

SERIES A ■ AUGUST 2026

NIMBUS

Predictive Intelligence for Global Supply Chains

Maya Chen, Co-Founder & CEO ■ David Okafor, Co-Founder & CTO

Nimbus Technologies, Inc.

\$4.15M ARR ■ 96 Enterprise Logos ■ 128% Net Revenue Retention

Agenda

What We Will Cover

Opportunity

Solution

Traction

Market

Team

The Ask

The Problem

Supply Chains Are Flying Blind

Mid-market retailers and manufacturers still plan demand the way they did in 2010 – and it shows up directly on the balance sheet.



Inventory Imbalance

Teams carry **23% excess safety stock** on average while still stocking out on top sellers every peak season [1].



Spreadsheet Sprawl

Demand plans live in disconnected spreadsheets, refreshed by hand and **3–5 days behind** actual sell-through signal.



Reactive, Not Predictive

Legacy ERP forecasting modules were built for stable demand, not volatile, multi-channel retail and manufacturing.

Why Now

Three Tailwinds Converging

-  **Data volume inflection.** Omni-channel retail now generates roughly **40x the SKU-level signal** of 2018 – but most planning stacks still sample it monthly [2].
-  **Compute got cheap enough.** Transformer-based forecasting that cost six figures per model to run in 2020 now runs continuously, per-SKU, for a fraction of the cost.
-  **Post-2024 volatility.** Tariff resets and nearshoring have made trailing-twelve-month forecasting models unreliable for three consecutive quarters [3].

23%

Avg. excess safety stock

3–5 days

Planning lag vs. demand

40x

SKU-level signal growth

Meet Nimbus

One Forecasting Layer Across the Business

Nimbus plugs into a company's existing ERP, POS, and inventory systems and replaces manual demand planning with a continuously-updating forecast – and the actions that follow from it.

Forecast

SKU-level demand forecasts refreshed every 15 minutes, accurate to **93% at the 4-week horizon.**

Optimize

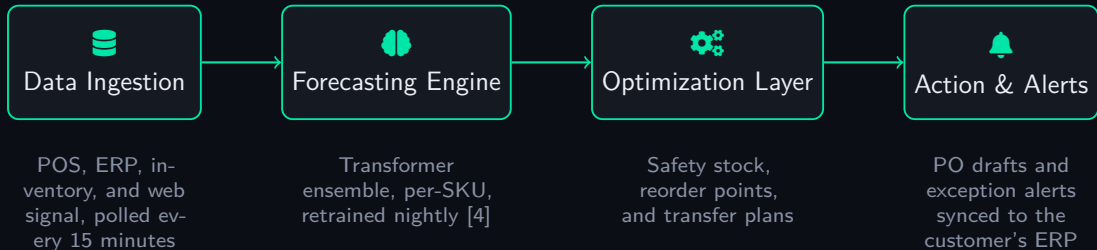
Replenishment and safety-stock targets recalculated automatically as the forecast moves.

Act

Purchase-order and transfer recommendations pushed straight into the customer's ERP, no rip-and-replace.

How It Works

From Raw Signal to Automated Action



Traction at a Glance

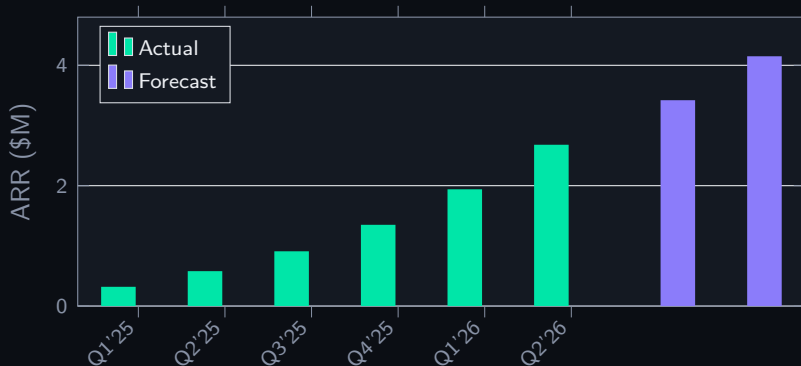
FY2025 Actuals vs. FY2026 Projection

Metric	FY2025	FY2026 (Proj.)
Annual Recurring Revenue	\$1.35M	\$4.15M
Net Revenue Retention	118%	128%
Gross Margin	74%	79%
Enterprise Logos	34	96 (est.)
Net Burn (\$/mo)	\$145K	\$210K
Runway (months)	14	18 (post-raise)

Benchmarked against 60 comparable mid-market forecasting deployments [1].

ARR Growth

From \$0.32M to a \$4.15M Run Rate in Six Quarters



13x ARR growth over six quarters, driven by net-new logos and 128% net revenue retention.

Market Opportunity

A \$48B Market Moving to Predictive Planning



■ TAM — \$48B

Global supply-chain analytics and demand-planning software spend [3].

■ SAM — \$6.2B

Mid-market and enterprise demand forecasting across North America and Europe [2].

■ SOM — \$310M

Directly reachable via our sales motion across retail, manufacturing, and logistics in five years.

Business Model

Usage-Based SaaS, Live in Weeks

Tier	Target Customer	Starting Price	Includes
Starter	<50K SKUs, single region	\$2,500/mo	Forecasting + alerts
Growth	50K–500K SKUs, multi-region	\$9,000/mo	+ Optimization layer, API
Enterprise	500K+ SKUs, global	Custom	+ Dedicated infra, SSO, SLA

\$18K

Blended CAC

\$210K

3-yr LTV

11.7x

LTV:CAC

7 mo

CAC Payback

The Team

Operators Who Have Lived This Problem

 **Maya Chen**

Co-Founder & CEO.

Led demand-planning product at Vertex Logistics for six years. MBA, Meridian School of Business.

 **David Okafor**

Co-Founder & CTO.

Built the ML infrastructure team at Synapse Data Partners. MS Computer Science.

 **Priya Raman**

Head of Growth.

Scaled enterprise sales at Apex Manufacturing's software division from \$0 to \$40M ARR.

12 employees ■ Offices in Austin and Lisbon ■ 4 open engineering roles

Trusted By

Live in Production Across Three Verticals

Synapse Retail Group ■ Vertex Logistics ■ Apex Manufacturing

“

“Nimbus cut our stockout rate by 37% in the first two quarters, and our planning team stopped living in spreadsheets on Friday nights.”

— Operations Director, Apex Manufacturing [5]

The Ask

Raising an \$8M Series A



\$8M Series A

Led by Meridian Ventures, with participation from Nexa Capital and existing seed investors.

Roadmap & Milestones

The Next 12 Months

Q3 2026
Close Series A

Q1 2027
150 enter-
prise logos

Q4 2026
EU data region,
SOC 2 Type II

Q3 2027
Series B
readiness, \$12M
ARR run-rate



Thank You

Let's build the forecasting layer supply chains have been missing.



Maya Chen, Co-Founder & CEO



maya.chen@nimbus.io



+1 (512) 555-0148



nimbus.io

Sources I

- [1] Synapse Data Partners. *Benchmarking Forecast Accuracy Across Mid-Market Retail and Manufacturing*. Benchmark Report. Synapse Data Partners, 2026.
- [2] Nexa Insights. *Enterprise Demand Forecasting: Adoption and Spend Trends, 2023–2028*. Market Study. Nexa Insights, 2025.
- [3] Meridian Research Group. *Global Supply Chain Analytics Market Report*. Industry Report. Meridian Research Group, 2026.
- [4] David Okafor and Maya Chen. “Operationalizing Time-Series Forecasting at Scale in Retail Supply Chains”. In: *Journal of Applied Data Systems* 12.3 (2025), pp. 44–59.
- [5] Apex Manufacturing. *Nimbus Deployment Case Study: Inventory Optimization Results*. Internal customer case study, shared with permission. 2026.