



# PYLOR

AI workforce for everybody.

*17 trained AI employees that run a small business end-to-end.*

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**Sunny Jackson, Founder**

sunny@pylorai.com · pylorai.com

**\$1M SAFE · May 2026**

## THE PROBLEM

# Small business owners are drowning.

*33 million U.S. SMBs. Every owner is doing five jobs. AI was supposed to help — but most can't use it.*

## 50+ hrs

Average week for a small-business owner. Most are also their own receptionist, salesperson, and bookkeeper.

## \$200B+

Spent annually by U.S. SMBs on outsourced labor — answering services, schedulers, marketers, bookkeepers.

## 80%

Of SMB owners say they should use AI but don't have time to learn the tools or stitch them together.

*Existing AI is a toolbox, not a workforce. The owner still has to be the operator.*

THE SOLUTION

# Pylor is 17 AI employees. Not another AI tool.

*You text or call your employee. You say "follow up with Mrs. Garcia." It happens.*

## Front Office

Alex — Receptionist  
Casey — Lead Intake  
Jordan — Assistant  
Remi — Recall Specialist

## Revenue

Riley — Sales  
Morgan — Bookkeeper  
Drew — Collections  
Sloane — Fundraising

## Growth

Avery — Social  
Quinn — Marketing  
Reese — Content  
Parker — SEO

## Operations

Sam — Scheduler  
Sage — HR  
Taylor — Ops  
Jamie — Support  
Blake — Field

*Each employee is grounded in your business — your customers, your hours, your brand voice, your tools.*

WHY NOW

# AI is creating the next 100 million entrepreneurs.

*Mass layoffs are pushing people to build for themselves. AI collapsed the cost of starting to near zero.*

**8M+**

Jobs displaced or transformed by AI annually by 2030 (McKinsey range).

**30M**

Americans who plan to start a business in the next 3 years (Pew, NFIB).

**~\$0**

Cost to start a business once AI does the work of a 5-person team.

The next decade needs an operating system for solo and tiny-team founders. **Pylor is that OS.**

## THE PRODUCT

# Live on iOS, Android, and web. Real revenue.

*Pylor doesn't just respond. It produces work — calls answered, invoices drafted, campaigns launched.*



### Voice Receptionist

Alex answers in <1 ring

Inbound + outbound calls, real-time transcript, auto-creates calendar events. Caller ID grounded against your customer database.



### Today Action Feed

Every employee outcome in one place

Curated feed of bookings, leads, messages, invoices — with a one-line AI summary per row. Owner reads in 90 seconds.



### Invoice Draft Queue

Morgan drafts. Owner approves.

Bookkeeper drafts invoices from completed jobs. PDF + Stripe paths. Owner clicks one button to send.



### Viral Inspiration Feed

Avery distills top TikToks

Avery scrapes top-performing #medspa TikToks and distills replicable shoot scripts. Owner taps "Make this" to pre-fill a draft. Closes the loop: generate → analyze → better generate.

# What's true today.

17

AI employees shipped in production

3

Platforms live: iOS, Android, Web

30+

Third-party integrations wired

3→25

Paying customers · 90-day target

## Recent milestones

- NC LLC formed, EIN issued (Apr 2026)
- iOS + Android shipped to App Store / Play Store
- YC S26 in · decision Jun 5 · 28 more VC apps drafted
- 3 paying NC partners: healthcare, woodwork, law

## Integrations live in production

Stripe · Twilio · Vapi · Anthropic · OpenAI · GA4 · Google Calendar · Google Places · Outlook · SendGrid · Resend · Apollo · NeverBounce · Serper · SEMrush · Meta · TikTok · X · LinkedIn · Slack · DocuSign · Sandata · HHA · and more

THE MARKET

# \$400B market. We start with the underserved 33M.

Global SMB software + outsourced labor. Wedge: U.S. service businesses.



**TAM**      **\$400B**

Global SMB software + outsourced labor

**SAM**      **\$80B**

U.S. high-margin service businesses (med spas, dental, vet, law, realtors, wedding, concierge med, salons)

**SOM**      **\$2B**

1% of SAM in 5 yrs · ~600K customers @ ~\$300 ARPU

## BUSINESS MODEL

# \$299 swaps a \$1.2-1.8K stack. Net-new spend $\approx$ \$0.

Owners replace 5-10 disconnected tools with one Pylor subscription. 30-day money-back guarantee.

### Starter

Solo owner

**\$99** /mo

**54% margin**

### Growth

Swaps existing \$1.2-1.8K stack

**\$299** /mo

**50% margin**

### Business

5+ employees, multi-location

**\$799** /mo

**52% margin**

### Unit economics

Gross margin (typical fill) **65-75%**

CAC payback target **< 12 mo**

LTV / CAC target **3:1+**

Blended ARPU **~\$300**

Infra self-funds at **~75 customers**

Every paying customer is gross-margin profitable from day one — even at 100% allowance fill.

# Community-led to start. Self-serve at scale.

Med-spa beachhead in Charlotte. PitchBreakfast. Then SF + paid + vertical packs.

NOW · MO 0-3

## Founder-led GTM

Target: 3 → 25 customers

- Med-spa beachhead: 100-spa Charlotte list, on-site demo, intake auto-fill
- Pylor calls leads using Pylor itself (dogfood the campaign engine)
- PitchBreakfast + Charlotte angel community

Q3-Q4 '26 · MO 4-9

## Repeatable engine

Target: 25 → 200 customers

- First AE hired (med-spa / SMB SaaS background) + dedicated CSM
- Paid ads on Meta & TikTok at \$8-10K/mo, scaling with CAC data
- Avery's Viral Inspiration Feed compounds output, 2 vids/day

2027 · MO 10-18

## Scale + Series A

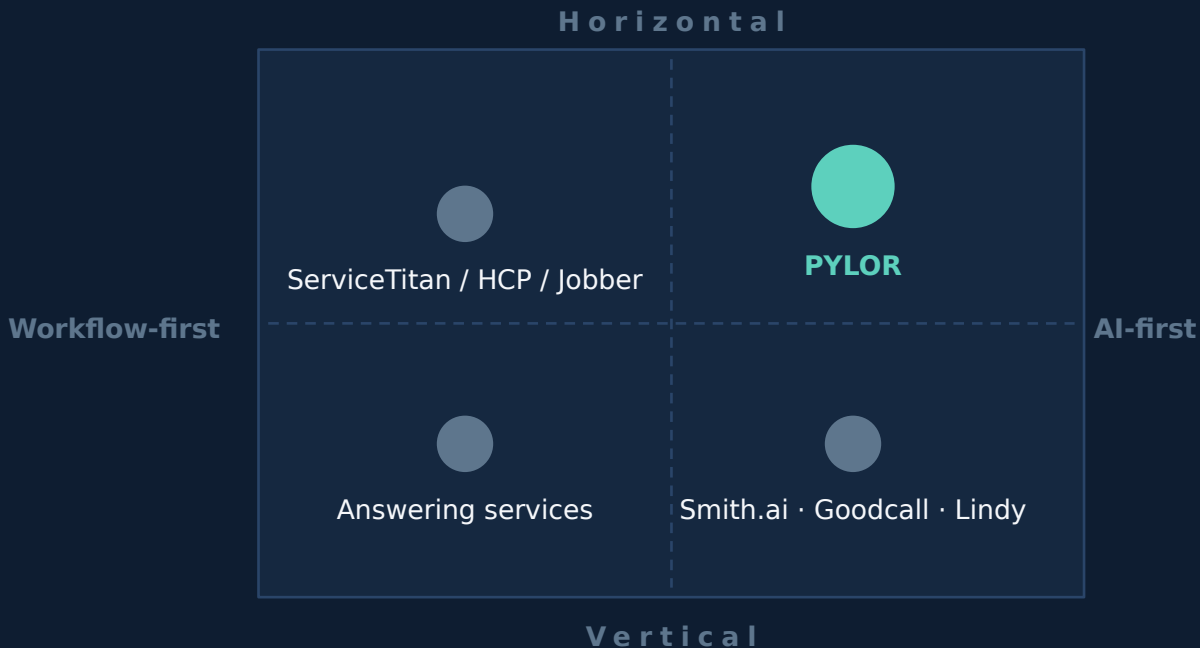
Target: 200 → 1,500 customers

- SF founders-house move at \$10K MRR trigger
- Vertical packs: dental → realtors → wedding → vet → law → concierge med
- Series A on \$630K-\$1.5M ARR with proven CAC playbook

COMPETITION

# Vertical AI workers — not horizontal AI tools.

*Existing platforms automate workflows. Pylor staffs the business.*



## Why we win

- 17 employees vs. point solutions
- Owner-only voice command — text or call your employee
- AI is the platform, not a feature bolted on
- Lower price than 1 outsourced worker, more output than 5

# The market is being priced.

**\$32M**

Beside · EQT, Index, Butterfield  
· same ICP (US service SMBs)

**\$86M**

PolyAI · NEA, Khosla ·  
enterprise voice category  
leader

**\$5.5M**

Rime · Unusual · voice  
infrastructure layer

**\$3.6M**

Telli · Cherry Ventures, YC · AI  
outbound voice

## Where Pylor sits

- Staffs the whole business, not just the phone
- 17 specialists across the customer journey
- Vertical packs at consumer-tier prices
- Mobile-first owner UX, no CRM

## Why this category prices up

Voice AI is no longer the bet — it's the price of entry. Pylor's bet is surface area: 17 specialists, one owner inbox, vertical packs that compound. Same TAM Beside is hunting; deeper product wedge.

TEAM

# Solo founder. Shipped product. Capital efficient.

*AI does the work of an engineering team. The raise funds revenue — not engineering.*

FOUNDER · PRIMARY IC

## Sunny Jackson

*Solo technical founder, Charlotte NC*

- Shipped Pylor end-to-end — web, mobile, AI engine, billing, voice
- NC LLC formed Apr 2026, EIN issued, ops + legal foundation in place
- Stays primary IC post-raise — fastest engineer on this codebase

HIRING WITH THE RAISE

### Implementation / CSM Lead · Month 3

Owns onboarding, customer success, KB. Frees Sunny from per-customer tickets.

### Account Executive · Month 4

HVAC / SMB SaaS background. Charlotte or Atlanta for PHCC coverage.

### Contractor engineer pool · As-needed








Spike work: voice latency, mobile crashes, security review. ~\$40K over 18 mo.

# \$1M SAFE. \$8M post-money cap.

*I'm the engineer. The raise funds acquisition and customer success.*



## Use of funds

	Marketing & paid acquisition	<b>\$310K</b>	31%
	Sales hire (AE)	<b>\$240K</b>	24%
	Reserves / contingency	<b>\$145K</b>	14%
	Implementation / CSM Lead	<b>\$130K</b>	13%
	Founder runway, ops, legal	<b>\$100K</b>	10%
	Contractor engineer pool	<b>\$40K</b>	4%
	Pre-PMF infra + AI experimentation	<b>\$35K</b>	4%

# Where this \$1M gets us.

Walk into a \$4-6M Series A at a \$20-30M post in 12-18 months.



Burn multiple ~1.3-1.7 · CAC payback < 12 mo · Gross margin 65-75% · Solo-IC capital efficiency



# AN AI WORKFORCE FOR EVERYBODY.

*In five years, the way you start a business will be by hiring Pylor employees on day one.*

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**\$1M SAFE**

\$8M post-money cap