

EXECUTIVE SUMMARY

Every vendor job, **proven on video.**

VendorOps.ai is where multifamily property teams and their vendors run every job together: request, schedule, live video walk-through, invoice. No app on either side.

10,255

jobs booked on the platform

\$1.99M

invoiced from the work

100+

apartment communities

8.68%

go-back rate on Shyne jobs

THE PROBLEM

Vendor work in multifamily runs on texts and trust. Requests get lost, finished work can't be proven, and invoices that don't match the work get paid late. Every vacant day costs about \$59 a unit.

THE PRODUCT

One shared job record for property teams and vendors. **Live today in Shyne Network:** simplified scheduling, assignment, job tracking, live visibility, daily work, scope creation, guided photo tours, invoicing and a working vendor ERP.

THE WEDGE: VIDEO VERIFIED

When a crew finishes a turn, a rep walks it with them on live video. Misses get fixed on camera. **\$15 a turn, paid by the property.** Launching with Pocket Aces customers in November.

BUSINESS MODEL

Free to connect on both sides. Properties pay \$15 a turn for Video Verified or \$329 a month for Property Pro. Vendors start free, then \$99 or \$249 a month for the back office.

WHY US

Built inside Pocket Aces Services, our own field-services company: \$1.7M revenue in 2025, up 176%. Rent Ready just moved off its marketplace; EZOS serves student housing only, with no app-free flow or video.

ROADMAP

Paid Video Verified results by January 2027. Video Verified, Shyne intelligence and integrations built in by spring. Full platform, open to any vendor, by June 2027.

THE ASK

Raising **\$245K** to close a **\$300K** round.

\$55K raised. Closing by January 2027. Base case reaches break-even in February 2028 with about \$78K in reserve.

THE PROBLEM

Vendor work in multifamily runs on texts and trust.

Jobs lost in texts

Requests, changes and approvals scatter across texts, email and calls.

Work nobody can prove

Managers walk units themselves. Go-backs go untracked; we estimate 1 in 4 multi-trade turns needs one.

Invoices paid late

Invoices don't match the work, so they get disputed and vendors wait.

At \$1,800 a month in rent, every vacant day costs about **\$59 a unit**. Slow turns and go-backs are budget leaks most properties can't see.

THE PRODUCT

Property teams and their vendors run every job in one place.

01

Request

Simplified scheduling

→

02

Schedule

Assigned, tracked, visible

→

03

Walk-through

Live video, misses fixed on camera

→

04

Invoice

Built from the work, paid faster

LIVE TODAY IN SHYNE NETWORK

- Simplified scheduling and assignment
- Job tracking and live visibility
- Daily work for common areas
- Scope creation and guided photo tours
- Invoice creation: 9,394 issued
- A working vendor ERP

NEXT, FUNDED BY THIS ROUND

- Video Verified walk-throughs
- Shyne intelligence: follow-ups, insights, Property Pro
- Integrations with property systems like Entrata
- Self-serve vendor plans

THE WEDGE • LAUNCHING NOVEMBER 2026

Video Verified: every finished turn, walked live.

When the crew finishes, a rep walks the unit with them on video, room by room against the scope. Misses get fixed before the crew leaves, and the recording is saved to the job.

\$15

a turn, paid by the property

8.68%

go-back rate on Shyne jobs today

Under 4%

target on verified turns

TRACTION

Already running real work.

10,255

jobs booked, 9,404 completed

\$1.99M

invoiced from the work

\$1.61M

collected

39.2%

gross profit on the work (\$631K)

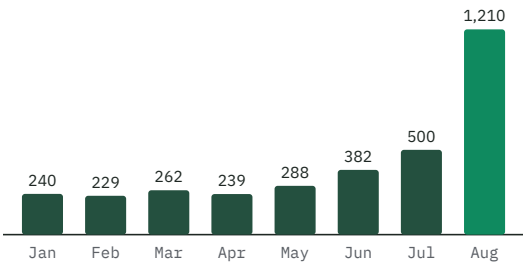
100+

apartment communities

8.68%

go-back rate

JOBS BOOKED A MONTH, 2026



August is student-turn season. Source: Shyne platform report, Aug 30, 2026.

CUSTOMER ZERO

Built inside a vendor that runs on it every day.

\$1.7M

Pocket Aces revenue in 2025, up 176% from 2024

~\$2.5M

expected for 2026

3 states

Colorado today, Indiana and North Carolina next

Pocket Aces Services runs turns, common areas and porter on VendorOps.ai and fills in as the backup vendor when a property needs one. Every feature is tested on its turns first. Teams served include Greystar, Kairoi, Bryten and Mission Rock.

COMPETITION

Others sell software. We run the work too.

	VENDOROPS.AI	RENT READY	EZOS
Focus	Multifamily, any vendor	Multifamily turns, Southeast	Student housing turns
Model	Free to connect, pay per turn	Left its marketplace model	Turn software
No app on either side	Yes	—	No
Live video walk-through	Yes, from Nov 2026	—	No
Run by a working vendor	Yes, Pocket Aces	No	No

— not shown publicly. Rent Ready raised a \$10M Series A in 2021; EZOS is based in Lexington, Kentucky.

BUSINESS MODEL

Free to connect. Paid to operate.

Property teams

PLAN	PRICE
Connect	Free
Pay As You Go (Video Verified)	\$15 a turn
Property Pro (intelligence)	\$329 a month
Enterprise	Custom

Vendors

PLAN	PRICE
Vendor Connect	Free
Vendor Business (back office)	\$99 a month
Vendor Growth (insights)	\$249 a month

The \$15 a turn is charged to the property. Vendors start free.

GO-TO-MARKET

Grow from our own customers outward.

STEP 1 · NOW

Pocket Aces customers

Video Verified pilot: 5 paying properties, then 15 by mid-January.

STEP 2 · 2027

Their other vendors

Properties invite every vendor free. Vendors stay because their other properties use it too.

STEP 3 · SCALE

Large vendors

One vendor doing 3,500 jobs a month is up to \$52,500 a month if every job is verified.

Channels: apartment association lists and events, LinkedIn ads to property managers, and association vendor directories, all run through HubSpot.

THE NEXT 12 WEEKS

Paid proof by January 15, 2027.

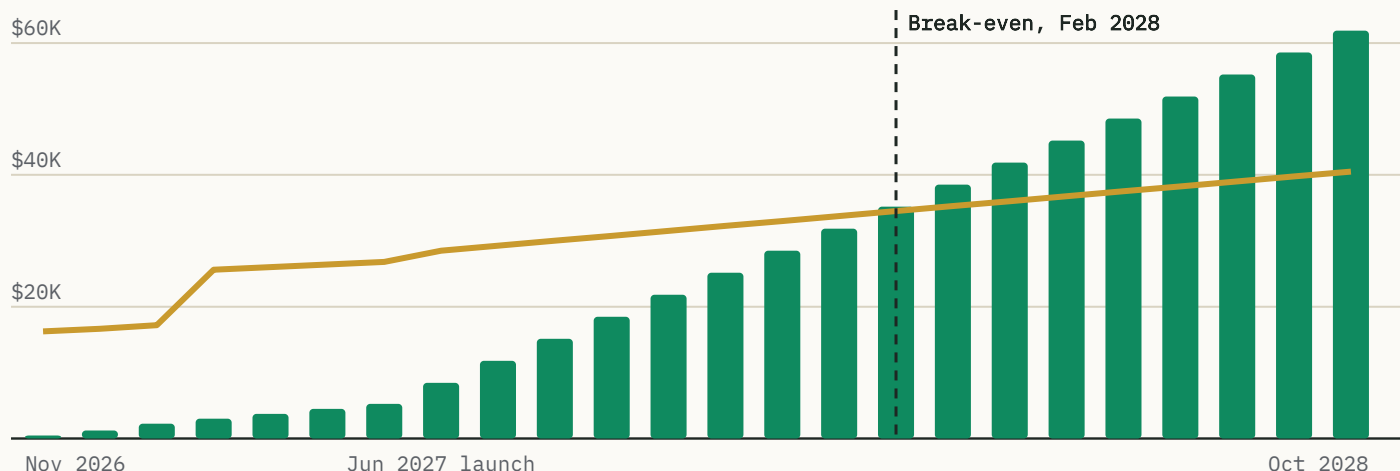
TARGET	WEEK 4	WEEK 12
Paying properties	5	15
Turns verified at those properties	40%	60%+
Paid turns a month	30	150
Go-back rate on verified turns	Tracking	Under 4%
Pilot properties still paying at day 60	—	100%

Targets, not results. First paid walk-through the week of November 16.

24-MONTH PROJECTIONS · BASE CASE

Break-even in month 16 on \$300K.

■ Monthly revenue — Monthly costs



PERIOD	REVENUE	COSTS	NET	CASH AT END
Nov 2026 – Apr 2027	\$15K	\$128K	–\$113K	\$187K
May – Oct 2027	\$81K	\$177K	–\$96K	\$91K
Nov 2027 – Apr 2028	\$201K	\$205K	–\$4K	\$87K
May – Oct 2028	\$321K	\$232K	+\$89K	\$177K
24 months	\$618K	\$741K	–\$123K	

Month 24: **\$62K a month** in revenue, about a \$743K yearly run rate. Lowest cash after close: about \$78K in January 2028.

Revenue assumptions

- Pocket Aces turns verified: 30 a month in Nov 2026, 350 by May 2027
- Other vendors' turns start June 2027, +150 a month (2,550 by Oct 2028)
- Property Pro: 2 in June 2027, +2 a month (34 by Oct 2028)
- Vendor plans: 2 in June 2027, +3 a month (50 by Oct 2028); 70% at \$99, 30% at \$249

Cost and cash assumptions

- Product: \$15K a month, development and software
- Walk-through labor: \$8 a turn by hand, \$5 once built in
- Sales lead \$6K a month from Feb 2027; marketing \$2K, then \$4K from June 2027
- Other operating costs \$1K a month; \$55K raised, \$245K closes Jan 2027

Estimates, not results. VendorOps.ai only; excludes Pocket Aces service revenue.

THE ASK

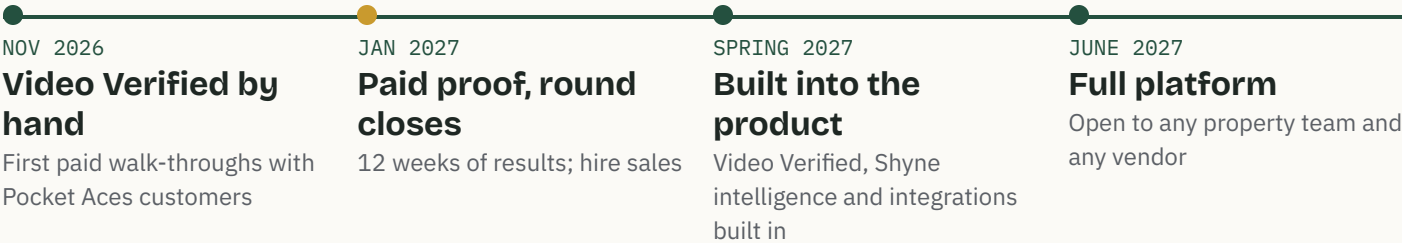
Raising \$245K to close a \$300K round.

\$55K raised. Closing by January 2027. Terms: SAFE, \$3M valuation cap.

SPENDING TO BREAK-EVEN · NOV 2026 TO JAN 2028

USE	AMOUNT
Product: intelligence, integrations, Video Verified (\$15K a month)	\$225K
Sales lead (\$6K a month from Feb 2027)	\$72K
Video walk-throughs (\$8 a turn by hand, \$5 once built)	\$52K
Marketing	\$40K
Other operating	\$15K
Total spent	\$404K
Covered by revenue	-\$181K
Net burn to break-even	\$222K

ROADMAP



TEAM · 50+ YEARS COMBINED ALONGSIDE CONTRACTORS, VENDORS AND PROPERTY MANAGERS

Joshua Abalos
CEO and co-founder

Gwen Abalos
Co-founder

Evan [last name]
Head of Tech, builds the platform

Vic [last name]
General Manager, sales

Fatima [last name]
Operations

Ross [last name]
Head of Finance

Let's talk at OpTech.
Joshua Abalos, CEO · [email] · [phone]