

The next generation of automotive CRM, built for AI and humans to work seamlessly together.

Independently built over a decade for a \$4.4 billion U.S. dealer software market, TECOBI is seeking a minority partner to accelerate growth while its founders retain control and continue leading the company.

OWNERSHIP

**Founder-owned +
bootstrapped**

REVENUE MODEL

**Recurring software
subscriptions**

PLATFORM ADVANTAGE

**Automotive-native AI
workflows**

EXPANSION SIGNAL

Clients in 5 adjacent verticals

A vertical AI platform with multiple routes to value creation.

TECOBI combines an established automotive operating position with recurring software economics, production-scale customer workflows, and credible expansion paths.

WHAT TECOBI IS

The AI execution layer for dealer customer engagement.

TECOBI sits between customer demand and dealership action, helping teams respond immediately, follow up persistently, handle inbound conversations, and hand engaged buyers to people with context intact.

 AUTOMOTIVE-NATIVE

 HUMAN + AI ORCHESTRATION

 PRODUCTION OPERATING SCALE

FOUNDER-OWNED

Independent since 2016

No institutional outside equity and direct founder stewardship.

RECURRING MODEL

Software subscriptions

A durable model aligned with daily dealership workflow utility.

ESTABLISHED MARKET

\$4.4B U.S. category

Competing inside existing dealer technology budgets.

EXPANSION SIGNAL

5 adjacent verticals

Early client validation beyond the automotive core.

A large, recurring U.S. dealer software market.

TECOBI competes where CRM, customer communication, AI automation, service tools, and operational visibility draw recurring technology budgets.



\$4.40B

U.S. automotive dealer management software market in 2025

Established software budget



\$8.26B

Projected U.S. market size by 2035

Long-duration category growth



6.5%

Estimated annual growth from 2026 through 2035

Expanding technology spend

16,990

Franchised light-vehicle dealerships

~53,000

Active independent dealerships

~70,000

Combined active U.S. dealer locations

STRATEGIC IMPLICATION

TECOBI is not asking dealers to create a new software budget. It competes inside an established recurring category and serves franchised and independent retailers with the same core need: turn customer demand into consistent action.

Sources: Emergen Research 2026 U.S. DMS report; NADA 2025 Full-Year Data; NIADA 2025 Used Car Industry Report. Forecasts are third-party estimates shown for directional context.

Operating momentum that can be measured.

Production demand, recurring customer workflows, customer trust, and connected infrastructure provide evidence beyond the product thesis.



Over 4M

New leads projected in 2026

Company operating pace



4.9 / 5

Google rating across 783 reviews

Public customer feedback



15

Published integration pathways

Across the dealer technology ecosystem



10 years

Independent operating foundation

Founder-led since 2016

2026 MESSAGING ACTIVITY

Over 144M texts

15.5M inbound | 128.8M outbound

Projected full-year customer conversation volume processed through TECOBI.

2026 PHONE ACTIVITY

Over 8.3M calls

1.4M inbound | 6.9M outbound

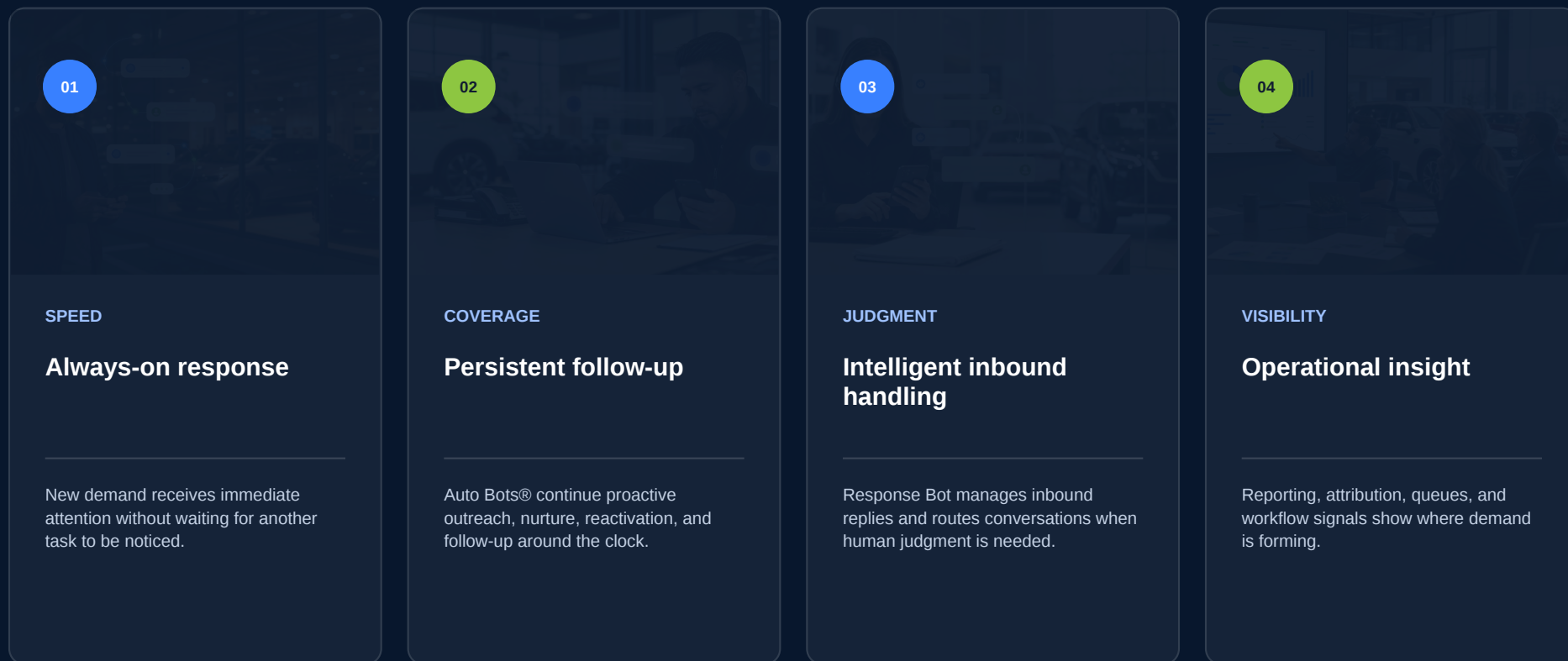
Approximately 8.7 million projected minutes across the full phone workflow.

Lead, text, and phone figures are company run-rate projections based on operating pace through August 28, 2026. Google rating and review count are stated as of August 28, 2026.

WHERE THE PLATFORM CREATES LEVERAGE

One operating layer from first demand to measurable handoff.

TECOBI connects the moments where speed, persistence, context, and human judgment matter most.



CUSTOMER DEMAND

AI ENGAGEMENT

HUMAN HANDOFF

OPERATIONAL INSIGHT

The next value layer is execution, not another system of record.

Dealerships already have systems that store customers and assign tasks. TECOBI is focused on making sure communication and follow-up actually happen, then showing operators what happened next.

01

VERTICAL AI

Built around automotive workflows

Language, routing, reporting, compliance, and operating realities are native to the platform rather than added after the fact.

02

DAILY UTILITY

Embedded in recurring work

Lead response, follow-up, inbound replies, appointments, calls, and handoffs happen every day across the dealership.

03

EXPANSION

Validated beyond the core

Early activity across five adjacent dealer-led categories creates a credible starting point for broader distribution.

04

CONTROL

A durable human-plus-AI model

Automation provides speed and coverage while people retain judgment, relationships, escalation, and closing.

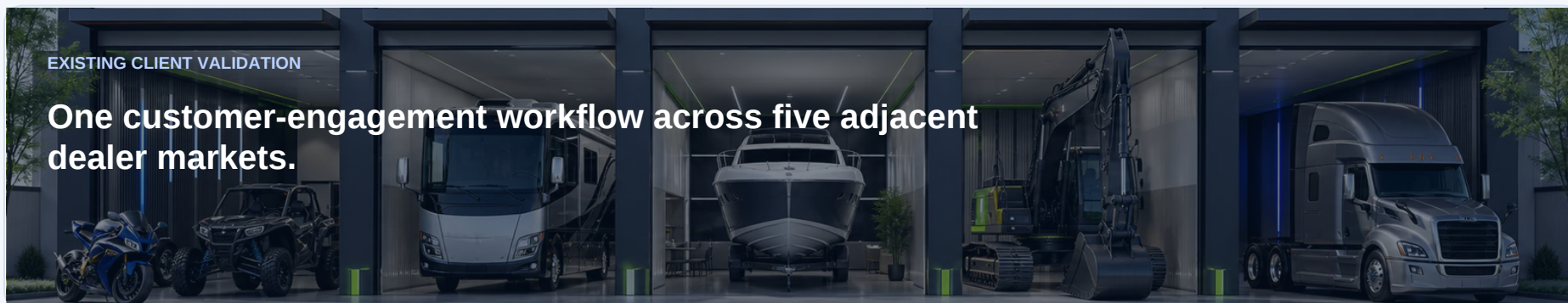
SYSTEM OF RECORD

TECOBI EXECUTION LAYER

INFORMED HUMAN ACTION

The dealer workflow is already beginning to travel.

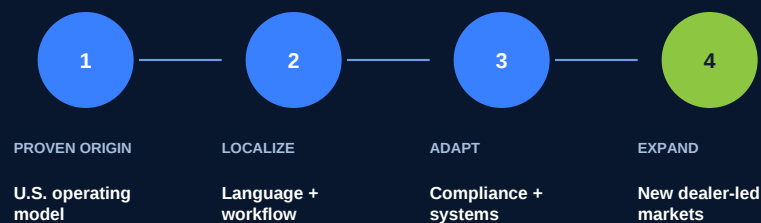
Automotive remains TECOBI's established core, with early client validation in five adjacent dealer-led categories.



GLOBAL EXPANSION OPPORTUNITY

A repeatable model with room to cross borders.

The operating model can be localized through the right strategic relationships, regional integrations, and market-specific compliance.



Built by automotive operators, not around an AI trend.

A decade of direct operating experience is expressed in the product, connected workflows, and the way humans remain in control.



01

AUTOMOTIVE-NATIVE

Workflow depth

Routing, follow-up, messaging, reporting, compliance, and dealership operating decisions built over time.

02

CONNECTED

Embedded infrastructure

Integration pathways across CRM, OEM lead, credit, trade, inventory, DMS, and registration systems.

03

PROVEN

Production scale

Millions of leads and conversations create an operating environment grounded in real dealer behavior.

04

CONTROLLED

Human judgment

Automation expands coverage while teams retain control of relationships, escalation, and closing.

STRATEGIC VALUE

An established automotive operating layer, active customer footprint, connected infrastructure, and a team that knows how dealerships actually work.

Three founders. One long-term operating commitment.

Jason Girdner, Scarlet Girdner, and Ryan Flores combine automotive experience, operating discipline, software architecture, and product leadership.



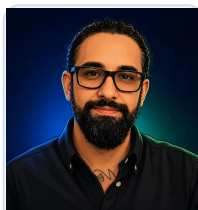
Jason Girdner

Co-Founder & CEO



Scarlet Girdner

Co-Founder & Vice President



Ryan Flores

Co-Founder & CTO

INDEPENDENT BY DESIGN

Founder-owned leadership combining automotive experience, operating discipline, and technical depth.

The founders intend to retain control and continue operating and growing TECOBI alongside the right minority investment partner.

POTENTIAL STRATEGIC FIT

Multiple paths to greater scale.

Automotive technology

POTENTIAL ACCELERATION

Product depth + dealer distribution

AI and communications

POTENTIAL ACCELERATION

Vertical expertise + workflow adoption

Growth equity

POTENTIAL ACCELERATION

Patient capital + operating leverage

Strategic investors

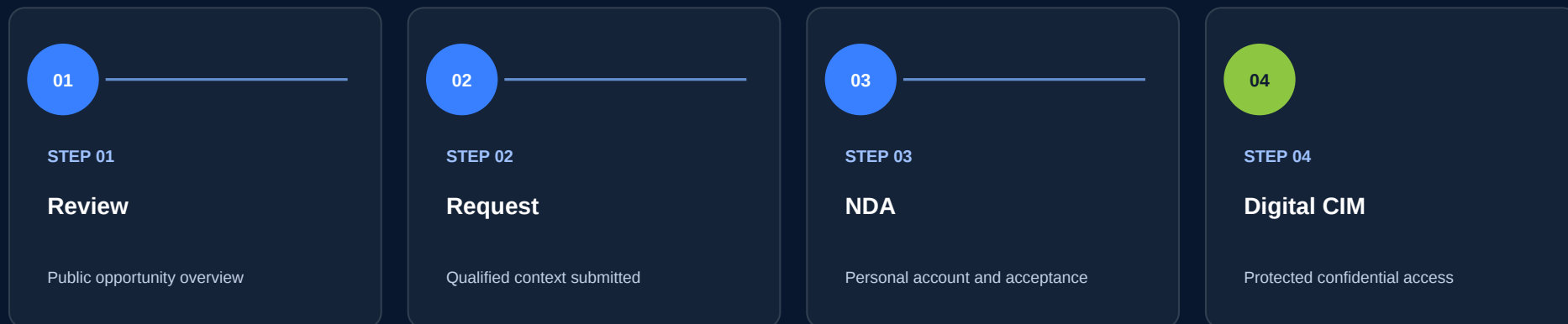
POTENTIAL ACCELERATION

Reach + strategic alignment

The contemplated minority investment combines partial founder liquidity with growth capital for product, distribution, OEM relationships, and platform expansion.

A clear path from public interest to protected diligence.

Qualified parties move through a controlled process that establishes fit before confidential business information is shared.



REQUEST CONFIDENTIAL INFORMATION

Start a qualified conversation.

Share your company, investment profile, phone number, and strategic context. TECOBI reviews every request before granting personal access.

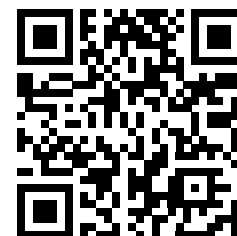
REQUEST INFORMATION



PERSONAL ACCESS

CURRENT NDA

PROTECTED DIGITAL CIM



SCAN TO REQUEST INFORMATION

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