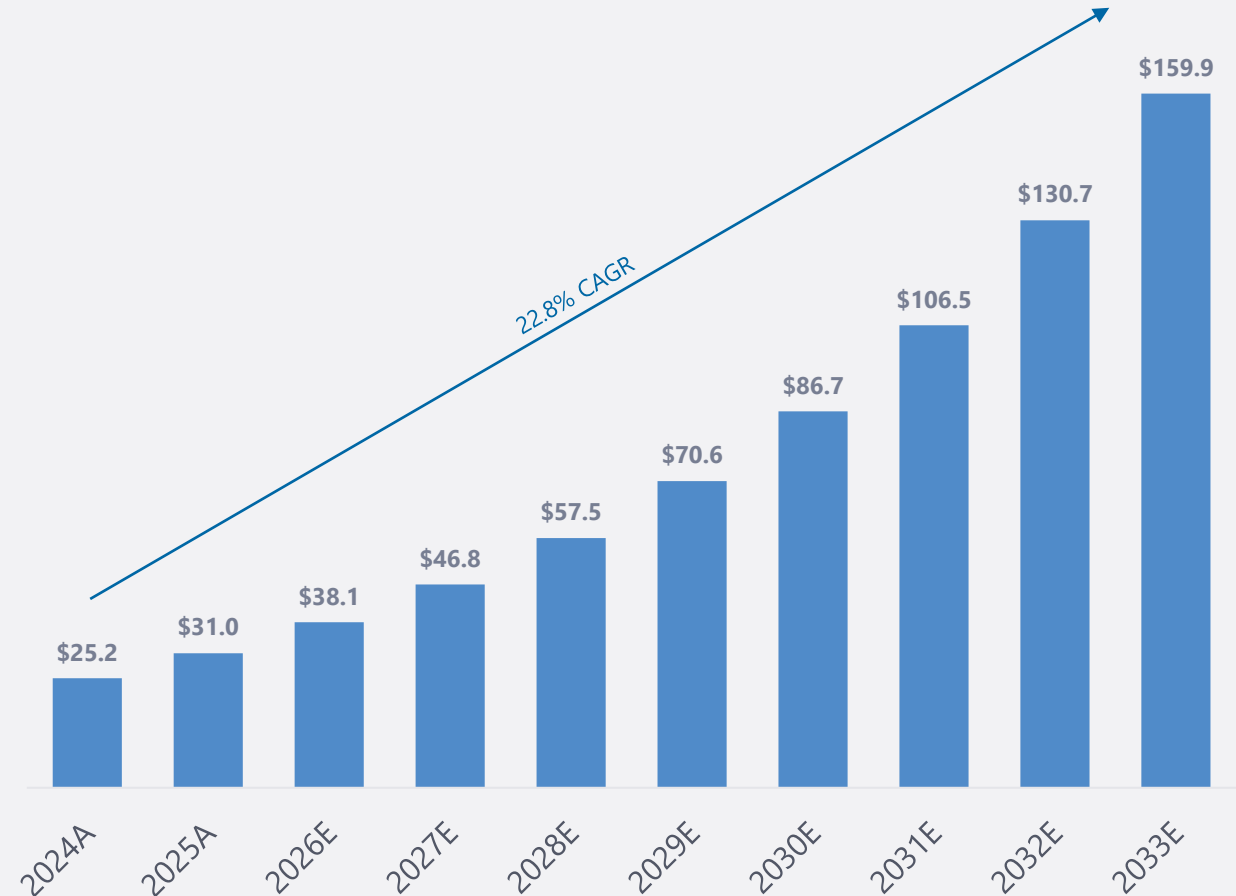
Sources:

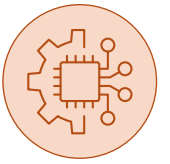
(1) MEV 2025, "AI in PropTech & Real Estate 2025: Trends & Use-Cases."

(2) JLL Spark 2025, "The Future of AI in PropTech Where Demand Is Creating Investment Opportunity."

AI-Powered PropTech Is a Young, Growing Market












Projected Global AI in PropTech Market Size (\$B)⁽¹⁾





PropTech | AI Impact Overview (cont.)

AI Use Cases in PropTech

 Multi-Family	 Residential	 Commercial
<p>1. Resident Acquisition and Communications</p>  <p>Elise^{AI} FUNNEL</p> <p>2. Centralized and Automated Workflows</p>  <p>doorloop StarRez</p> <p>3. Predictive Maintenance and Vendor Mgmt.</p>  <p>HAPPY⁹</p>	<p>1. Search, Discovery, and Consumer Matching</p>  <p>Zillow</p> <p>2. Valuation and Market Intelligence</p>  <p>ATTOM[™] ClearCapital</p> <p>3. ERP/Sales Enablement</p>  <p>fello Inside Real Estate Lone Wolf</p>	<p>1. Investment and Portfolio Intelligence</p>  <p>AltusGroup COMPSTAK</p> <p>2. Acquisition/Leasing Workflow</p>  <p>LIGHTBOX VTS</p> <p>3. Building Operations and Maintenance AI</p>  <p>Fexa TMA SYSTEMS visitt</p>

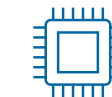
AI is Reshaping Real Estate Operations



~**37%** of real estate operations can be automated by AI, saving \$34 billion in efficiency gains by 2030.⁽¹⁾



61% of commercial real estate companies reported running AI pilots.⁽¹⁾



\$3.2B of total capital raised by AI-powered PropTech firms in 2024.⁽¹⁾

Industry Commentary



Minna Song,
Co-Founder and CEO, EliseAI

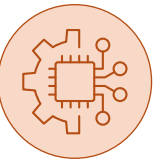


We decided to go all in with AI from the start. It was less of an aha moment with AI and more of a mindset of solving any problem we could, and AI could help us do that. We knew natural language processing was advancing quickly; even in 2017, there was a lot of investment into research, and we anticipated it would get better.⁽²⁾

Sources:

(1) MEV 2025, "AI in PropTech Real Estate 2025: Trends & Use-Cases."

(2) OpenAI 2025, "EliseAI Improves Housing and Healthcare Efficiency With AI."



PropTech | Company Case Studies



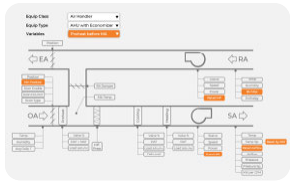
*"We run tools to discover building automation points and devices and **use machine learning to infer what equipment exists within the building**, what types of equipment they are, what data points they have, what those points mean, and other aspects of building systems."⁽¹⁾*

—Nick Gayeski, Co-CEO, Clockworks Analytics



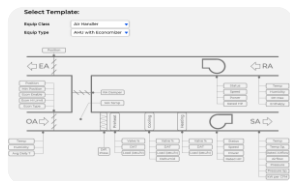
Predictive Diagnostics and Fault Detection

Analyzes building system data to identify anomalies, predict equipment failures, and recommend actions.



Automated Root Cause Analysis

Interprets sensor and operational data to pinpoint underlying causes of inefficiencies or faults.



Optimization and Continuous Commissioning

AI-driven analytics optimize HVAC and energy performance by continuously adjusting system parameters.

3,400
Buildings Monitored

800K+
Tons of Carbon Saved

53K
Completed Tasks

Sources: Company website, press releases, LinkedIn.

(1) Clockworks Analytics 2025, "ASHRAE Journal Q&A Interview: Scaling Building Intelligence."

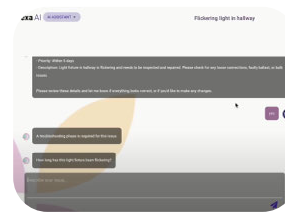
(2) Fexa 2025, "Vendor-Ready Work Orders In Seconds. Meet FexaAI."

(3) Selected case study results from Fexa's website.



*"AI can't turn a wrench, but it will make facilities managers **10x more productive** over the next five years by cutting out the busy work to make space for strategic projects that reduce costs, improve store experience, and increase uptime."⁽²⁾*

—Kurt Smith, CEO, Fexa



Natural Language Ticketing

Cuts back-and-forth and boosts dispatch accuracy.



Smart, Guided Ticket Creation

Asks questions based on fields and defined workflows.

Instant, Intelligent Routing

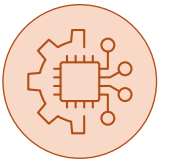
Applies location-specific context, prompting for missing details.

Seamless CMMS Integration

Enables instant adoption, no extra training, zero disruption.

+\$4M
Saved in Annual R&D Expenses⁽³⁾

(11%)
Reduction in Maintenance Costs⁽³⁾



PropTech | Company Case Studies (cont.)

HAPPYCO

"We trained Joy on millions of actual service records from real properties. When it tells you why Site A takes twice as long to turn units as Site B, or flags that you're about to have three HVAC systems fail next month, that's your data talking back to you."⁽¹⁾

—Jindou Lee, Founder and CEO, HappyCo



Centralized Maintenance

Aggregates all operations relating to maintenance across properties, automates scheduling and assignments, tracks inventory, and updates residential portals in real time.



Smart Assign

Dynamically analyzes the urgency of work orders, technician availability, and locations to minimize overhead by reducing travel time and cutting response delays.



Insights

BI platform delivers photo-enabled reports, along with custom templates and dashboards for full operational, asset, and maintenance performance visibility.

~5M

Active Units on Platform

~1B+

Property Images Captured

Sources: Company website, press releases.

(1) Business Wire 2025, "HappyCo Expands Centralized Maintenance with Built-In AI Engine, Integrated Capital Planning, and Smarter Remote Maintenance."

(2) REBA 2025, "AI, Acceleration, and the New Reality for Multifamily Operators."

(3) REBA Case Study: Turning the Tide – RedPeak Cuts Turn Times with REBA BI.



"Technology has advanced to the point that we can't make operational decisions without making technology decisions. The good news is that, compared to two years ago, AI is no longer just hype. Particularly in the conversational AI world, there are many success stories."⁽²⁾

—Donald Davidoff, Co-Founder and CEO, REBA



AI-Enhanced Revenue Management

Uses AI to analyze historical leasing data, market trends, and demand signals, informing dynamic pricing insights and inventory optimization for multi-family operators.



Predictive Analytics and Forecasting

Predicts future occupancy, rent growth, and demand shifts, allowing operators to anticipate market changes and adjust strategies proactively.



Automated Insights and Anomaly Detection

Surfaces anomalies in performance metrics and highlights actionable insights, reducing manual data collection by embedding intelligence directly into workflows.

21 to 7

Turn Times Reduced From 21 Days to Seven Days Using REBA BI⁽³⁾

~\$1.2M

Saved by Reduction in Turn Times⁽³⁾



PropTech | Company Case Studies (cont.)



"Using AI for critical business functions isn't about efficiency; it's about scale. The goal isn't to replace the thinking. It's to create space for learning and better thinking across the entire team... Ultimately, so we can serve our customers better."⁽¹⁾

—Peter Osberg, CEO, Spectora



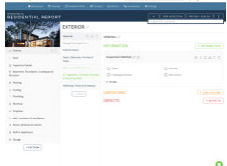
Reporting

Allows inspections to be published onsite through Spectora's mobile app. A desktop web editor with pre-built templates offers additional functionality.



AI-Powered Comment Assistance

Does the heavy lifting for comment writing, allowing for responses to be generated in minutes that are both agent and buyer-friendly, speeding up work orders.



Automated Scheduling, Inspections, and Follow-Ups

Automates recurring tasks, including scheduling confirmations, inspection reminders, and follow-ups for reviews, saving time both pre- and post-inspection.



9K+
Home Inspectors

3+
Hours Saved per Inspection⁽²⁾

Sources: Company website, press releases, LinkedIn.

(1) Peter Osberg, LinkedIn.

(2) Selected case study results from Spectora's website.

(3) TMA Systems 2025, "How AI Is Shaping the Future of Facilities Management."



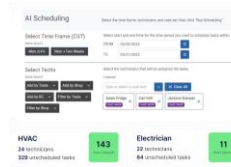
"AI in facilities management translates into analysis of your full data landscape—equipment history, seasonal patterns, sensor data, technician performance—to predict failures before they happen."⁽³⁾

—Sarah Estevearena, CMO, TMA Systems



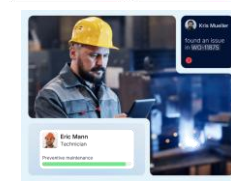
AI SmartScheduler

Analyzes work order history, resource availability, and asset performance to automatically generate optimized maintenance schedules.



Predictive and Preventative Maintenance Software

Enables managers to reduce downtime, cut costs, and extend asset life with automated scheduling, real-time tracking, and smarter long-term planning.



Virtual Facility Alarm Management Software

Streamlines facility alerts, automates workflows with real-time intelligence, prioritizes issues, prevents alarm fatigue, reduces response times, and ensures fast decision-making.



3K+
Customer Organizations

125K+
Customer Facilities on Platform

30+ Years
Of Facilities Data



Hospitality Technology | AI Impact Overview

Key Themes in Hospitality Technology

Revenue Management



Automated dynamic room pricing leveraging real-time market data, competitor rates, and demand signals enables operators to optimize financial performance for both revenue and profitability.

Customer Experience



Modern hospitality technology emphasizes frictionless guest journeys through unified platforms that connect booking, check-in, room access, and service requests. Solutions that create superior guest experiences increase upsell performance, guest returns, and consistent brand standards across properties.

Labor Optimization

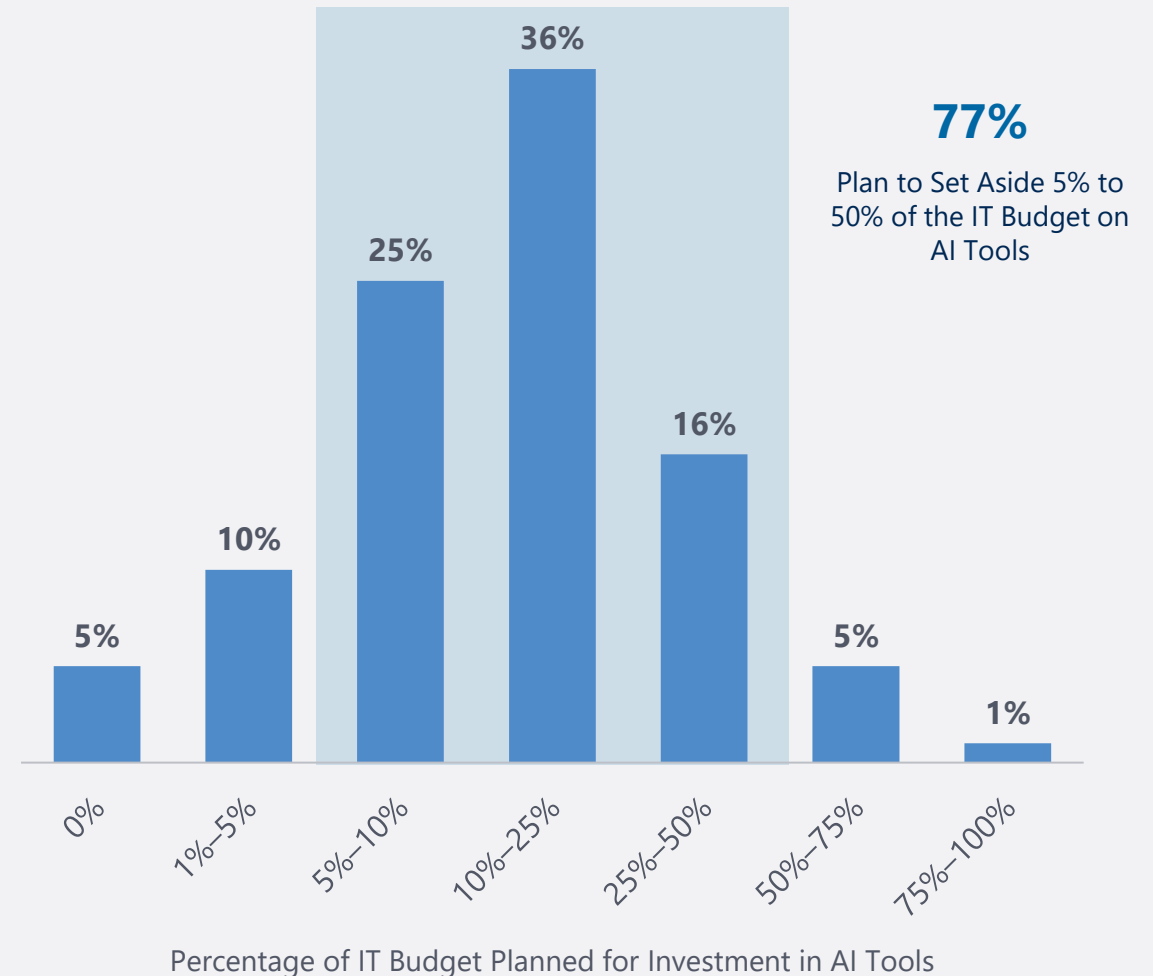


Hospitality operators are increasingly adopting integrated workforce management platforms to streamline scheduling, automate compliance, and reduce overtime costs. These tools help align staffing levels with forecasted occupancy and event demand, minimizing idle labor while maintaining service quality.

Source:
(1) Canary Technologies 2025, "Navigating AI: Emerging Trends in Hospitality."

Hospitality Operators Are Prioritizing Continued Investment in AI

Percent of Hotelier Responses⁽¹⁾





Hospitality Technology | AI Impact Overview (cont.)

AI Use Cases in Hospitality Technology



1 Real-Time Revenue and Demand Optimization

Integrations with AI can leverage real-time signals, including bookings, pick-up pace, channel mix, competitor rates, event calendars, and cancellation metrics, to forecast demand by segment and length-of-stay, and to recommend price moves.



2 Guest Personalization

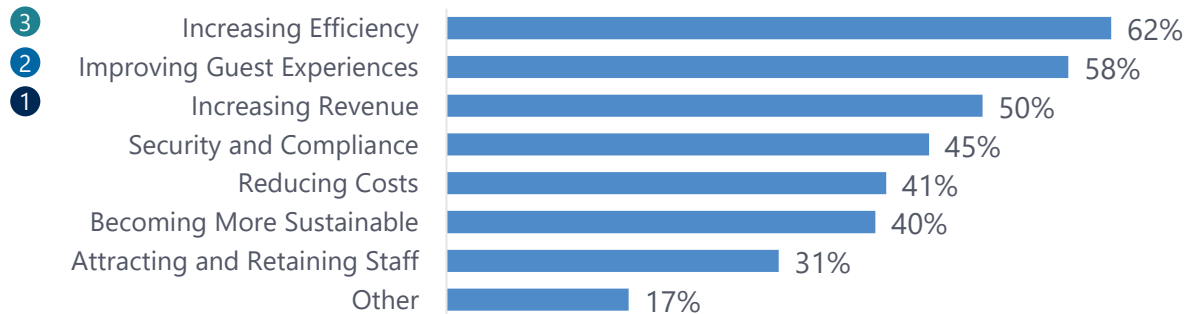
AI unifies guest profiles and past behaviors to deliver tailored offers, room preferences, and upsell suggestions, creating seamless, personalized experiences that boost satisfaction and loyalty.



3 Streamlining Hospitality Operations

Systems enabled with AI can automate routine tasks like check-in, payment verification, and housekeeping dispatch, reducing manual effort and freeing staff to focus on other facets of hospitality management.

Hoteliers When Asked About Their Top Tech Investment Goals⁽¹⁾



Sources:

(1) Canary Technologies 2025: "Navigating AI: Emerging Trends in Hospitality."

(2) Choice Hotels' News: "Pat Pacious on AI and the Future of Hospitality Technology."



We are on the cusp, as an industry, of some pretty significant change as to how consumers find hotels... Making sure that our owners' hotels are being showcased in the right places is critical to what we've been doing as a business for as long as we've been around... AI isn't just something that sits in the tech department—it's something that's core.⁽²⁾



—Patrick Pacious, President and CEO, Choice Hotels International

Hospitality Technology | Company Case Studies



"We've invested heavily in these areas—improving data accuracy, enriching the dataset, and strengthening our processes... **The power of our data is that we can track the evolution of a property**—before purchase, after improvements, and over time."⁽¹⁾

—Rohit Bezewada, CEO, AirDNA



Property Management

Short-term rental management tools to compare with other managers, forecast revenue, and analyze reviews.

Property-Level Performance Data

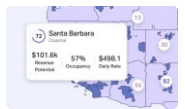
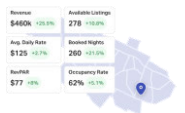
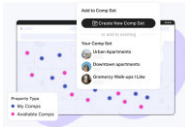
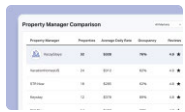
Compares performance across markets and builds custom vacation rental insights for profitable markets.

Tourism Insights

Allows managers to understand monthly trends, view performance by listing attributes, and conduct reporting.

Real Estate Investment Analytics

Discovers profitable markets, evaluates vacation rentals, and builds and manages portfolio data reporting.



120K
Global Markets

10M
Properties Tracked

1.3M+
Users on Platform



"It is answering **80% of guest messages**. It is creating content that they don't have to come up with and write. It is, on a daily basis, making a real impact—that they are paying for."⁽²⁾

—Satjot Sawhney, President and Co-Founder, Canary Technologies



AI Guest Messaging

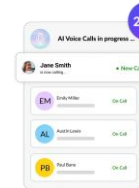
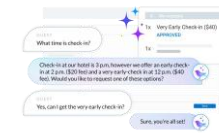
Serves intelligent responses to guests, auto-generates service tickets, and frees up staff for tasks requiring human interaction.

AI Voice

Canary's AI Voice handles customer-facing inquiries at both the front desk and call center level. It also manages bookings, customer service, FAQs, and more.

AI Webchat

Turns website visitors into customers by automatically answering questions while travelers browse hotel websites, increasing direct bookings and saving staff time.



20K+
Hotels on Platform

100+
Countries

No. 1
Mobile Check-in Fraud Solution

Sources: Company website, press releases.

(1) AirDNA 2025, "Data, AI, and the Future of STR Tech With AirDNA CEO Rohit Bezewada."

(2) Skift 2025, "Canary Technologies Founders: What's Next After Raising \$80 Million for Hotel Tech."



Hospitality Technology | Company Case Studies (cont.)



"The hospitality industry is undergoing a period of rapid transformation, driven by shifting guest expectations, increased operational costs, and economic volatility. **Hoteliers need more innovative, more robust, and more effective technology solutions to meet their needs.**"⁽¹⁾

—Alex Zohglin, CEO, Duetto



AI-Enabled Strategy Before Forecast

Yields all segments, room types, and distribution channels in real time, optimizing revenue based on market demand and guest satisfaction. Robust features can factor in competitor rates and pace with granularity.



Data-Driven Intelligence

Easily extracts actionable insights to make the right decision, for the right property, at the right time, without spending hours on manual, complex analysis or having to export data into a separate system.

6.8K
Properties on Platform

60+
Countries

One in Three
U.S. Casino Resorts With Duetto



"... With the power of the Track platform, **we're setting the stage for smarter operations, stronger performance, and unforgettable stays.**"⁽²⁾

—Boogie Wittenburg, CEO, TravelNet Solutions



Track AI: New Capabilities in Development

Proactive Customer Service and Guest Assistance

Handles routine requests on behalf of the user, anticipating guests' needs such as extra beach towels or other common requests.

AI for Listing and Reviews

Impending capabilities include rewriting or improving listing descriptions across platforms such as Airbnb and Vrbo, enabling cross-platform consistency and automation.

Guest Personalization

Processes guest preferences and past behavior to personalize offers, upsells, and communication, enabling tailored experiences for repeat customers.

~27%
RevPar Market Beat in 2024

78M
Transactions Recorded

632K
Owner Statements Reconciled

Sources: Company website, press releases.

(1) PhocusWire 2025, "Travel Industry Veteran Alex Zohglin Appointed CEO of Duetto."

(2) Track 2025, "Natural Retreats Partners With Track Hospitality Software to Elevate Guest Experience and Operational Excellence."

Field Service Management | AI Impact Overview

Key Themes in Field Service Management

Predictive and Proactive Services



The proliferation of IoT-enabled devices in industrial and commercial settings is transforming FSM from reactive maintenance to predictive and proactive service delivery.

Real-Time Visibility



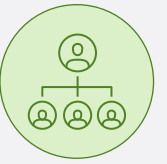
Sensors embedded in equipment provide real-time telemetry on performance, usage, and health, enabling service providers to anticipate failures. This also supports remote diagnostics and over-the-air updates, minimizing the need for on-site visits and lowering operational costs.

Optimizing Service Delivery



Workforce optimization in FSM is increasingly focused on balancing efficiency with customer experience through advanced scheduling algorithms and resource allocation. Modern platforms leverage real-time data on technician location, skill sets, certifications, and job complexity to dynamically assign tasks, reducing travel time and improving first-time fix rates.

Source:
(1) Salesforce, "3 Field Service Trends Today's Leaders Need to Know."



Customer Expectations Rise While Technicians Face High Demand

Percent of Mobile Workforce Responses⁽¹⁾

My workload has increased over the past year.



I support more products/services than I did a year ago.

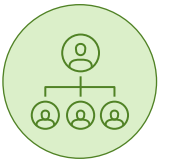


My cases are more complex than a year ago.



66%

Of technicians report experiencing burnout on the job at least once a month, highlighting operational gaps in field service management.⁽¹⁾



Field Service Management | AI Impact Overview (cont.)

AI Use Cases in Field Service Management

Automated Staffing and Procurement

AI determines which technicians to assign to each service call and ensures the right parts and equipment are pre-positioned, improving first-time fix rates and reducing repeat visits.

Intelligent Dispatch and Routing Optimization

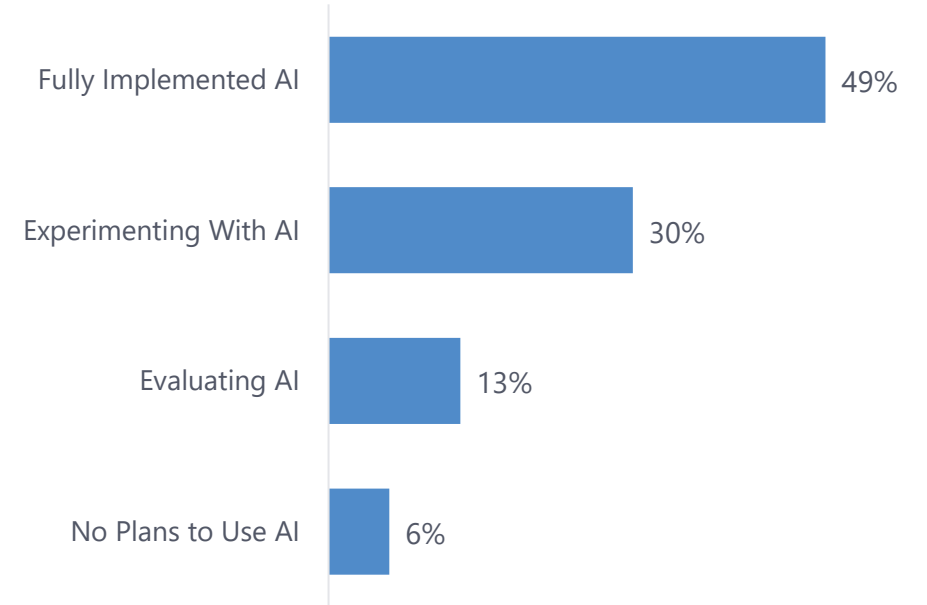
AI dynamically assigns and routes service jobs based on urgency, location, skills, and SLAs to reduce response times and maximize technician productivity.



Predictive Maintenance

AI analyzes asset performance data to predict equipment failures, proactively notify technicians and customers, and automatically schedule service calls to maintain uptime—critical for industries with mission-critical equipment and machinery.

Service Teams When Asked About Their Plan to Increase Their AI Investment⁽¹⁾



Industry Commentary



Tamar Rosati,
VP, Product, ServiceTitan



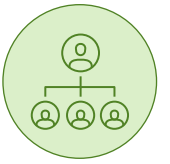
... Data comes from everywhere: capacity, scheduling, dispatching, technician performance. There's so much optimization of the business that's possible because machines are good at looking across everything and coming up with recommendations or optimizations that a human wouldn't be able to come up with.⁽²⁾

Sources:

(1) Salesforce, "3 Field Service Trends Today's Leaders Need to Know."

(2) ServiceTitan 2025, "A ServiceTitan Roundtable: How AI Is Already Shaping the Future of the Trades."

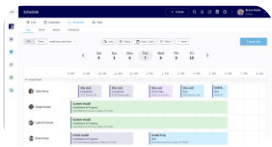
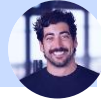
Field Service Management | Company Case Studies



FieldPulse

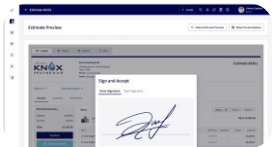
"I think you'll always need that combination of the human element assisted by AI – and that's really what we're focusing on. I don't think we're naturally trying to replace every human in what we do... You have to point it in the right direction too, and so naturally, if you look at different industries, they also operate differently."⁽¹⁾

—Gabriel Pinchev, CEO, FieldPulse



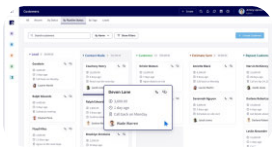
Intelligent Scheduling and Dispatch

Maximizes service delivery and technician capacity with intelligent scheduling capabilities, allowing for on-time arrival at customer sites and preventing service bottlenecks



On-Demand Estimates

Generates professional proposals and invoices on-site with just one click, streamlining the process from discovery to close with significantly fewer steps than traditional workflows



Smart Integrated CRM

Intelligently tracks, manages, and updates all end customers across the sales cycle with visibility into customer interactions, automated follow-ups, and streamlined account management

89%

Average Increase in Customer Revenue

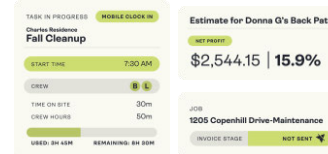
84%

Users With Increased Productivity

GRANUM

"You need to look at our customers' journey, how they interact with you from a CRM perspective... To writing in the estimate, to converting it to a proposal, to scheduling and managing the job, to billing and invoicing for it... We've built team structures around that to make that experience awesome."⁽²⁾

—Mark Sedgley, CEO, Granum



AI-Powered Estimating, Pricing, and Scheduling

Analyzes historical job data, labor costs, and material usage, forecasts optimal project timelines, and offers reporting dashboards to identify inefficiencies.



Intelligent Routing, Dispatch, and Workflows

Optimizes crew routes for minimal travel time and fuel consumption, and triggers follow-ups, invoicing, and reminders based on job status and engagement.



Adaptive Training, Safety, and Compliance

Assigns personalized training modules based on employee performance, flagging gaps that may lead to compliance risks and improving workforce efficiency.

50K+

Contractors Served

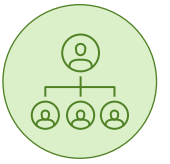
\$10B

Revenue Managed

Sources: Company website, press releases, PitchBook.

(1) Owned and Operated 2025, "AI won't replace people – Gabe Pinchev from FieldPulse Shares How Software Will Transform the Trades."

(2) Intrigue Media 2025, "How Mark Sedgley (Granum) Helps Landscapers Win Back Time & Scale Smarter."



Field Service Management | Company Case Studies (cont.)



*"Our goal has always been to simplify the complex reality of field service work... **We're continuing to invest in our market-leading AI solutions to bring real intelligence to the job lifecycle...**"⁽¹⁾*

—Jim Whatmore, CEO, JobLogic



Predictive Maintenance and Asset Health Monitoring

Monitor equipment performance and predict failures before they occur by analyzing historical service data and IoT sensor inputs.



Intelligent Scheduling and Resource Use

Optimizes engineer dispatch and job scheduling by factoring in location, skill sets, traffic conditions, and priority levels.



Automated Diagnostics and Smart Workflows

The platform employs AI to interpret fault codes, service histories, and real-time data from connected devices, enabling automated troubleshooting suggestions.

95%
Reduction in Paperwork

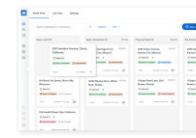
~400
Customers

+95%
Customer Retention



*"What contracts need [is] speed, accuracy, and simplicity... **We're helping roofers eliminate double data entry, reduce ordering errors, and manage projects more efficiently from a single platform.**"⁽²⁾*

—Richard Nelson, CEO, Roofr



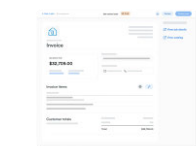
Instant Homeowner Estimates

Roofr's instant estimator allows roofing contractors to accelerate lead qualification and bookings by including specific pricing quotes and scheduling calls autonomously.



Customizable Proposals With Integrated Material Pricing

Creates packaged proposals to close deals significantly faster by offering multiple service options with real-time material pricing updates from ABC Supply integration.



Detailed Invoices With Pricing Pulled From Proposals

Invoices are automatically created by pulling pricing from proposals, ensuring accuracy and alignment, and allowing one-click provisions to customer responses.

5/5
G2 Rating

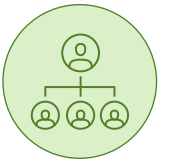
<60 Seconds
Roofr Report Order Process

~Two Hours
Report Turnaround Period

Sources: Company website, press releases.

(1) Vista Equity Partners 2025, "JobLogic Announces Strategic Growth Investment From Vista Equity Partners."

(2) Roofr 2025, "Roofr and ABC Supply Launch Integrated Measurement Reports Inside myABCsupply."



Field Service Management | Company Case Studies (cont.)

SERVICE TRADE

"Scheduling software gives technicians a clear picture of their day or week, cutting down on the phone calls needed to confirm locations or tasks. **Mobile applications let them pull up the full-service history of a device or building on the spot**, so they don't waste time scouring paperwork or calling the office."⁽¹⁾

—William Chaney, CEO, ServiceTrade



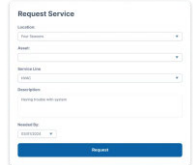
Predictive Analytics and Capital Planning

Analyzes historical service data, equipment performance, and risk factors to anticipate failures, recommend preventative maintenance, and propose capital projects.



Algorithmic Scheduling and Workforce Optimization

Optimizes technician dispatch and job scheduling by considering location, skill sets, urgency, and traffic, ensuring that the right technician is properly assigned.



Automated Customer Communication

Generates polished customer communications, automates follow-ups, and flags anomalies with the corresponding corrective actions.

1.3K+ Customers

\$8B+ Invoiced Annually

21M+ Assets Managed

zinier

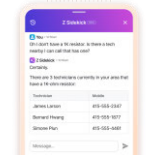
"While everyone is talking about AI chatbots and automation, we're working on something far more profound: **truly autonomous AI Agents that don't just respond to queries, but take initiative, make decisions, and drive real operational change.**"⁽²⁾

—Andrew Wolf, Co-Founder and CPO, Zinier



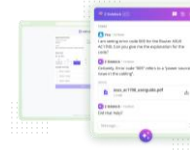
Z Sidekick for Backoffice

Provides instant answers to any workforce and scheduling question, transforming management operations with tailored intelligence and real-time insights.



Z Sidekick for Field Technicians

Helps engineers and technicians tackle fault resolution when and where they need it in the field, allowing for simplified technical tasks, troubleshooting, and improved service efficiency.



Z Sidekick for Customers

Drives customer satisfaction and prevents truck-rolls by providing context-aware answers that resolve technical issues and appointment queries without the wait.

~32% Reduction in Driving Mileage

~23% SLA Compliance Improvement

~45% Reduced Cost of Ownership

Sources: Company website, press releases.

(1) Fire & Safety Journal Americas 2025, "Solving the Technician Training Dilemma."

(2) Zinier 2025, "Get Ready For the Future of Field Service: AI Agents."

Transportation Technology | AI Impact Overview



Key Themes in Transportation Technology

EV Infrastructure and Fleet Transition



Electrification is reshaping transportation by driving large-scale investments in charging networks, battery technology, and grid integration. Fleet operators, particularly in logistics and public transit, are prioritizing EVs to meet sustainability mandates and reduce the total cost of ownership.

Dynamic Routing and Predictive Analytics



AI-driven logistics platforms are transforming how goods move by leveraging real-time data from traffic patterns, weather conditions, and inventory levels to optimize delivery routes and schedules, which reduces fuel consumption and improves on-time performance.

Proactive Risk Mitigation

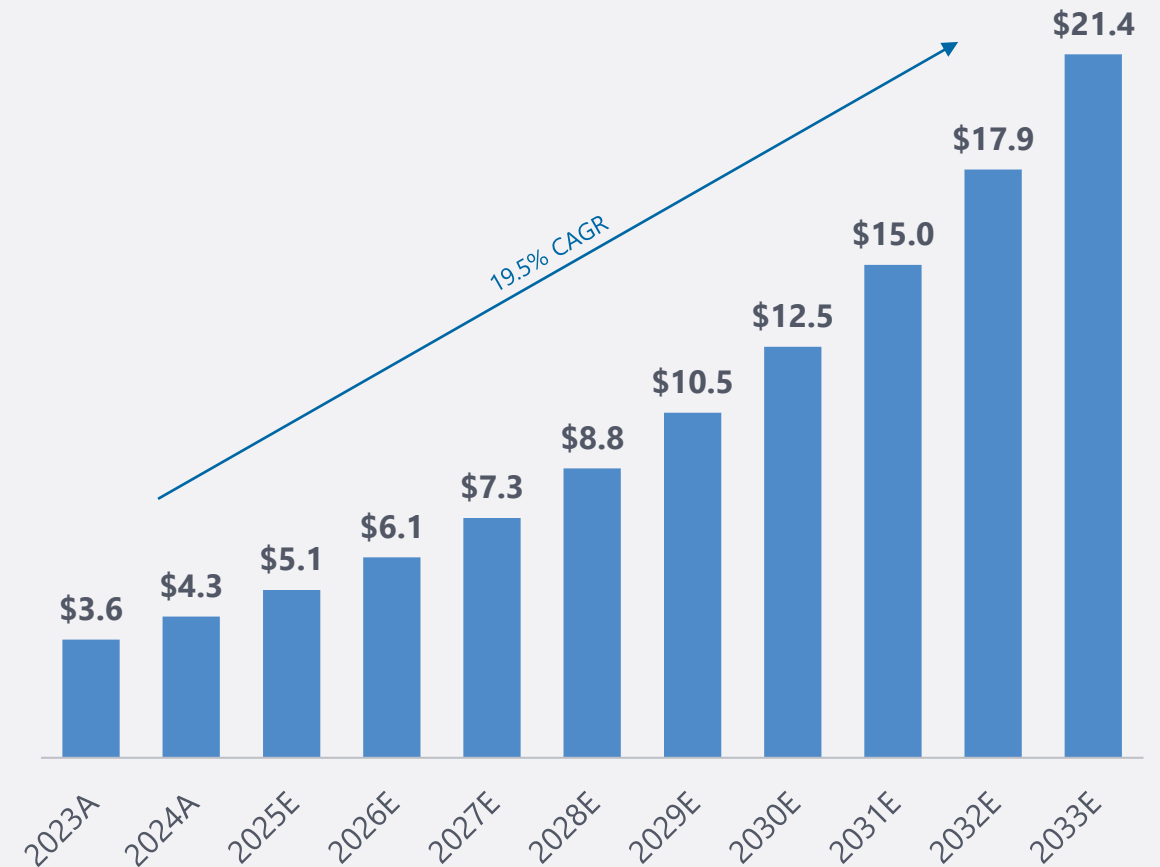


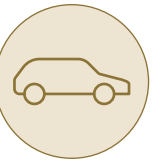
Safety analytics in transportation is evolving from reactive incident reporting to predictive risk management. Advanced telematics and sensor data are analyzed to identify patterns in driver behavior, vehicle health, and environmental conditions, enabling operators to intervene before accidents occur.

Source:
(1) Dev Technosys.

Global AI in Transportation Market Projected Growth

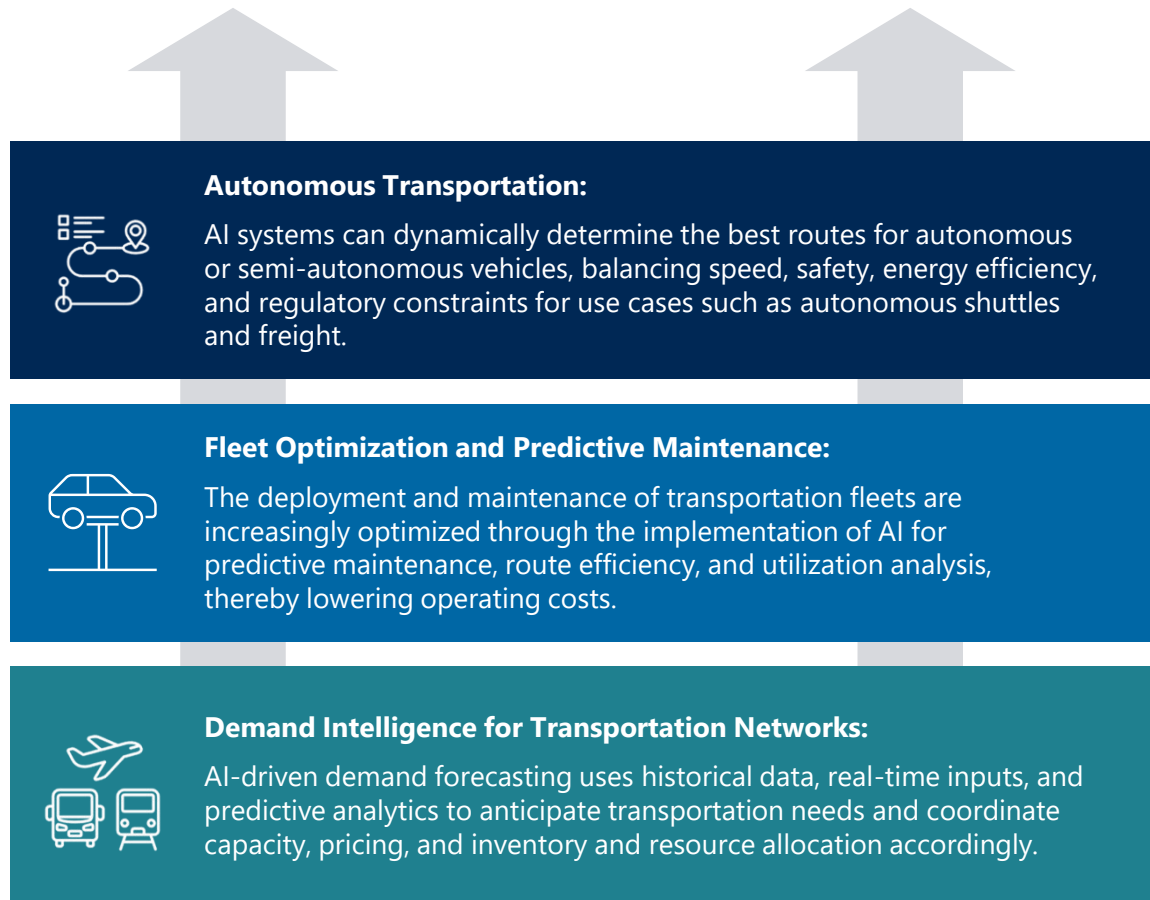
Market Size, 2023–2033 (\$B)⁽¹⁾





Transportation Technology | AI Impact Overview (cont.)

AI Use Cases in Transportation Technology



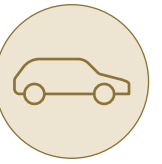
Industry Commentary



If you think about autonomous vehicles, that's the ultimate in artificial intelligence, coupled with machine learning. That really leads to a world where we're going to be safer because 90% of accidents that happen on the roads today were caused by human error. So, if we have the technology that doesn't drive impaired or sleepy, that knows all the traffic laws, follows all of them, that's going to lead to safer roads for everyone.⁽¹⁾

Marry Barra,
CEO, General Motors

Source:
(1) Reuters, "CEO Barra Backs GM's Push for Autonomous Vehicles."



Transportation Technology | Company Case Studies



"... Tools like iPacket Recon play a quiet but important role. By structuring each step of the process and tracking it in real time, dealerships gain clarity on where every car is, what's holding it up, and who's responsible for moving it forward. **The goal isn't to micromanage—it's to remove guesswork.**"⁽¹⁾

—Dan Anton, Director, iPacket Recon



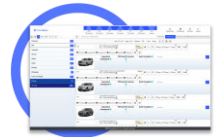
"Commercial driving is a regulated job, with a long and arduous job application. As a result, there's a tremendous drop-off over the course of that application. Foley allows recruits to **submit an application simply by taking a picture of their commercial driver's license with their phone.**"⁽²⁾

—Joel Sitak, CEO, Foley



AI-Enabled Data Retrieval

Uses predictive AI models to automatically fill in missing OEM data for vehicle listings, reducing manual entry and ensuring accurate, complete vehicle information.



Intelligent Content Generation

Leverages AI to create dynamic, personalized vehicle presentations, along with automated follow-up messaging and tailored content for buyer profiles.



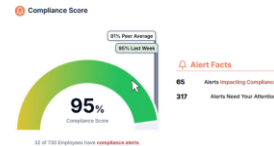
Real-Time Analytics and Insights

AI-driven heatmapping and engagement analytics allow dealers to understand which parts of a digital packet customers interact with the most, informing sales.

4x
Average Customer Packet Views

20M+
MSRPs in iPacket System

30+
OEM Automations



Automated Compliance Monitoring

Continuously scans and analyzes driver qualification files, drug and alcohol testing records, and DOT compliance data, flagging risks before they become violations.



Intelligent Document Processing

AI-powered data extraction tools process large volumes of documents, reducing manual data entry and speeding up onboarding for drivers.



Predictive Risk Analysis

Assesses historical compliance data to predict which drivers or carriers might pose higher safety or regulatory risks, enabling proactive intervention.

50K+
Companies Using Foley

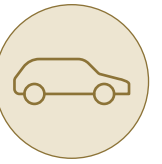
No. 1
DOT Compliance Provider

85%
Avg. Onboarding Time Saved

Sources: Company website, press releases.

(1) iPacket 2025, "Why Recon Visibility Matters – And How iPacket Helps."

(2) RideZum 2025, "Driving America Forward with Joel Sitak."



Transportation Technology | Company Case Studies (cont.)

IRON SHEEPDOG

*"By giving brokers a technology platform that incentivizes haulers, helps reduce administrative burden, and alleviates cash flow challenges, **they can provide better service and grow their business.**"⁽¹⁾*

—Mike VanSickel, CEO, Iron Sheepdog



Smart Dispatch Optimization

Analyzes job locations, truck availability, and subcontractor performance history to recommend the most efficient dispatch assignments.



Predictive Scheduling

Forecasts job completion times and resource needs based on historical data and real-time conditions, allowing contractors to avoid bottlenecks.

Automated Compliance Checks

Scans subcontractor profiles for insurance, certifications, and safety compliance, flagging issues before they impact operations and minimizing manual verification.

8K+

Trucks on Platform

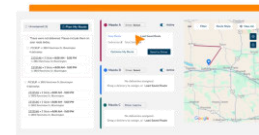
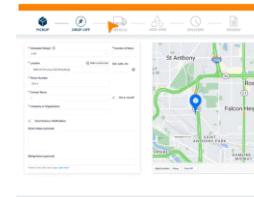
Millions

Of Loads Tracked and Paid

Dispatch®

*"Compared to pre-AI methods that relied on static routing rules or dispatcher intuition, **our platform now responds dynamically to real-world conditions at scale.**"⁽²⁾*

—Andrew Leone, Co-Founder and CEO, Dispatch



AI-Powered, On-Demand Delivery

Allows customers to schedule time-critical deliveries in minutes and track each mile in real time. Connects AI-powered routing with a nationwide network of delivery professionals.

Optimized End-to-End Delivery Management

Efficiently tracks, routes, and manages fleets with the capability to tap into Dispatch's driver network for overflow orders based on AI-enabled routing optimization.

Unified Power for Modern Logistics

Brings every aspect of operations, from orders, routing, fulfillment, analytics, and support into a powerful, connected platform that leverages AI to empower logistical efficiency.

54K+

Businesses Served

77M+

Customer Miles Saved

\$316

Average Driver Pay

Sources: Company website, press releases.

(1) SJF Ventures 2024, "Iron Sheepdog Raises \$10M in Series B Funding From Strategic Partners."

(2) Business Insider 2025, "AI Transforms Last Mile Delivery Predictive Analytics Route Optimization."

Supply Chain Software | AI Impact Overview



Key Themes in Supply Chain Software

Real-Time Visibility



Supply chain leaders are prioritizing platforms that **deliver end-to-end shipment tracking and predictive insights across global networks**. Solutions leverage IoT sensors, APIs, and AI analytics to provide real-time status updates and exception alerts.

Process Automation



Organizations are increasingly adopting automation tools for planning, execution, and compliance workflows to **reduce manual intervention and errors**. These platforms integrate order management, transportation planning, and warehouse operations into unified systems, enabling faster cycle times and cost optimization.

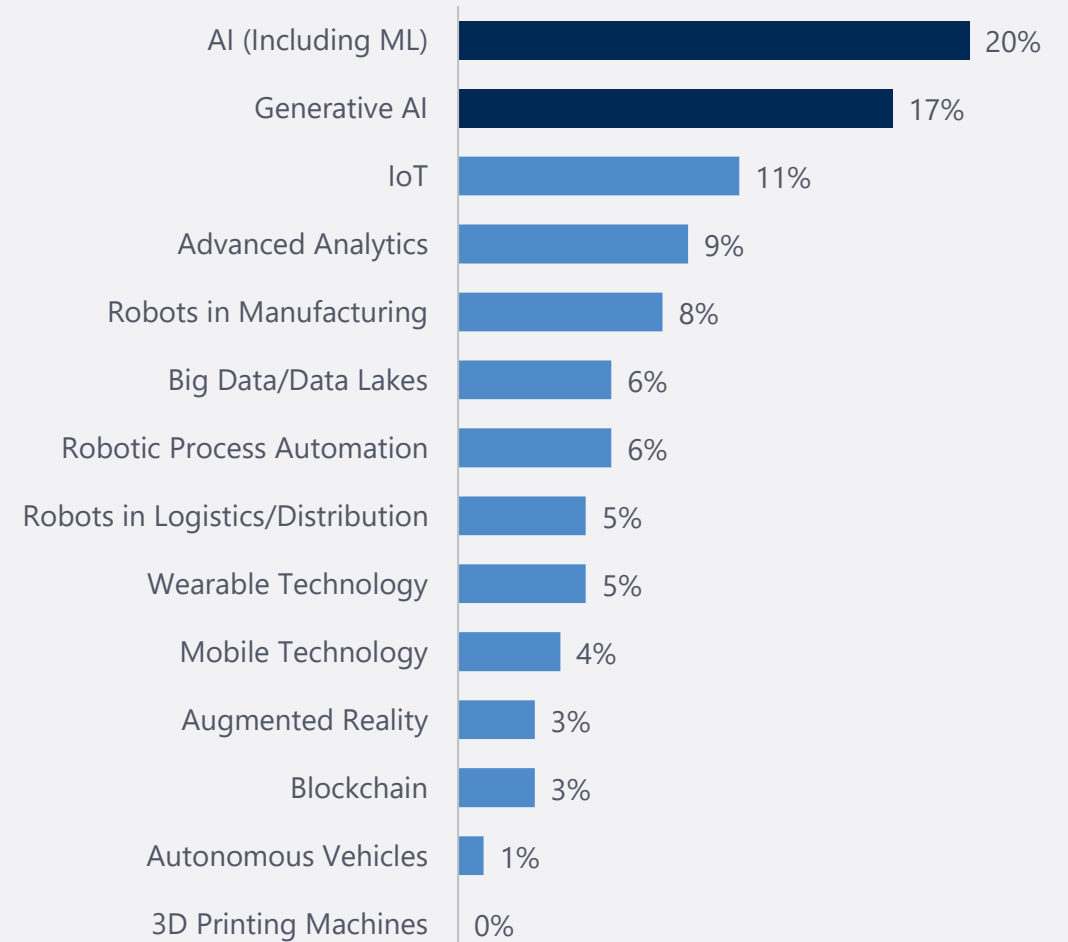
Data Interoperability



Supply chain ecosystems **involve fragmented data across ERP, WMS, TMS, and supplier systems**, creating visibility gaps. Companies are investing in cloud-native platforms and APIs that consolidate data into a single source of truth, unlocking actionable insights for forecasting, inventory optimization, and risk management.

ML and Generative AI Are Key Priorities in Supply Chain Software

Top Priorities of Supply Chain Professionals⁽¹⁾

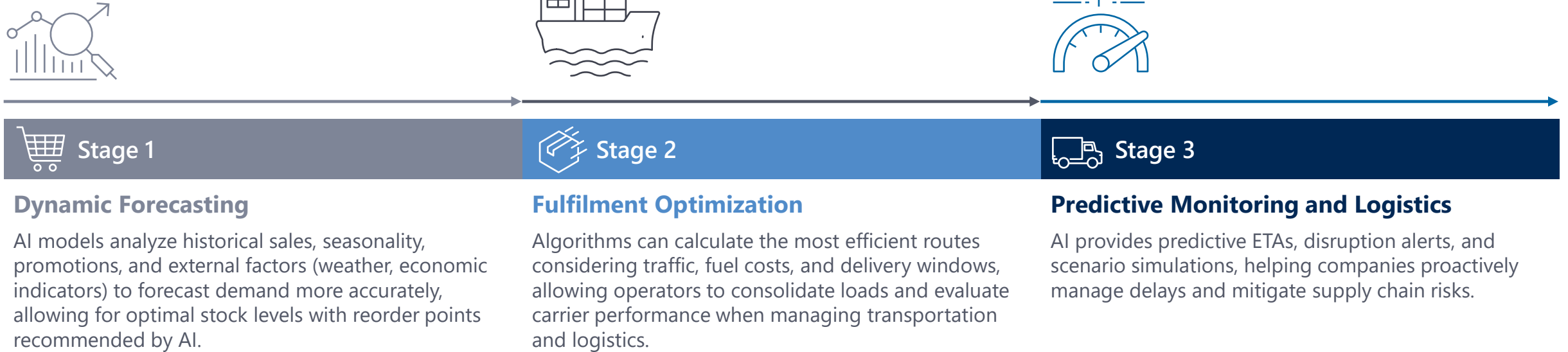


Source:
(1) 2024 Gartner Digital Business Impact on Supply Chain Survey.



Supply Chain Software | AI Impact Overview (cont.)

AI Use Cases in Supply Chain Software: Supply Chain Lifecycle



Industry Commentary



Kathleen Walch,
Project Management Institute



With the help of AI, supply chain operations are becoming smarter and more efficient. What used to be fraught with inefficiencies, delays, and unpredictability is now becoming more streamlined. AI is helping supply chains become more efficient, driving down costs, and predicting potential impacts before they become an issue. Automation and AI tools are also helping more effectively forecasting supply and demand, reroute goods in real time, and avoid potentially costly delays.⁽¹⁾



Supply Chain Software | Company Case Studies



*"The speed of change in business has never been greater. The constantly evolving landscape of shifting buyer behavior and new regulations, including tariffs, means that business leaders are often in informational overload. **We believe agentic AI represents the future of innovation**—enabling software to act with speed and precision."⁽¹⁾*

—Prashant Agrawal, Founder and CEO, Impact Analytics



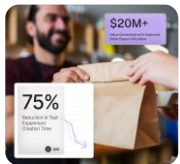
AI-Based Retail Optimization

Enables end-to-end control of merchandising operations with insights and solutions for planning, assortment, inventory, and pricing.



AI-Enabled Manufacturing Efficiency

Reduces customers' manufacturing and other operational costs with AI-led demand estimation for accurate decisions to help you get ahead.



Quick-Service Restaurant Management

Helps quick-service vendors lead with clarity in real time across restaurant demand, pricing, and service decisions, boosting both financial performance and customer satisfaction.

\$2B+
Value Delivered to Clients

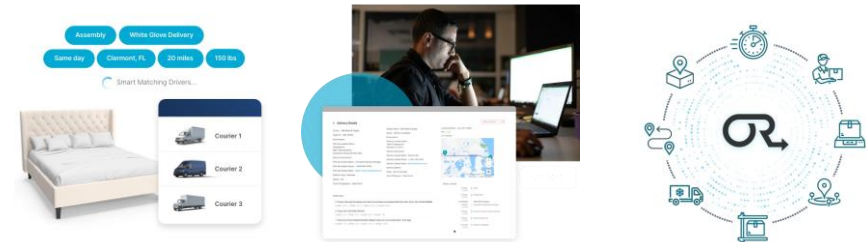
60%+
Reduction in Clients' Lost Sales

2M+
Machine Learning Models



*"We have a large network that allows us to execute, not just connect with a courier, but pick a courier because of price, quality, time of day, zip code, and SKU. **It's a Chief Supply Chain Officer's best friend**, because it allows that professional to let their team do their job but be more accountable."⁽²⁾*

—Bill Catania, Founder and CEO, OneRail



OmniPoint® Platform

OneRail's AI-powered decision-making engine optimizes supply chains for peak efficiency, automatically processing delivery orders and negotiating rates based on the rules set by supply chain managers.

- Delivery order automation, multimodal optimization, and automated rate shopping.
- Real-time last-mile delivery tracking and actionable data visibility.

12M+
Drivers in Network

~1K
Carrier and Courier Companies

Sources: Company website, press releases.

(1) Global Newswire 2025, "Impact Analytics Secures Series D Funding to Accelerate Global Expansion and Lead in Agentic AI."

(2) Let's Talk Supply Chain 2025, "AI-Powered, Human-Led—Discover the Future of Routing With OneRail."

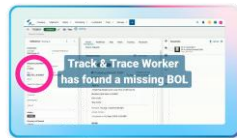


Supply Chain Software | Company Case Studies (cont.)



"2025 proved that when AI is woven into the core of an end-to-end TMS, the rhythm of a supply chain changes. Workflows sharpen, decisions speed up, and teams get their day back. And we're going to push that even further in 2026."⁽¹⁾

—Gregory Price, Co-Founder and CEO, Shipwell



Track and Trace AI Worker

Monitors every shipment, flags exceptions, and even coordinates with carriers to resolve issues before they become problems, freeing teams and ensuring reliable visibility.



In-App AI Assistant

Makes everyday logistics easier by allowing teams to create orders, build recurring shipments, and apply special filters to view operational data with modularity.



[In Development] The Next Wave of AI Workers

Shipwell is innovating its base of AI workers by expanding its autonomous capabilities into knowledge and process, logistics planning, and settlement and freight audit.

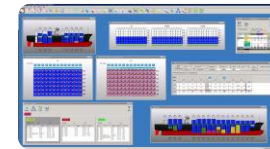
70%
Manual Overhead Tracking Reduction

60K+
Monthly Active Users



"The appetite for AI and automation is growing, but readiness is the real hurdle... Terminals need to invest in the basics: a modern data platform, clear governance, and optimization tools that turn information into action. That's what creates smarter, more resilient operations."⁽²⁾

—Chad Van Derrick, VP of Software, Tideworks Technology



Predictive Yard and Vessel Planning

Locates illegally parked or moving vehicles with incredible accuracy, utilizing computer vision and ML to pinpoint the location of detected vehicles along bus routes.



Equipment Dispatch Optimization

The AI Perception Engine identifies and documents traffic violations while the bus is moving and enhances privacy by uploading only the data necessary for prosecution.



Automated Gate Operations

Integrates seamlessly with violations processing systems to issue citations, enabling easy management of traffic rules, and can provide advanced aggregated data analysis.

85+
Intermodal Pro Deployments

15+ Years
Of Intermodal Pro Operations

Three of Six
Class I U.S. Railroads Served

Sources: Company website, press releases.

(1) Burlington County Times 2025, "Shipwell Reports 30% Revenue Growth in 2025 as AI-Integrated TMS Adoption Accelerates Across Shippers."

(2) Businesswire 2025, "AI is Influencing Operational Planning: Need to Improve Digital Readiness."

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