

Seed - Columbus, United States

Tallyhand

AI agents that audit carrier invoices and settle freight billing disputes for mid-size brokers

The problem

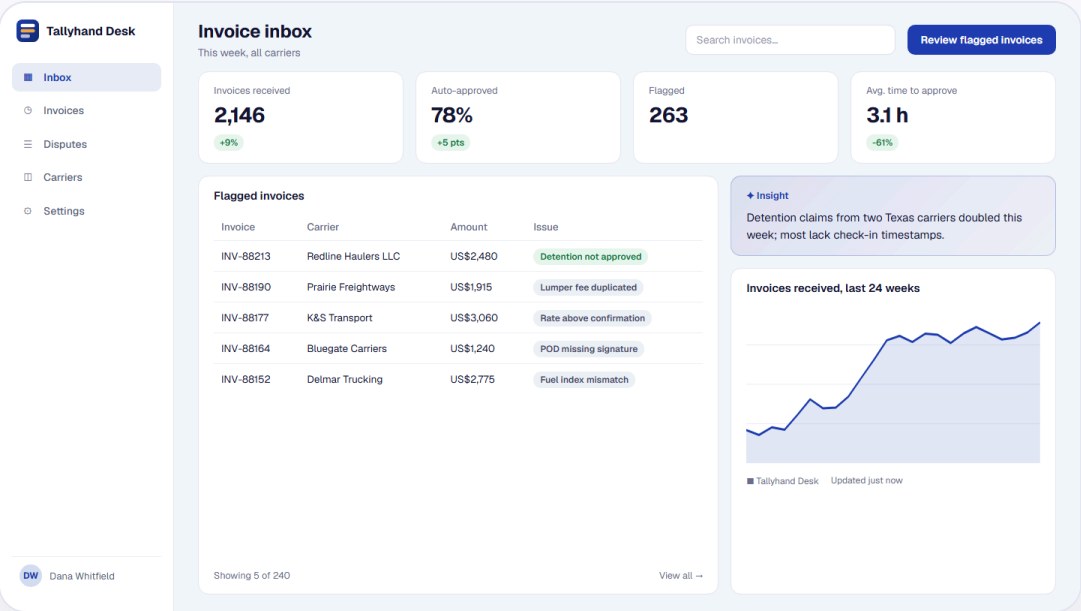
What's broken today

A mid-size freight broker receives thousands of carrier invoices a month, and roughly one in eight carries a charge that does not match the rate confirmation: unapproved detention, a duplicated lump sum fee, a fuel surcharge on the wrong index. AP clerks check them by hand across email, PDFs and the TMS, so most small overcharges are simply paid.

Our solution

Tallyhand Desk

Tallyhand's agents read every invoice, rate confirmation and proof of delivery, match them line by line, and check accessorial charges against the shipper contract and the driver's timestamps. Clean invoices are approved in the TMS; mismatches get a drafted dispute email to the carrier with the evidence attached, and a clerk approves it in one click.



Dispute draft: INV-88213

Tallyhand Desk

Inbox

Invoices

Disputes

Carriers

Settings

Tallyhand

DW Dana Whitfield

Dispute draft: INV-88213

Redline Haulers LLC, load 40-77812

Search invoices...

Send dispute to carrier

Billed

Confirmed rate

Disputed amount

Evidence files

US\$2,480

US\$2,180

US\$300

3

Line-by-line match

Line item	Billed	Confirmed	Result
Linehaul	US\$1,950	US\$1,950	Match
Fuel surcharge	US\$230	US\$230	Match
Detention 4 h	US\$300	US\$0	No approval on file
Lumper	US\$0	US\$0	Match
Total	US\$2,480	US\$2,180	Dispute US\$300

Showing 5 of 44

View all →

Insight

Driver checked in at 07:52 and was loaded by 09:40, inside the 2-hour free window.

Why now

The timing

Spot rates fell and broker margins are under 15%, so a 1–2% leak in carrier payables is now the difference between profit and loss.

Market

US freight brokers with 20 to 500 staff, about 4,000 firms that together process an estimated US\$90B in carrier payables a year.



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How we make money

Platform fee of US\$1,500 a month plus US\$0.80 per invoice processed; larger brokers move to annual contracts with volume tiers.

Where we are

11

Paying brokers

US\$46K

Monthly revenue

36,500

Invoices processed per month

US\$1.1M

Overcharges recovered to date

- 11 paying brokers, US\$46K monthly revenue, up from US\$9K a year ago
- 36,500 invoices a month processed, 78% approved without a clerk
- US\$1.1M in carrier overcharges recovered for customers to date

Team

Who's building it

DW

Dana Whitfield

CEO and Co-founder

MA

Marcus Adeyemi

CTO and Co-founder

RD

Rosa Delgado

Head of Customer Operations



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The ask

What we're raising

Raising US\$3.2M seed to reach 60 brokers by the end of 2027

- Integrations with four more broker TMS platforms
- Hire three customer engineers for onboarding
- Expand to drayage and LTL invoice formats