

*Debtigo*

**January - 2026**

# Deal Chaos Costs Teams 30+ Hours Per Syndication



## Email Thread Hell

Critical deal information scattered across endless email chains with multiple lenders and stakeholders

30 Hours = \$3,000 of people hours  
x 50 deals / year  
= **\$150,000 in excess costs**



## Document Version Chaos

Teams waste hours tracking which document version is current and ensuring everyone has the latest updates

## Teams Juggle:

- CRM
- Deal room (Intralinks, DebtDomain)
- Email for communication
- Calendly/Doodle for scheduling
- Zoom for meetings
- Adobe for signatures
- Manual note-taking and follow-ups



## Tool Fragmentation

Separate platforms for deal sites, scheduling, video calls, signatures, and communication create friction at every step

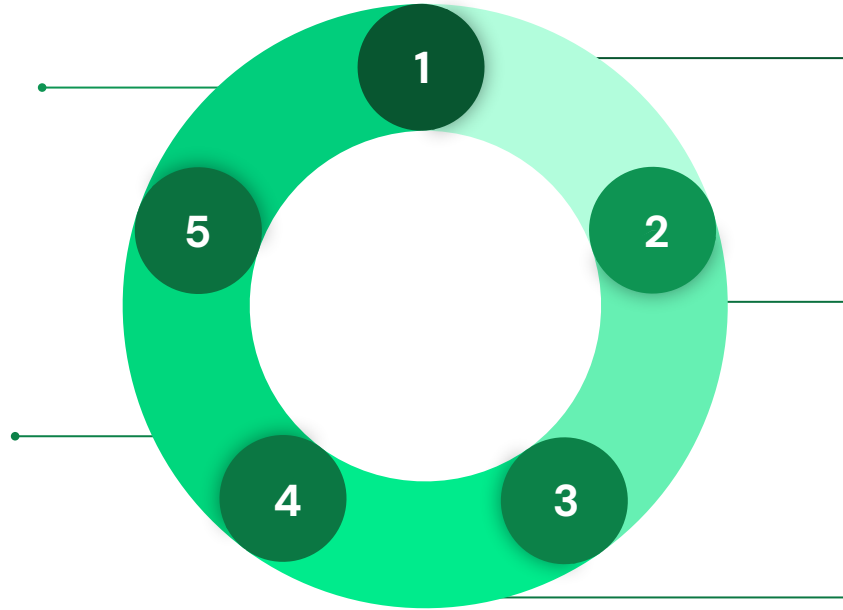
# One Solution to Rule Them All

## Close

Sign documents directly on the platform without having to print, fax or mail paper

## Connect

Schedule meetings and video calls directly from the platform with our calendar voting feature



## Track

Built-in CRM to track lender activity. Only engage partners that have a high likelihood of participating

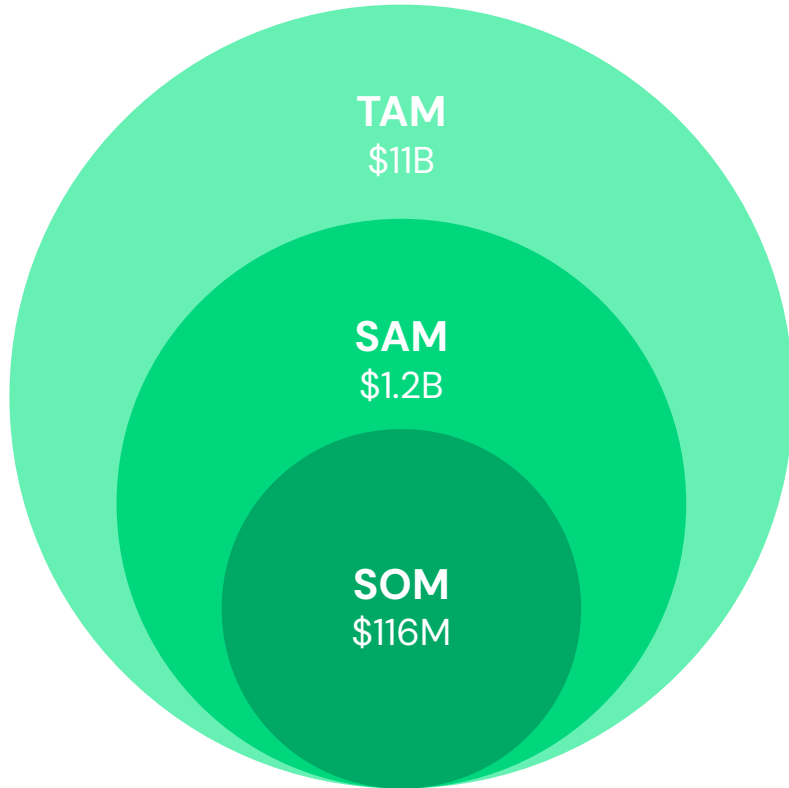
## Launch

Create a secure data site in minutes to share documents with the lender group

## Communicate

Manage questions from the platform – bypassing the need to jump between multiple email threads and respond to duplicative requests

# Market Size - 2024



**TAM:** Document management services  
13.5% CAGR through 2030

**SAM:** Total revenue for loan DMS  
vertical

**SOM:** Net new annual revenue for loan  
DMS vertical

# Traction

## 25 banks

active dialogue about opportunity, pain points, and product feedback

### Community

\$1B-20B



### Regional

\$20B-500B



### Multinational

\$500B+



# GTM

## Audience

Regional Banks have expressed the most interest in automation. They're growing rapidly through M&A but have limited resources compared to larger peers. They also have significant activity with annual deal volume between 50 to 200 deals per year

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## Network Effect

Fueled by product led growth. Our customer, Bank A, launches a loan syndication. They invite Banks B, C, and D to participate. These banks aren't our customers but they must use our software as participants in the transaction. For the life of the deal they are trialling our product at no additional cost to us

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## Cost Passthrough

The cost of data sites are paid by the borrower at the end of a transaction. As such, Banks aren't nearly as price conscience as a typical buyer of software since they're fully reimbursed

# Competition



Discover New Lenders



AI Assistance



Document Versioning and Signing



**Audience**

Regional banks

Community banks

Multinational and super regional banks

# Team



**Scott Nunez – CEO**



senior commercial banker



**Adrian Djokic – CTO**



principal software engineer

## Advisors

**Chuck Hagel**

Head of Wholesale Credit  
Strategy (ret'd)  
*Bank of America*

**Mike Azevedo**

COO (ret'd)  
*Capital One, Citi, Wells  
Fargo*

**Jim Neckopulos**

Executive Director –  
Banking (ret'd)  
*EY*