

Connections you can rely on.

AI-native supply chain management — from forecasting and reordering to supplier negotiation, fully automated.

PRE-SEED · APRIL 2026

SYNAPSIO.SOLUTIONS



● THE PROBLEM

Supply chains are **broken** for everyone below the Fortune 500.

Enterprise AI costs €50K+ and takes 18 months to deploy. So SMEs run global operations on spreadsheets and gut feeling — and pay for it in overstocks, stockouts and margin.

01 · HIDDEN COST

€920B

Annual waste

Supply chain inefficiencies cost businesses up to 20% of operational costs — overstocking, stockouts, wasted procurement spend.

ECONOMIST INTELLIGENCE UNIT · 2021

02 · BLIND OPERATIONS

73%

No visibility

Of SMEs lack end-to-end supply chain visibility. Decisions on inventory worth millions get made on gut feel and last quarter's Excel file.

CAPGEMINI RESEARCH · 2021

03 · LOCKED OUT

0%

AI access for SMEs

Enterprise SCM suites cost €50K+ per year and take 18 months to deploy. The ~3.5M SMEs in DACH are effectively locked out.

INTERNAL ANALYSIS · GARTNER 2025

→ The result: **overstocking, stockouts, blown margins,** and slow reaction when geopolitical pressure makes volatility worse.

● OUR SOLUTION —

An AI that **learns your business** and runs your supply chain — *autonomously.*



01 - Learns

Learns

Ingests your order history, monitors your industry, and builds a living knowledge graph of every product, supplier and pattern in your business.

HISTORY INDUSTRY SIGNALS KNOWLEDGE GRAPH



02 - Plans

Plans

Forecasts demand, optimizes safety stock, and compares suppliers on price, availability and lead time — continuously, not once a quarter.

FORECASTING STOCK OPTIMIZATION SUPPLIER MATCHING



03 - Executes

Executes

Places orders, negotiates with suppliers, tracks deliveries, and routes approvals — so your team stops firefighting and starts growing.

AUTO-ORDERING APPROVALS TRACKING

- Built for SMEs.
- Setup in days, not months.
- Zero consultants needed.

THE PRODUCT

LIVE IN PRODUCTION

A working product. *Not a roadmap.*

Running today at [app.synapsio.solutions](#) — every module below is built, deployed and ready for customers.

Days

Setup time to go live

EN · DE

Localized from day one

GDPR

EU-compliant architecture

24/7

Autonomous operations

app.synapsio.solutions/dashboard

SYNAPSIO

Dashboard

Inventory

Orders

When Orders

Approvals

Exceptions

Suppliers

Minispheres

Intelligence

Ask Synapsio

Reports

Settings

4 orders waiting for your approval

AI is working — Forecasting demand in progress

€122K

4

6

11

€63.360

20

€124.170

~15h

AI activity

Order Created

Order Created

Anomaly Flagged

Status Updated

Order Created

Forecast Updated

Orders Considered

Command dashboard

HOME

/intelligence

AI intelligence

INSIGHTS

/suppliers

Suppliers

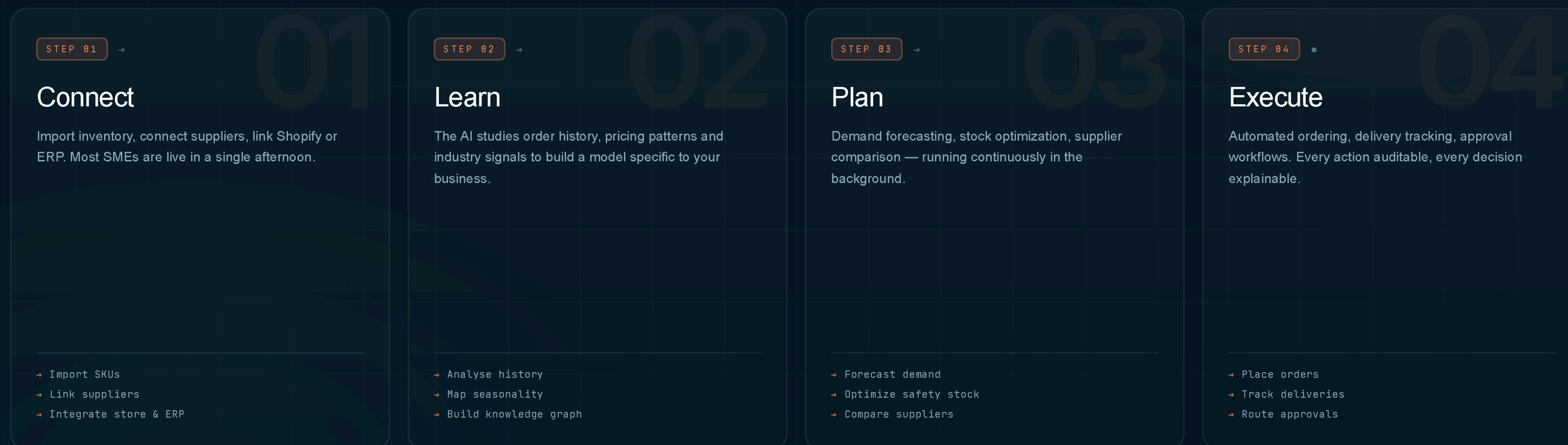
NETWORK

- Automated ordering
- AI approvals
- Ask Synapsio (NL queries)
- Shopify integration
- ERP sync
- Carrier tracking
- Multi-company access
- Role-based permissions

• HOW IT WORKS —

Four steps — from first import to *running on autopilot*.

The customer stays in control on day one. The more they trust it, the more they hand over.



Human-in-the-loop when it matters. • Fully autonomous when you trust it.

● WHAT MAKES US DIFFERENT —

Four things nobody else does together.

01 —

AI-native, not bolted on

Every core workflow was designed around AI decisions from day one — not added later on top of a 1990s process.

02 —

Built for SMEs

Affordable pricing, fast to deploy, zero consultants. The first platform that treats the Mittelstand as its primary customer.

03 —

Learns per company

Every instance becomes uniquely yours — forecasts and decisions tuned to your products, suppliers and seasonality.

04 —

End-to-end in one platform

Forecasting, ordering, approvals, delivery tracking — one system instead of five. No integration tax.

“

You don't configure rules. You don't run reports.
You just **don't run out of stock** anymore.

— SYNAPSIO, IN ONE SENTENCE

MARKET OPPORTUNITY

How we get to a €9M ARR floor — bottom-up.

DACH only. Subscription only. Conservative assumptions. The transaction layer and EU expansion sit on top.

THE MATH

Reachable DACH SMEs

Manufacturers, producers, DTC · 50–500 SKUs

~50,000

5-year target penetration

Less than half of one Mittelstand niche

5%

Average contract value

Blended across Base, Advanced & Enterprise

€3,600_{yr}

5-year target ARR

€9M

GLOBAL TAM · AI SCM

€45B+

Growing at ~35% CAGR through 2030. The DACH SOM is our wedge — the rest of the EU and the transaction layer are the upside.

This is the floor, not the ceiling. We're modelling subscription in a single market, before the marketplace flywheel kicks in.

SOURCES · GARTNER, IDC 2025 · EUROSTAT 2024 · STANFORD AI INDEX 2025 · BOTTOM-UP ASSUMPTIONS INTERNAL

Predictable SaaS today. *Infrastructure* tomorrow.

A single, unified revenue arc — starting with subscription, adding a transaction layer once the marketplace is live.

2026 · TODAY

Subscription

One flat monthly subscription per company. Customers pay for software that replaces weeks of manual supply chain work — revenue is predictable from day one and scales linearly with logos won.

MECHANIC · FLAT MONTHLY FEE PER COMPANY

2027+ · MARKETPLACE LIVE

+ Transaction layer

Every order placed through the marketplace generates a fee on top of subscription. Rates sit between *0.5% and 5%* per order — the larger the order, the lower the percentage. Revenue compounds with customer activity, not just customer count.

MECHANIC · 0.5-5% FEE PER ORDER · RATE DROPS WITH ORDER SIZE

SUBSCRIPTION TIERS				
Getting Started SMALL OPS	Base GROWING	Advanced ESTABLISHED	Enterprise CUSTOM	

01 · FLOOR

Recurring revenue from day one

Every logo contributes predictable monthly revenue the moment they sign.

02 · UPSIDE

Compounds with usage

The more orders a customer routes through us, the more we earn — without raising prices.

03 · MOAT

Take rate rewards scale

Rates drop as a customer grows. The bigger they get, the harder it is to leave.

● COMPETITIVE LANDSCAPE

ERPs weren't built for this. SCM tools weren't built *for SMEs.*

CAPABILITY	ERP Systems SAP · OD00	SCM Tools COUPA · TACTO · JAGGAER	Synapsio AI-NATIVE SCM
AI-native architecture	No	Partially	● Core
Autonomous operations	No	Limited	● End-to-end
SME-friendly pricing (<€300/mo)	No	No	● Yes
Setup time	6–18 months	1–3 months	● Days
End-to-end (forecast → delivery)	Partial	Partial	● Yes
Integrated marketplace	No	No	● On roadmap

The only AI-native, end-to-end SCM platform purpose-built for the SME segment.

● WHY NOW

Three forces converging — *for the first time.*

01 • Technology

Models reached production reliability

2×

Foundation model performance roughly doubled in three years. For the first time, enterprise-grade AI is affordable and reliable enough to trust with operational decisions.

STANFORD AI INDEX • 2025

02 • Market pressure

SMEs are already feeling the squeeze

63%

Of businesses report higher-than-expected losses from supplier disruptions. Geopolitics is compressing margins and breaking supply chains — SMEs feel it hardest.

WTW GLOBAL RISK SURVEY • 2025

03 • Budget shift

Money is moving to AI-native tools

>35%

CAGR in AI-based SCM spend through 2030. Budgets are actively migrating away from legacy tools into AI-native platforms right now.

GARTNER, IDC • 2025



The window to build the

default SME supply chain platform

is now — while incumbents are still retrofitting legacy systems. First mover with the AI-native stack wins the category.

● GO-TO-MARKET —

Focused entry. *Compounding wedge.*

Win DACH manufacturers first. Let each buyer pull suppliers onto the platform. Expand outward once the network is self-reinforcing.

● NOW → Q3 2026

Direct wedge

Hand-picked DACH manufacturers and producers. White-glove onboarding. 60-day free pilot. Tight customer loop.

● Q3 '26 → Q1 '27

Vertical expansion

Expand into adjacent verticals: mechanics, electronics, restaurants, DTC brands. Referral program layered in.

● 2027

Marketplace flywheel

Marketplace MVP launches. Every buyer pulls suppliers onto Synapsio. Transaction revenue begins, organic growth takes over.

● 2028+

EU + autonomy

EU expansion. AI-to-AI communication. Fully autonomous orchestration across interconnected Synapsio instances.

IDEAL CUSTOMER

DACH manufacturer or producer, 50–500 SKUs, 3–20 suppliers, today running on spreadsheets or a basic ERP.

● ROADMAP & MILESTONES

The hard part is *already built*.

Two founders. Six months. A fully working AI-native supply chain platform in production. The next twelve months are about distribution and first paying customers — the vision layer comes after.

Already shipped

DONE · IN PRODUCTION

- SHIPPED End-to-end AI automation — forecasting, ordering, approvals
- SHIPPED Real-time dashboard with AI-powered insights
- SHIPPED Shopify, ERP sync and carrier tracking integrations
- SHIPPED "Ask Synapsio" — natural language query engine
- SHIPPED Multi-company architecture with role-based access
- SHIPPED Live in production · EN / DE · GDPR compliant
- SHIPPED Business Brain — AI tuned per company

Next 12 months

DISTRIBUTION PHASE

- Q2 2026 Demo environment · first 3 pilot customers
- Q3 2026 GmbH incorporation
- Q4 2026 10+ paying customers · PMF signal
- Q1 2027 Marketplace MVP — vision layer begins
- Q2 2027 Seed-ready

● WHERE WE'RE GOING —

Today: an AI manager for *one* company.
Tomorrow: a **network** of them, talking to each other.

The subscription product is the wedge. Two compounding layers come next — a marketplace that makes sourcing autonomous, and AI-to-AI communication that removes coordination between companies entirely.

● FUTURE LAYER · 01 · 2027

AI Marketplace

Every sourcing decision optimised automatically — which supplier, for which order, at what trade-off. Direct producer-to-business trading.

● FUTURE LAYER · 02 · 2028+

AI-to-AI Communication

Your system negotiates with their system — contract terms, delivery windows, exceptions — in seconds, not days.

| Endgame: Synapsio becomes the default operating layer between SMEs and their suppliers — getting smarter with every company that joins.

● TEAM

Two founders. Six months. A complete working product.



Jakob Ibrahim · 19
CEO & CO-FOUNDER

Drove the build of the Synapsio platform end-to-end — working across database, AI workflows and frontend with modern AI tooling. Relentless about shipping, learning fast, and turning ideas into product.

STUDIES BSc Computer Science — TU Berlin
BACKGROUND Sales & Marketing Advisor — Concentrix
FOCUS Product, build velocity, AI workflows



Luis Boy · 20
COO & CO-FOUNDER

Hands-on e-commerce operations at a DTC brand — saw firsthand how much manual work goes into ordering, stock decisions and supplier back-and-forth. Translates that experience into how Synapsio actually gets used.

BACKGROUND E-Commerce Operations — Götze Gold
FOCUS Customer, GTM, operations
LANGUAGES DE · EN

Young, honest, shipping. **Coachable and hungry.**

LOOKING FOR · **Technical advisor / mentor**
· Industry advisors in SCM & logistics

● THE ASK

PRE-SEED ROUND

€150—300K

To turn a working product into a repeatable go-to-market engine —
and be seed-ready in twelve months.

OPEN TO →

SAFE

·

CONVERTIBLE NOTE

·

PRICED EQUITY

·

FLEXIBLE ON STRUCTURE

THIS UNLOCKS

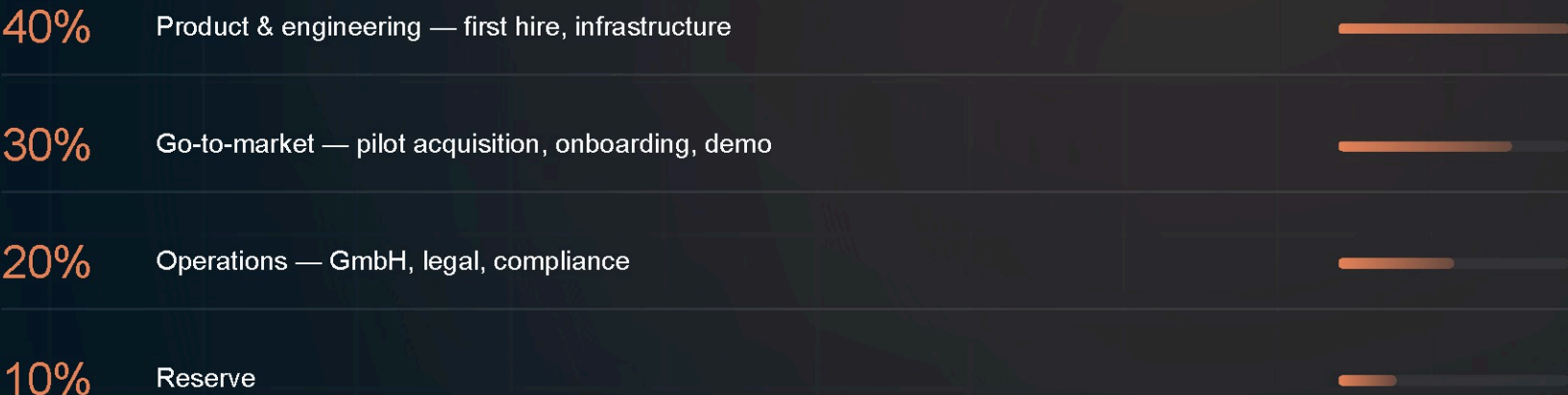
● 5+ paying pilot customers

● Product–market fit validation

● GmbH incorporated

● Seed-ready within 12 months

USE OF FUNDS



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TRY THE APP

app.synapsio.solutions

LINKEDIN

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Luis Boy