

About

Streamline's AI-powered platform revolutionizes supply chain management for mid-market manufacturers and distributors, addressing a \$1.9T market inefficiency. The company integrates demand forecasting, inventory optimization, and collaborative planning leading to 90% stockout reduction, 36% inventory optimization, and the most rapid implementation compared to industry standard.

\$3M

Current ARR

\$20M

Valuation

\$1.9T

Market Inefficiency

\$20B

Market Size by 2026

\$100M+

ARR by 2030

139

Existing Customers

Traction

- **\$8M** total pipeline, **\$1.1M** high-probability deals
- **140%** YoY New Customer Growth
- **ACV:** \$56K/month savings per customer
- **Select customers:** Engie (one of the largest energy companies in Europe), Olympus Japan, Genomma Lab

Next Steps

- Watch Streamline [demo](#)
- Review the full [pitch deck](#)
- Check out the [website](#)
- Join the [deep dive call](#) on Oct 4th

Problem

The supply chain industry faces \$1.9 trillion annual losses due to inefficiencies.

- **Outdated tools:** reliance on Excel leads to inaccurate forecasts, poor budgeting, and time-consuming planning.
- **Lack of visibility:** 69% of companies lack total supply chain visibility, resulting in siloed data and reactive decision-making.
- **Resource constraints:** mid-market companies struggle to implement enterprise-grade solutions due to limited IT capabilities, leading to inventory imbalances and inefficient capital allocation.

Solution & Product Differentiation

Streamline's platform transforms complex supply chain data into actionable insights, enabling real-time decision-making and cross-functional collaboration for mid-market manufacturers and distributors.

- Proprietary AI algorithms enhancing forecasting accuracy
- Comprehensive solution covering the entire supply chain planning process
- Quick implementation enabled by a robust partner network (200+ in 40+ countries)
- Customizability via API or ODBC integrations
- Focus on mid-market segment, bridging the gap between enterprise solutions and basic tools

Team

Alex Koshulko, PhD (Co-founder, CEO/CTO): 10+ years in demand forecasting and optimization; built products used by GE, Honeywell, Canon, and NASA

Gleb Koshulko (Co-founder, Chief Marketing and Strategy Officer): 10+ years in digital marketing

Irene Koshulko (Co-founder, COO): 14 years in financial analysis; ex-Deloitte and E&Y; \$600M IPO experience

Olena Moroz (CFO): 10 years in analytics and finance; CIMA Cert PM

Natalie Lopadchak (VP of Partnerships and Sales): 7+ years in supply chain consulting; built 200+ partner network

Market Opportunity

The global supply chain planning software market is projected to reach \$12B by 2026, growing at a 26% CAGR. Key drivers include:

- High interest rates necessitating efficient capital allocation
- Ongoing supply chain volatility post-pandemic
- Nearshoring trends increasing complexity
- Accelerating AI adoption in enterprise solutions

Streamline's serviceable obtainable market is estimated at \$225-300M annually within five years, targeting the underserved mid-market segment where 67.4% of supply chain managers still rely on Excel-based processes.

TA Ventures Investment Rationale

Disruptive AI solution: addresses \$1.9T market inefficiencies, replacing outdated Excel processes

Scalable SaaS model: robust partner network enables efficient global expansion and recurring revenue growth

Strong competitive moat: proprietary AI, rapid implementation, and deep integrations create high switching costs

Experienced leadership: founding team combines AI, supply chain, and financial expertise

Attractive financials: \$5.5M revenue (in 2024E, +131% YoY) to \$48.2M revenue (2026E, +201% YoY), 96-97% gross margin

One of TAV's most effective companies: with only \$1.2M raised to date, Streamline is growing significantly (100% YoY projected growth in 2024) while maintaining a phenomenal burn multiple of 0.5x

Investment Round Details

Type: seed (SAFE)

Total round size: \$1M

Valuation: \$20M pre-money cap

ICLUB allocation: \$250K

Notable round investors: Sukna VC, n49p, TAV

Series A milestones: plans for significant series A round upon reaching \$5M ARR

Commitment deadline: October 9th, 2024