



SMARTER FREIGHT GUARANTEED EFFICIENCY

DonTruck is the innovative platform for transportation and logistics players to plan, execute and optimize their business.

Built by logistics experts, it helps with the day to day operation in a way that allows its users to accomplish much more with less.

Works everywhere and provides real-time track and trace. Identify inefficiencies, act, and grow the business through data-driven actionable insights.



The Challenge



Innovate and
digitize to
remain
competitive

It takes money
and technical
expertise to
build a
platform

Business
is not scalable
without
technology

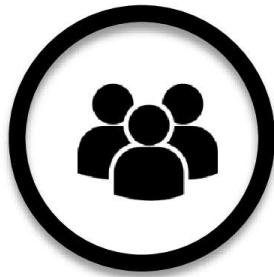
A lot of
System
Inefficiencies

Industry & market size

\$800B+ year industry
1B loads / year



25K
Brokers



95K
Agents



1,5M
Carriers



15M
Trucks



7,7M
Shippers



Meet DonTrack

Optimize
Execute
Track & Trace

Plan
Post and book
loads
Contract

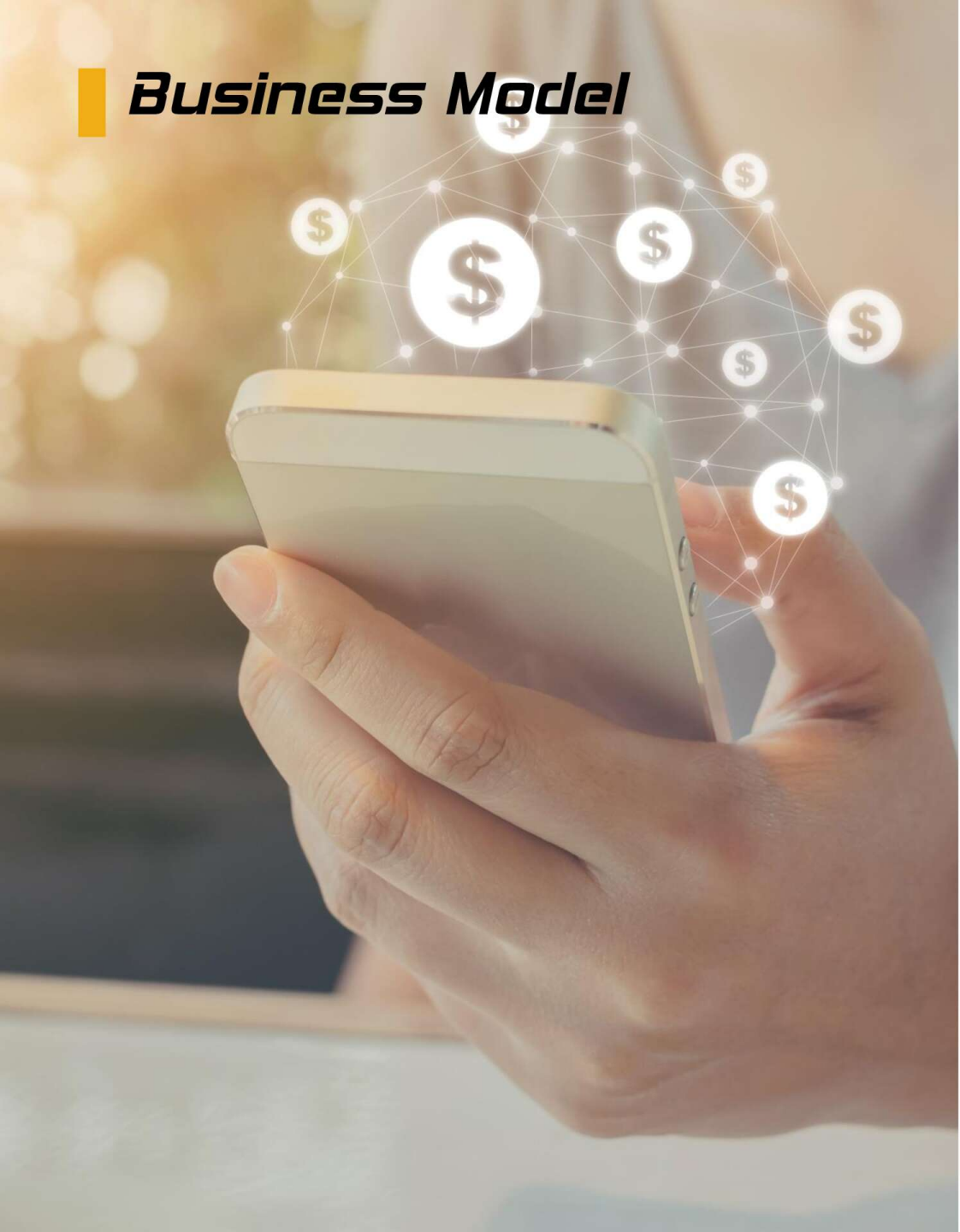
Analytics
Proof of Delivery
Settlement

Customer Support

Third party
services



Business Model



Monthly Subscription Fee

Tier 1

\$

Tier 2

\$

=====

Tier 3

\$

=====

+

3rd Apps Commission/revenue share

Go-to-market

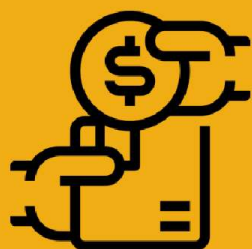
Sales



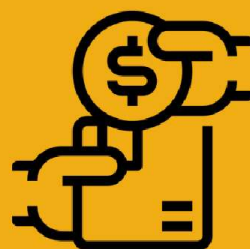
Tele



Digital



15%



80%



5%

% of Customers acquired by each channel

DonTruck team



Leo Pardo
Co-Founder / CEO

<https://www.linkedin.com/in/leonardopardo/>

18 years experience Software
Enterprise Sales and Business
Development

Last 2 years software enterprise sales
executive

Last 8 years technology management,
general management and marketing

Cornell MBA/ Stanford Project
Management / BS Engineering



Juan Ariztmendy
Co-Founder / COO

<https://www.linkedin.com/in/juan-ariztmendy/>

25 years experience in the freight
industry. Entrepreneur, founder at
Gorilla Trucking , Gorilla Cargo and
Nkargo

Last 2 years president Gorilla Trucking
and Gorilla Cargo

Last 8 years founder and President of
Nkargo

BA Design



Dario Melo
Co-Founder / CFO

<https://www.linkedin.com/in/darioemelo/>

18 years experience technology
strategy , finance and blockchain
evangelist

Last 2 years telcom head of
finance and strategy, master's
degree professor

Last 8 years IT project manager

Cornell MBA / MS Computer
Science/ BS Electronic & Telcom
Engineering



Paul Solano
Co-Founder / CTO

<https://www.linkedin.com/in/psolano/>

20 years experience in software
architecture, design and sales, focused
on integrated solutions, Service-oriented
architecture, service management and
enterprise asset management

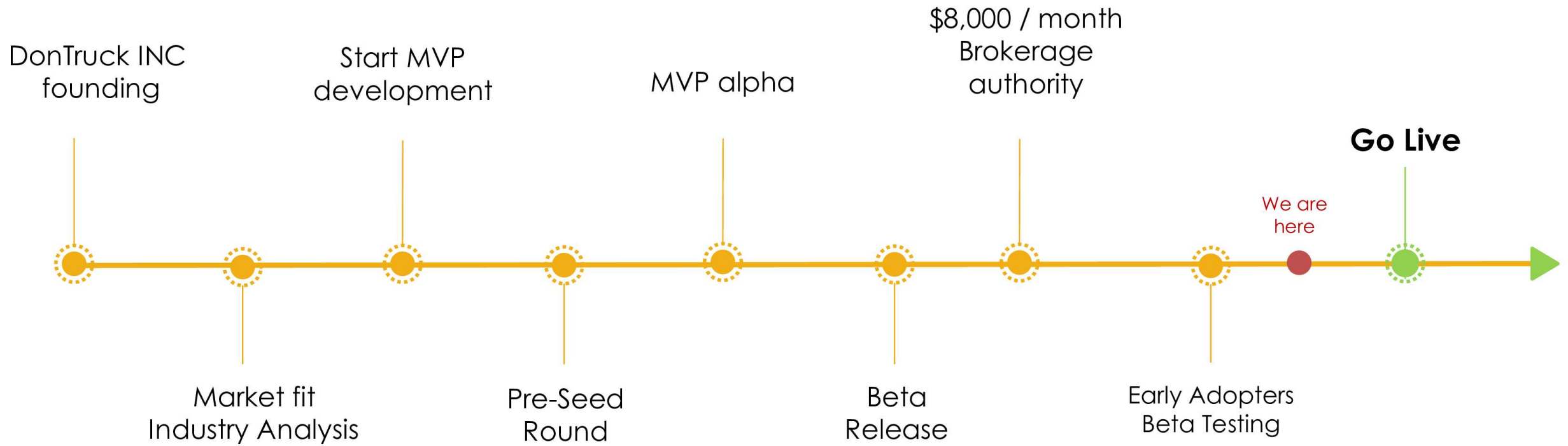
Last 4 years focused on Solutions
Architect and lead consultant in multiple
industries - including AI and Big Data

Have led and developed highly effective
teams locally and remotely.

BA Computer Science

Entrepreneurs, Corporate, Operators!

DonTruck Timeline



Thank you very much!

Smarter Freight. Guaranteed Efficiency!



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