



Industry

B2B – SaaS Enabled Commerce

Locations

Office - Pune

Team

Azam Shaikh

- 10+ years in Automotive domain across Tata motors, Bajaj auto, TAFE. Leader, Sales Maverick
- B.Tech COEP

Gaurav Sandhya

- 3 years at foodtech startup
- B.Tech COEP

Advisors

- Mrs Pratima Kirloskar
- Mr. Advait kurlekar
- Mr. Atul Sharma

Customer Base

Multi-brand garage owners from 2W, 4W are majorly our customers e.g. Ajay automobiles, Aleshwar car garage, Shree seva auto, Tanushka automobiles etc.

2 Dark stores in Pune providing spare and lubes within 30 minutes to 2W garages- 237+

Customers in pipeline

Garage owners across Maharashtra, UP, Gujrat, Karnataka

Traction

- 25000+ App downloads
- 12,000+ Verified Garages
- 340 Crores+ Platform invoices

Current Investors-

Seed Round- 2 Cr closed

- Balmer & Lawrie
- Angel Investors
- Bhau Institute

Investment Required

8 Crore (Pre-series A Round Open)

Usage-

46% fund will be used for Technology team development, 34% for Sales & Marketing and other for HR, Admin

Intelligent CRM & B2B commerce Solution for Un-organized Auto Garages to make them Efficient & profitable.

Problem

80% of the Un-organised garages manage customers without any records. Absence of technology causes them to have poor customer retention, revenue losses, in-efficient processes, and dead stocks. Also garage owners face challenge to procure right part at right time and at better price at their workshop.

Solution

TTN Garage is a Mobile first solution providing local garages with a Digital identity, CRM and Loyalty, to help Local Garages manage and grow their Business. TTN Garage is available on play store in Indian languages. TTN Retail help garages to get the spare parts withing 30 minutes.

Uniqueness

Workflow based solution SaaS solution 30minute Delivery of spare parts & Lube.

Impact

- Increase in customer Loyalty
- More Revenue growth
- Dead Inventory cost Reduction
- Increased Efficiency of Manpower
- High End customer Satisfaction (CSI)

Market Opportunity

SaaS- \$ 3.62 Billion

B2B Commerce (India) - \$24. 5 Billion+

- Opportunity to expand into ASEAN countries
- Opportunity to build complete digital connected ecosystem products

Business Model

SaaS- Subscription per 6, 12 months (Rs. 4250/- year)

B2B Commerce- Margin per transaction

Financials

- Revenue FYTD - 1.22 Crores

- Projected revenue to reach to Rs.40 Crores+ within next 2 years.

Achievements

- Selected at Cornell Maha60 FY24
- Graduate from Stanford Seed Spark Program FY23
- Graduate from Tie Pune Nurture accelerator program (Top 13 among 250+participants)
- Featured in Horses Stable- on Jio Cinemas among top 101
- Closed Seed Fund of 2 Crores from Balmer & Lawrie, Bhau Institute, & Angels

