



HOT SHOT TMS · INVESTOR ONE-PAGER

At-a-glance · Confidential

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One TMS · Any Company · 60 seconds to skin

◆ THE 60-SECOND PITCH

Hot Shot TMS is the first Transportation Management System that ****re-themes** itself for any company in 60 seconds**. Type the company name → Claude Sonnet generates the brand profile → the entire app — colors, sample data, ERP context, document headers — reshapes around the prospect during the sales call.

◆ WHY NOW · WHY US

- SAP/Oracle TM implementations take 6–18 months and cost \$500K–\$2M.
- Mid-market shippers (\$100M–\$2B) are systematically priced out.
- Oliver Cummins has spent **13 years** in supply chain & logistics across all six modes. Currently Transportation Analyst (prev. Fortune-500 industrials). Plymouth, MN.
- Every screen was prototyped on real loads, real BOLs, real escalations.

◆ THE PLATFORM

- **50+ modules · 200+ API endpoints · 16 themes · 77-brand directory**

FIELD	DETAIL
9 ERP CONNECTORS	SAP, Oracle, D365, NetSuite, Infor, Sage, Epicor, IFS, REST
14 LAUNCH-DAY INTEGRATIONS	5 load boards, 3 factoring, RMIS, Carrier411,

Resend, QuickBooks, FMCSA, Tivly — all pre-wired, Fernet-encrypted vault

- **45-metric carrier scorecard** · CSCMP/ATA/ISO 9001 aligned
- **AI Co-Pilot** · Claude Sonnet 4.5 via Emergent universal key
- **Brand-aware document engine** · BOLs/PODs render in < 800ms

◆ MARKET & BUSINESS MODEL

FIELD	DETAIL
TAM	\$15.3B global TMS (Gartner 2030 forecast)
SAM	\$4.2B North American mid-market

SOM (Y3)	\$12M (50 logos × \$240K ACV)
PRICING	\$24K base + \$2K/integration + \$0.10/shipment

- **70% gross margin** at scale · sub-\$5K CAC via founder-led sales

◆ THE ASK

\$1.5M seed SAFE @ \$8M cap, 20% discount. 5 anchor logos by EOY 1.

25 logos by EOY 2. 50 logos and Series A milestone by EOY 3.

◆ CONTACT

Oliver Cummins · Founder · Hot Shot TMS · Plymouth, Minnesota

oliver@oriseifreightsolutions.com