

## QUESTION OF THE DAY

**How is inflation affecting your company and do you think a recession is coming?**

**TERR**

Technology  
Executives  
Roundtable

June 2022

# Atlanta Technology Executives Roundtable

**Venture Capital Investing in 2022 – New Trends,  
Deal Terms in an Inflationary Environment**

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*Please hold until  
the session begins*

TEER | Technology Executives Roundtable





# David Brinkman

President 2022

Technology Executives Roundtable

Founder & CEO, CAMDA Investments

Strategic Advisor, Nintex

**Your Forum**

**Candid discussion**

**CEOs, CFOs & Investors**

**Subject Matter Experts**

**Complex leadership issues**

**Share, challenge & test ideas**

# ZOOM Etiquette

- “Pin” the TER video box on your Zoom feed
- Please mute audio/video during presentations.
- Chat if you want to ask a question.
- We are recording for educational purposes; this is not specific legal, accounting or tax advice; consult your advisor

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# COLLABORATIVE TRANSPORTATION ECOSYSTEM

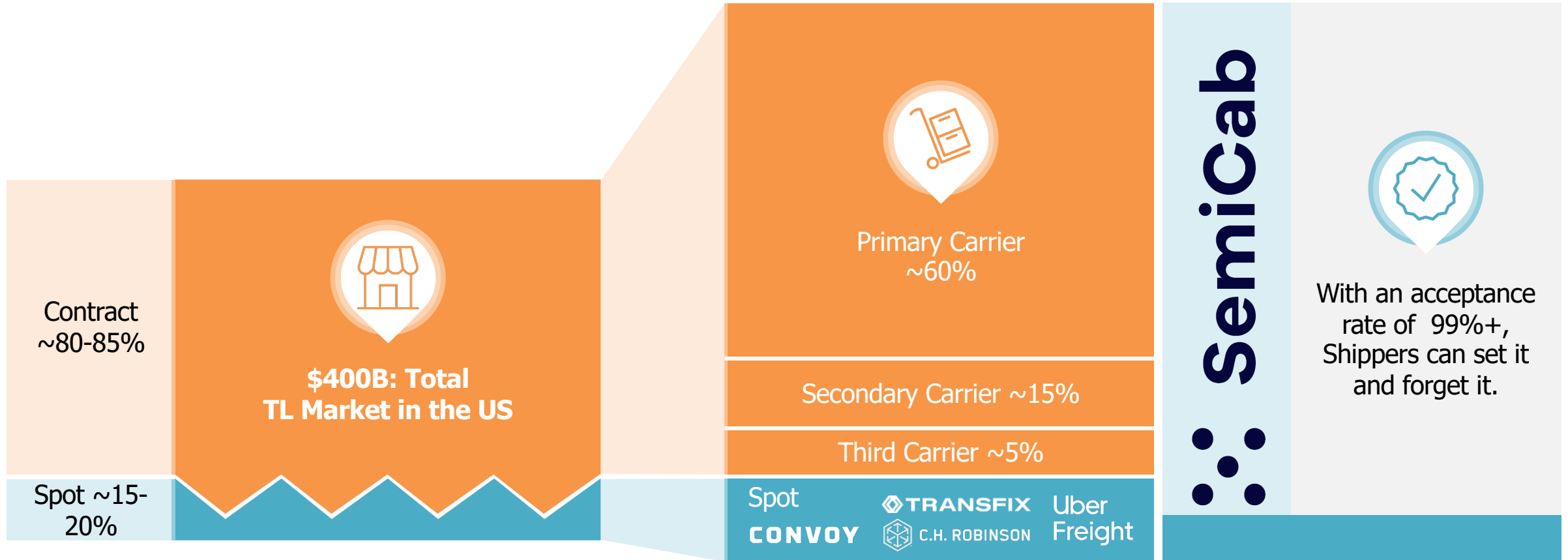
**Ajesh Kapoor, CEO**  
[ajesh.kapoor@semicab.com](mailto:ajesh.kapoor@semicab.com)  
(770) 309-6327





# DIGITAL BROKERS WON'T SOLVE TRUCKING

Incumbents continue to fight process automation battles



**Trucks are still driving 1 out of every 3 miles empty**

# COLLABORATIVE ECOSYSTEM

Using our proprietary collaborative transportation platform, SemiCab balances supply and demand through intelligent participant orchestration



# ECOSYSTEM CAPACITY

SemiCab's currently operational business model delivers more efficient carrier routes by connecting loads and lanes

## TRADITIONAL MODEL



## SEMICAB MODEL



# ECOSYSTEM CAPACITY

Move freight faster through the hubs

Get drivers there and back in a day

Reduce cost and driver turnover

Make AV/EV adoption feasible sooner

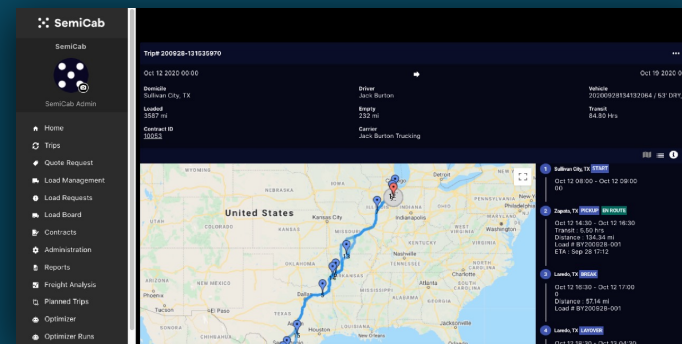
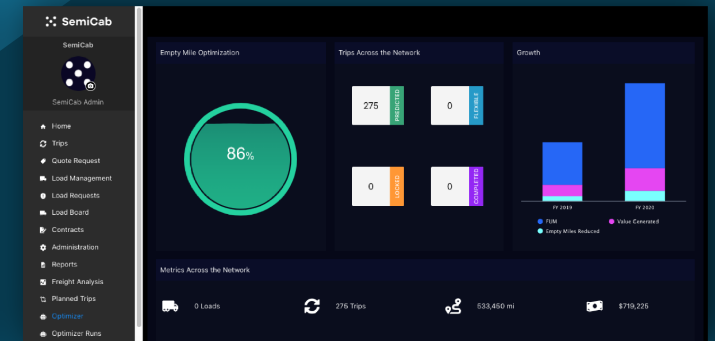
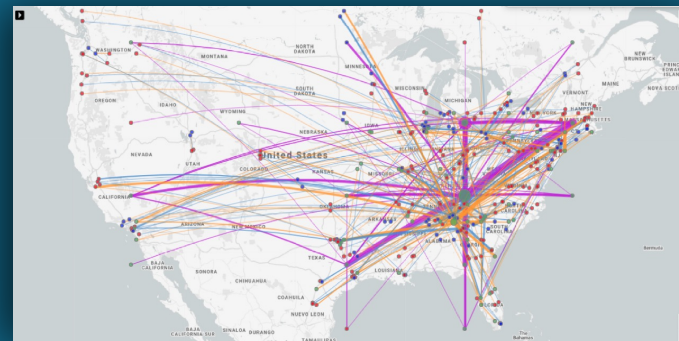
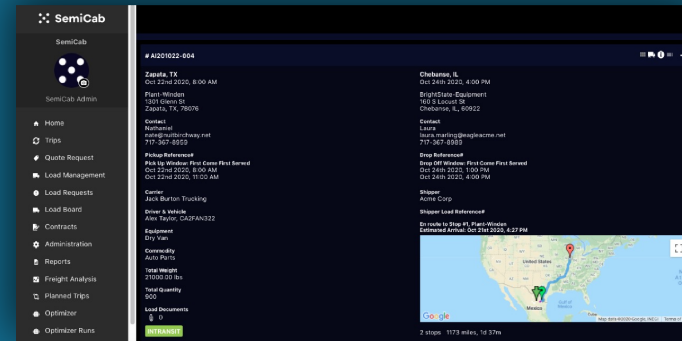


# COLLABORATION + PREDICTIVE OPTIMIZATION

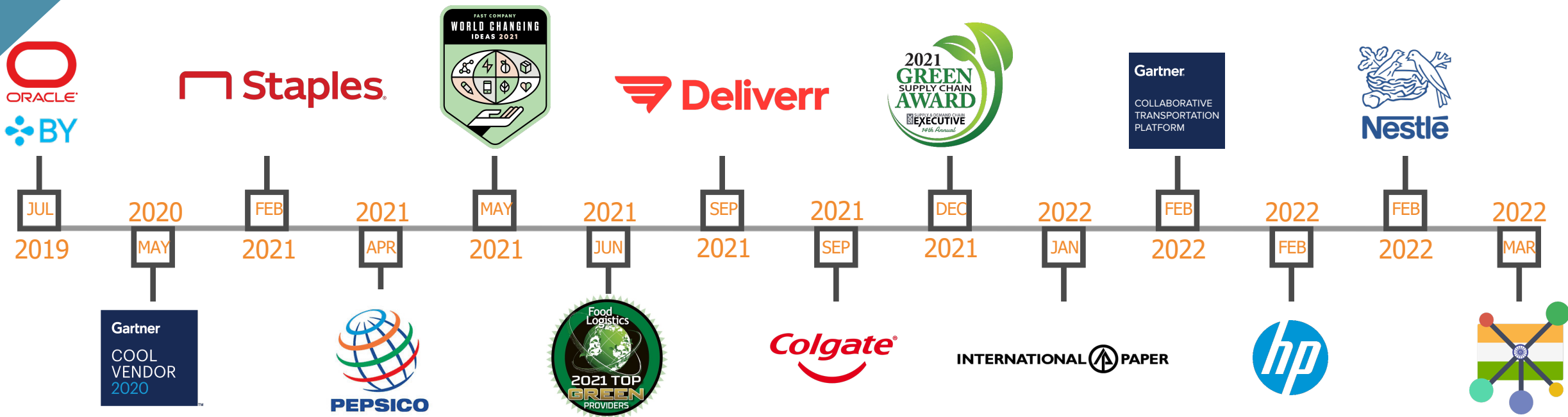
20+ Person-Years  
Investment in **AI/ML** &  
**Optimization**

Orchestrating  
Collaboration at  
Network Scale

Stress-tested across  
500,000 Loads and 10,000  
Domiciles  
\$50 Billion Annual Freight



# TRACTION TO DATE





**Ajesh Kapoor**  
Chief Executive Officer

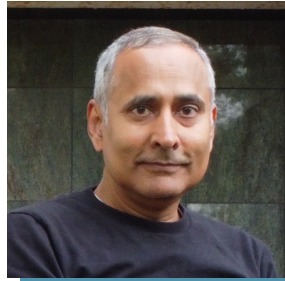


**Jagan Reddy**  
Chief Community Officer



**Bryan Nella**  
Director, Accounts

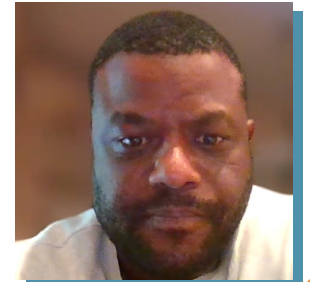
**20+ YEARS LOGISTICS & TRANSPORTATION EXPERIENCE ON AVERAGE**



**Vivek Sehgal**  
Chief Product Officer



**Mark Sink**  
Director, Marketing



**Stephen Cabral**  
Director, Operations

# DOMAIN EXPERTISE

The SemiCab team brings world-class industry experience in building and deploying transportation solutions at the largest companies in the world.



# THE ONLY COLLABORATIVE TRANSPORTATION PLATFORM IN NORTH AMERICA

**Ajesh Kapoor, CEO**

[ajesh.kapoor@semicab.com](mailto:ajesh.kapoor@semicab.com)

(770) 309-6327





# National Digital Freight Exchange

SEMICAB SELECTED AS EXCLUSIVE PLATFORM

India Market ~ \$100BN

Consortium Freight Spend ~ \$10BN





# Panelists



**MODERATOR**  
**Joe Berklund**  
Private Equity, Venture  
Capital and Corporate  
Attorney  
Morris Manning Martin



**Elizabeth Feidler Stephens**  
Principal  
Noro-Moseley Partners



**Scott Lopano**  
Principal  
Tech Square Ventures



**William Leonard**  
Investor  
Valor Ventures

# Presenters' Contact Information

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STAY AFTER FOR  
  
Q&A  
with today's panelists

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Please join our  
July Meeting  
(in-person or virtual)

Where Technology Sales & Marketing  
Meet:  
A Look Inside the CMO/CRO  
Relationship

July 19, 2022

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