



# Tallyroom

The back office for independent restaurants.

SEED ROUND

\$2.0M

2026

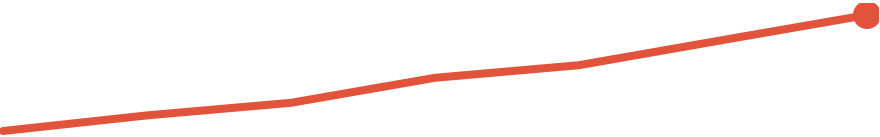
HILLSIDE FOODS · INVOICE 48213

|                       |      |                 |
|-----------------------|------|-----------------|
| Chicken thighs, 40 lb | +11% | \$155.60        |
| Heavy cream, 12 qt    | +7%  | \$47.88         |
| Lemons, 1 case        | -4%  | \$38.40         |
| Yukon potatoes, 50 lb |      | \$31.50         |
| <b>Total</b>          |      | <b>\$273.38</b> |

FOOD COST · THIS WEEK

29.4%

▼ 1.8 pts vs. last month · target 30%



# Independent restaurants lose money **they never see.**

Owners check supplier invoices late at night, or not at all. Small price changes slip through every week.

**3–5%**

typical restaurant profit margin

**~30%**

of every sale goes to food costs

**1 in 3**

supplier invoices include a price change from the last order

| Unnoticed, a 4% rise in food prices eats almost a third of a restaurant's profit.

# Snap the invoice. **Tallyroom** does the rest.

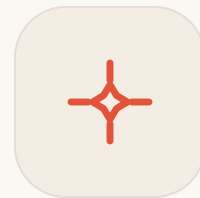
01



## Capture

Photograph a paper invoice or forward the email. Works with any supplier.

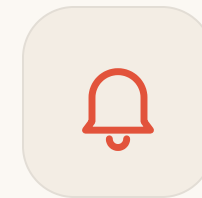
02



## Match

AI reads every line and matches it to past prices and your recipes.

03



## Act

Get an alert the moment a price creeps up, with a cheaper option if one exists.

# Food cost, live. Not at month-end.

- Daily food-cost % for every location
- Price-creep alerts by supplier and item
- Recipe costs that update themselves
- Exports to your accounting software

Corner Bistro

This week · Oct 12–18

Food cost

29.4%

on target

Price alerts

3

needs review

Invoices read

46

0 by hand

• Chicken thighs · Hillside Foods

+11%

• Heavy cream · Valley Dairy

+7%

• Lemons · Coastline Produce

-4%

NEW INVOICE

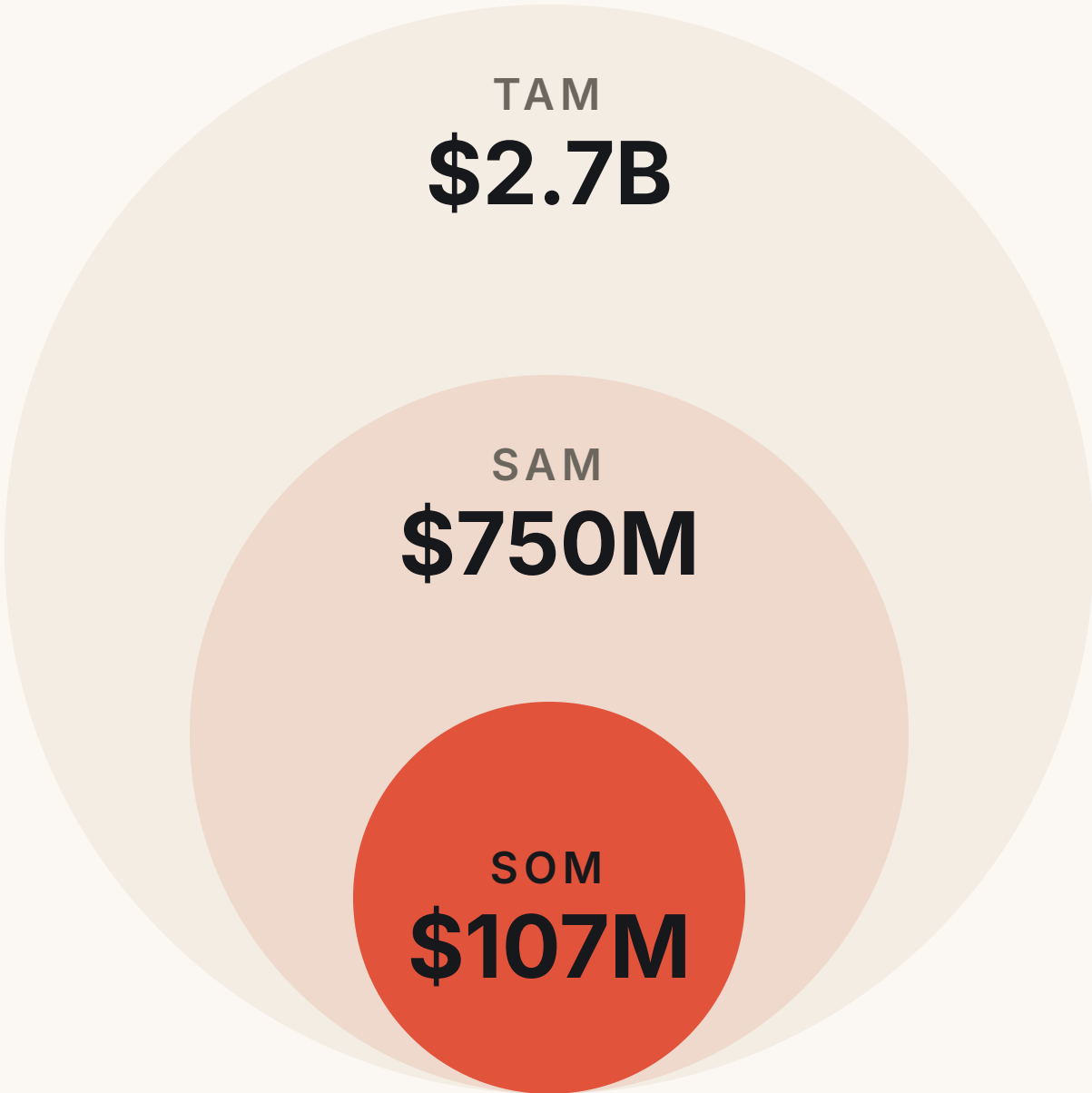


✓ 18 lines read

2 price changes found

Review changes

# A \$2.7B market, starting with 60,000 restaurants.



**TAM \$2.7B**  
1.5M independent restaurants worldwide × \$1,788 a year

**SAM \$750M**  
420K independents in the US and Canada

**SOM \$107M**  
60K full-service independents in the top 25 US metros

# Simple pricing. Pays for itself in week one.

ESSENTIALS

**\$89** / location / month

Invoice capture and price-creep alerts.

PRO

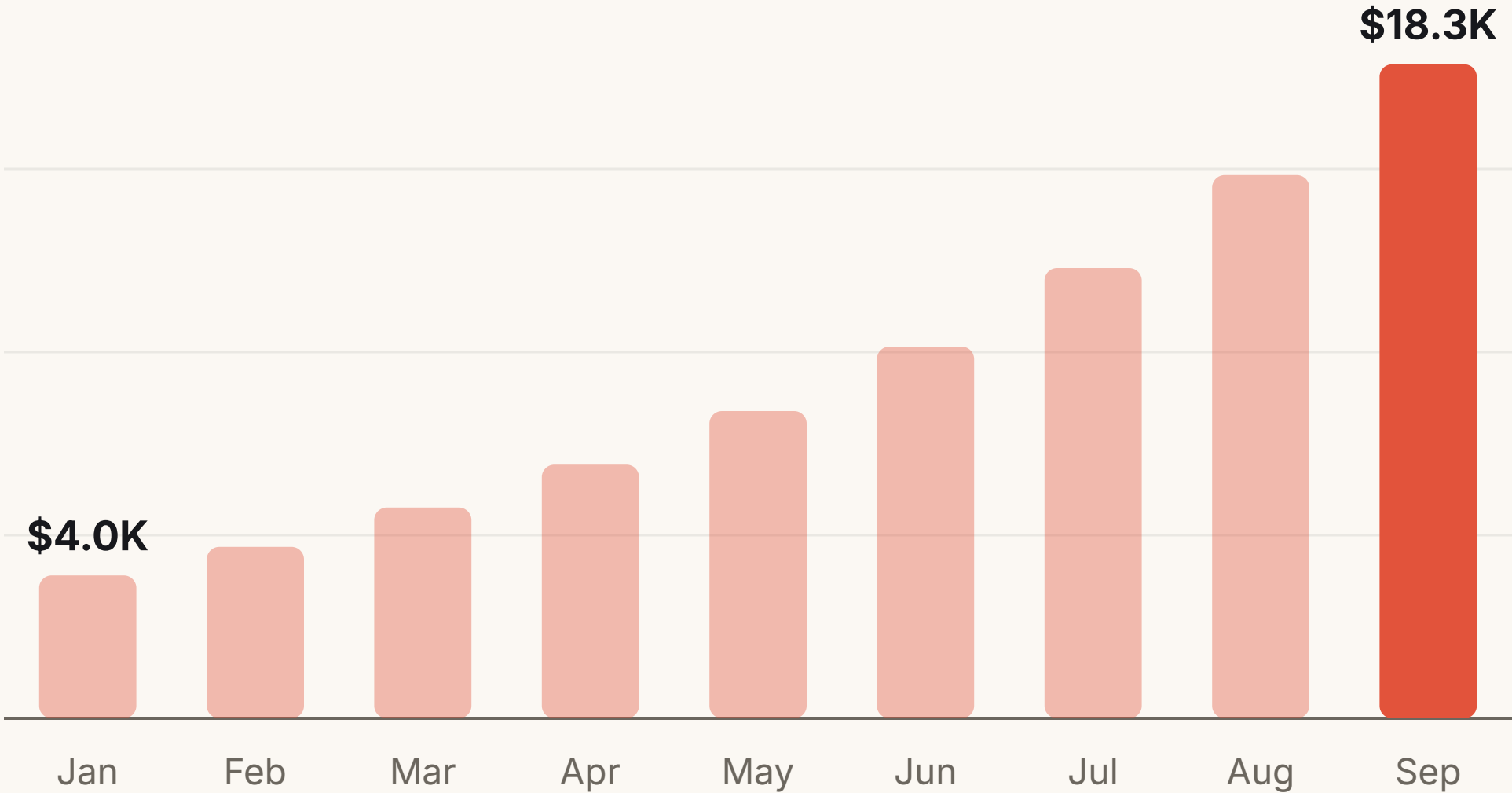
**\$149** / location / month

Recipe costing, multi-location and exports. Most customers pick Pro.

|                                   |              |                              |                      |
|-----------------------------------|--------------|------------------------------|----------------------|
| <b>\$131</b>                      | <b>84%</b>   | <b>\$410</b>                 | <b>3.7 mo</b>        |
| avg. revenue per location / month | gross margin | cost to acquire a restaurant | payback on that cost |

# 140 restaurants. Growing 21% a month.

MONTHLY RECURRING REVENUE, 2026



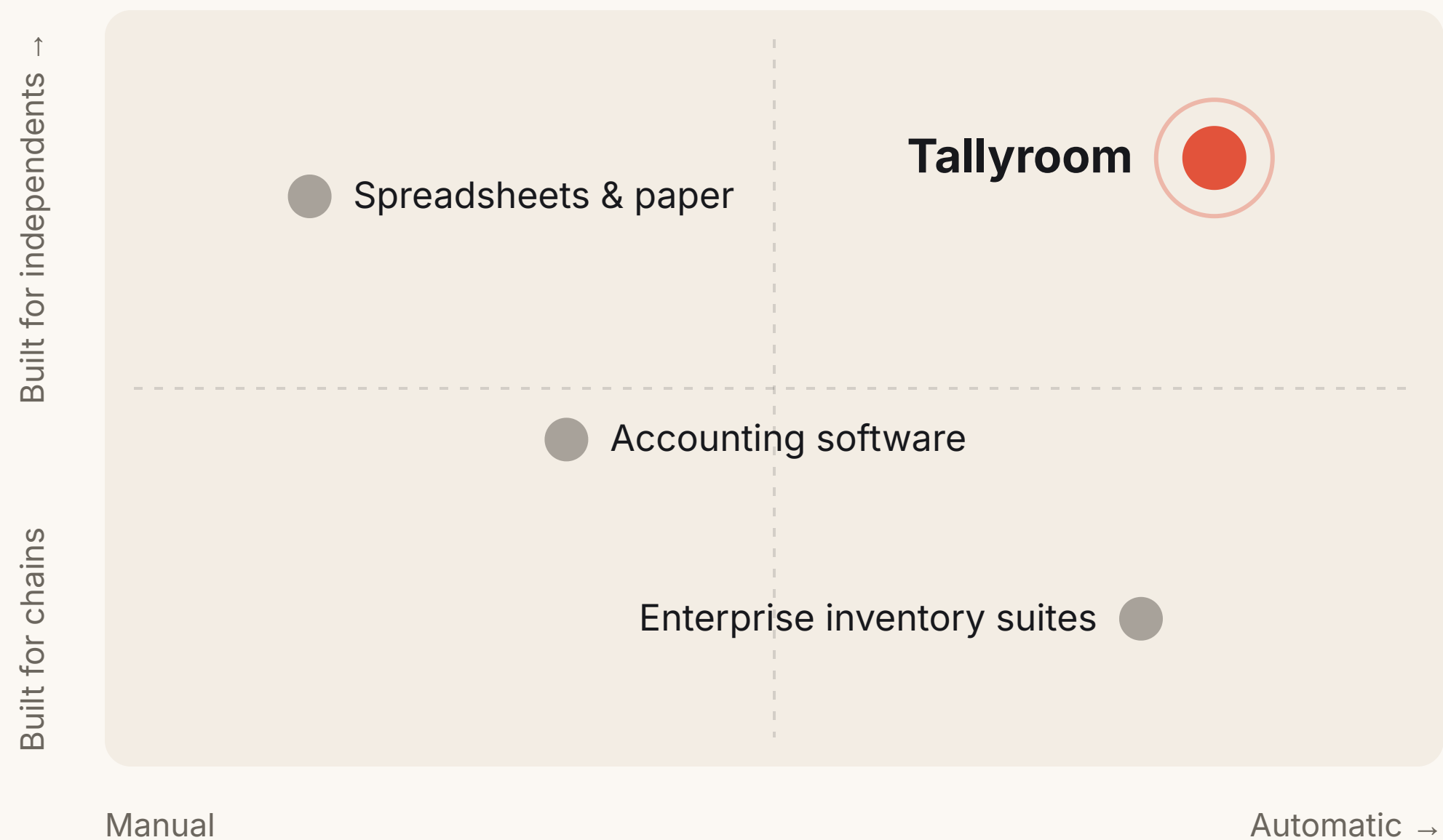
**140**  
restaurants live

**\$18.3K**  
monthly recurring revenue

**118%**  
net revenue retention

**\$1,900**  
avg. monthly savings per restaurant

# The only automatic option built for one location.



- Set up in 10 minutes, no hardware
- Priced for one location, not a chain
- Reads invoices from any supplier
- Owners see savings in the first week

# Operators **and builders.**



**Maya Ortiz**

CEO

Ran two restaurants for eight years.  
Lived this problem every week.



**Daniel Reyes**

CTO

Built document AI for invoices at a  
payments company.



**Priya Shah**

HEAD OF SALES

Sold restaurant software to more  
than 400 owners.

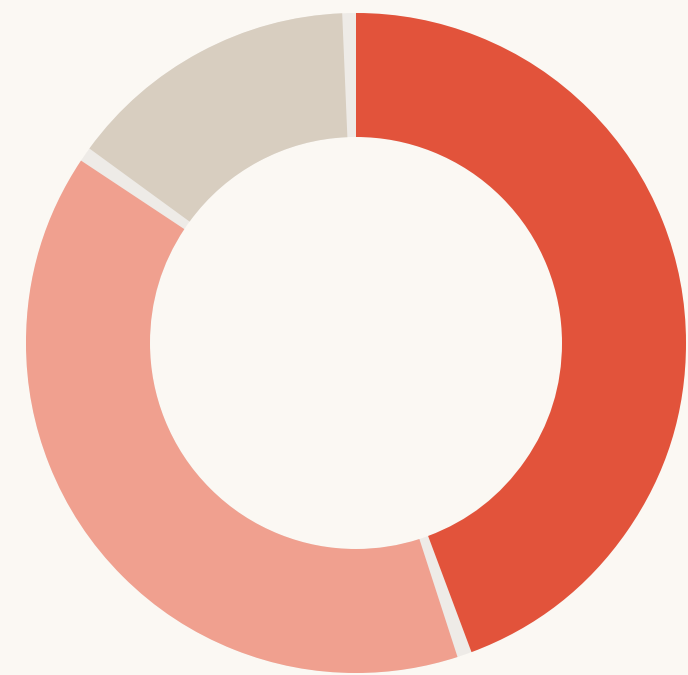
RAISING

\$2.0M

Seed round to reach 1,000 restaurants and \$1.6M ARR.

IN THE NEXT 18 MONTHS

- 1,000 restaurants live
- \$1.6M annual recurring revenue
- 10 US metros



USE OF FUNDS

|                                |        |
|--------------------------------|--------|
| <div></div> Product & AI       | \$900K |
| <div></div> Sales & onboarding | \$800K |
| <div></div> Operations         | \$300K |