



SEED ROUND

\$2M RAISE

NOMIKOSAI

AI Contract Intelligence at SMB Speed. Legal Marketplace Built In.

The contract intelligence platform built for SMBs — AI-powered risk analysis in minutes, a unified workspace for every stakeholder, and verified legal partners on demand. Lawyer-quality outcomes at a fraction of the time and cost.

SMBs Are Flying Blind on Contracts

50M+

SMB Contracts

Executed annually in the U.S. alone

12M

Lawsuits / Year

Filed against SMBs over contract
disputes

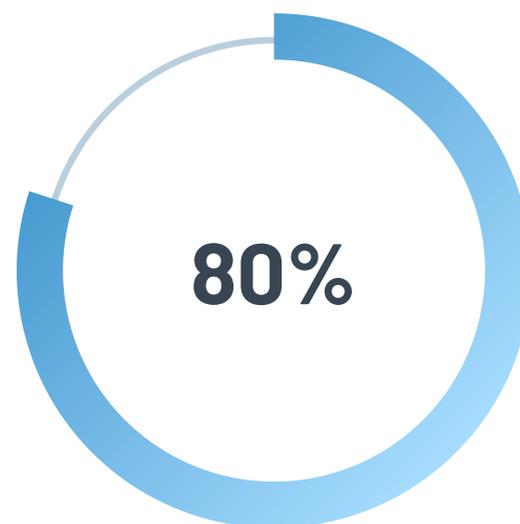
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Legal Coverage

Of SMBs in contract-dense verticals use
legal resources

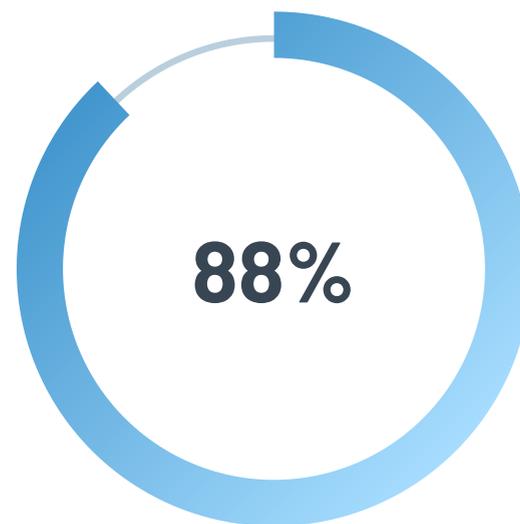
Small businesses sign high-stakes contracts every day — yet the overwhelming majority have **zero legal oversight**. The result: billions lost to avoidable disputes, missed clauses, and unmitigated risk.

Massive Demand, No Viable Solution – Until Now



Ready for AI

SMB owners who would use AI-based contract review



Underserved

Contract-heavy SMBs with no legal tooling today

Existing CLM tools are designed for enterprise legal teams. SMBs need something fundamentally different — **fast, affordable, and business-first**. Nomikos fills that gap.



Product Architecture

Nomikos AI is built on a robust, layered architecture, with our proprietary AI development platform at its core. Each layer is meticulously designed to deliver seamless, intelligent contract management and collaboration, ensuring lawyer-quality outcomes at SMB speed.



● MARKETPLACE

Legal experts, on demand participation, and integrated workspace collaboration.

● WORKSPACE

Built for collaboration, negotiation, live editing, referencing, and escalation.

● AI ANALYSIS

Custom protocols, playbooks and workflows, with detailed lawyer-designed contract analysis.

● CORE PLATFORM

A complete agentic development & deployment platform that translates business intent into fully functional, enterprise-grade software.

One Platform. Full Contract Lifecycle.

Nomikos unifies AI contract intelligence, collaborative workspaces, and an embedded legal marketplace into a single platform purpose-built for SMB teams.



AI Risk Analysis

Upload any contract. Get risk scoring, clause parsing, and redline suggestions in minutes.



Shared Workspace

Align internal teams, counterparties, and counsel in one collaborative environment.



Legal Marketplace

One-click escalation to verified legal partners — only when your team needs attorney support.

Market Positioning

SERVICE MARKETPLACE

Legacy Legal Services Models

Lawyer matching without contract intelligence. Service-first, workflow-second. Reactive, manual, high friction, slows deals down.

Expensive

Legacy Search

Unknown Quality

★ HYBRID ZONE TARGET

NOMIKOS AI

AI + INFRASTRUCTURE + HUMAN ACCESS

Business and legal risk analysis, shared deal workspace, and built-in escalation to human legal marketplace — full contract lifecycle coverage at SMB speed.

AI Risk ID

Collaboration

Negotiation

Legal Escalation

Services Marketplace

AI POINT-SOLUTIONS

AI Drafting & Review Tools

General AI for contracts. No legal playbooks, no workspace, no marketplace escalation. Insight without support.

AI Review

Add-in

Tool-only Surface

No Legal Escalation

CLM PLATFORMS

Enterprise Infrastructure (CLM)

Infrastructure-heavy but not a legal marketplace. Post-contract signing enterprise workflow, repository, and contract compliance platforms built for legal departments — inaccessible to SMB operators.

Workflow

Repository

Enterprise-Only

The Nomikos Advantage

1

Built for SMBs, Not Law Firms

Upstream of legal tech with a business focus — helping SMBs close deals fast, not manage legal departments.

2

Unified CLM Workflow

AI intelligence, integrated legal services, and contract management in a single platform — no stitching tools together.

3

Embedded Marketplace

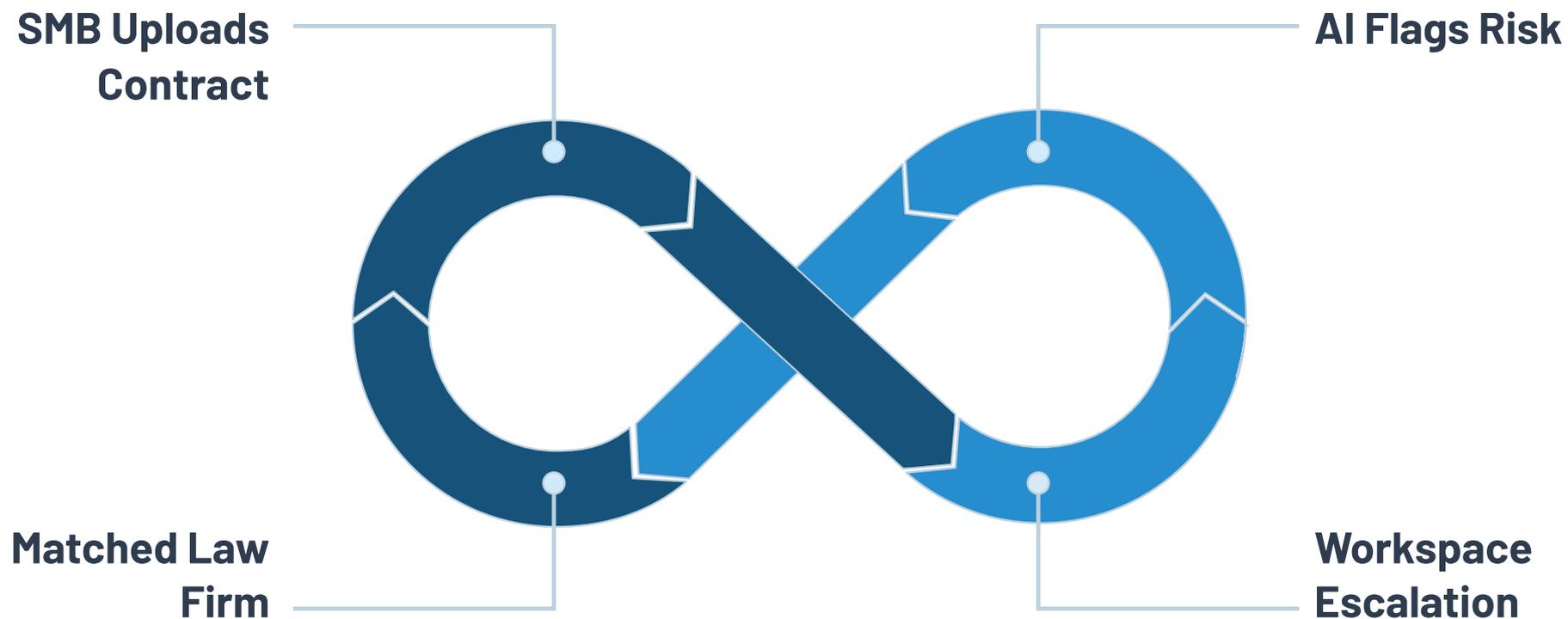
One-click escalation generates repeat, qualified legal demand — a revenue flywheel from day one.

4

Built-In Viral Loop

Dealmakers invite counterparties into the platform for collaboration — every deal is a distribution event.

The Viral Loop – Collaborative Escalation



Every contract workspace invitation or escalation pulls another law firm or business into the workflow, turning routine deal activity into **built-in distribution**. As a new generation of business owners expects modernized contract infrastructure, that loop compounds into durable network growth.

Market Opportunity



TAM: \$50B-\$75B

Global SMB contract & legal services spend

SAM: \$20B-\$35B

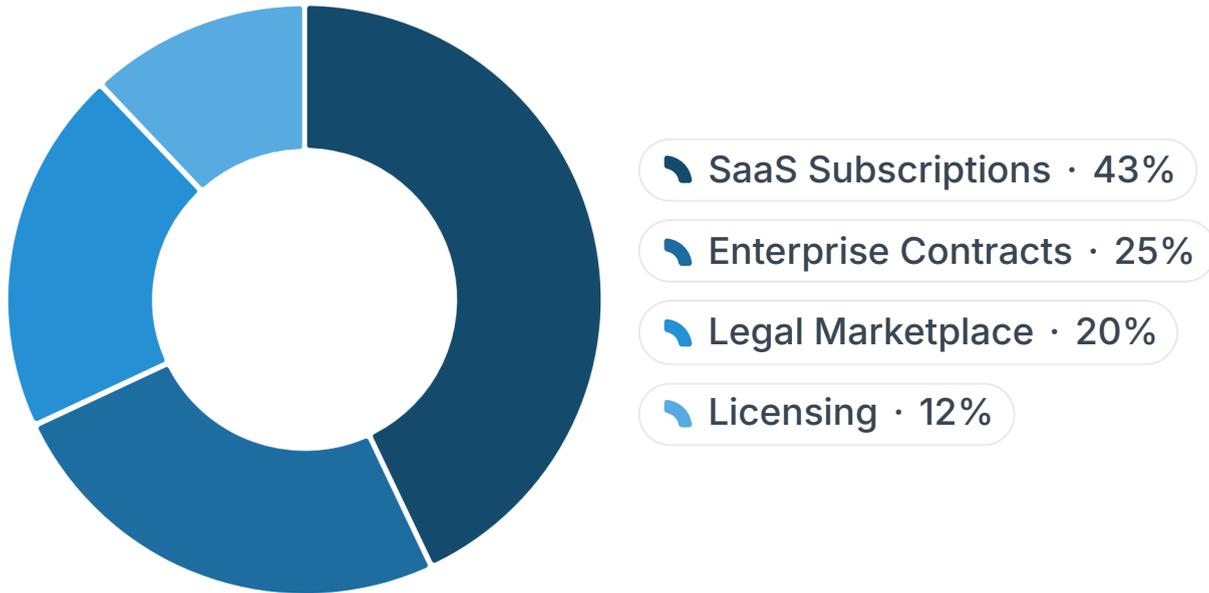
High-contract verticals: event planning, advertising, construction, consulting, finance, media, travel



SOM: \$10M-\$20M ARR

600K-1M high-volume SMBs in beachhead verticals

Revenue Architecture



Multi-Stream Monetization

SaaS Tiers: \$5K–\$25K ARR per SMB across self-serve and managed plans.

Enterprise: \$150K+ ACV custom contracts for mid-market firms with higher volume needs.

Marketplace: Take rate on qualified legal matters routed to verified firms.

Licensing: White-label AI contract intelligence for platforms and partners.

Traction & Milestones

1

Platform Built

Fully functional, end-to-end proprietary agentic development & deployment platform is operational.

2

MVP in Progress

AI risk scoring and contract parsing under active development. Legal marketplace architecture defined.

3

Early Demand

Design partnerships with SMB operators in advertising, consulting, event planning, and media. 2 pilot deals near close; 5 active pipeline conversations.

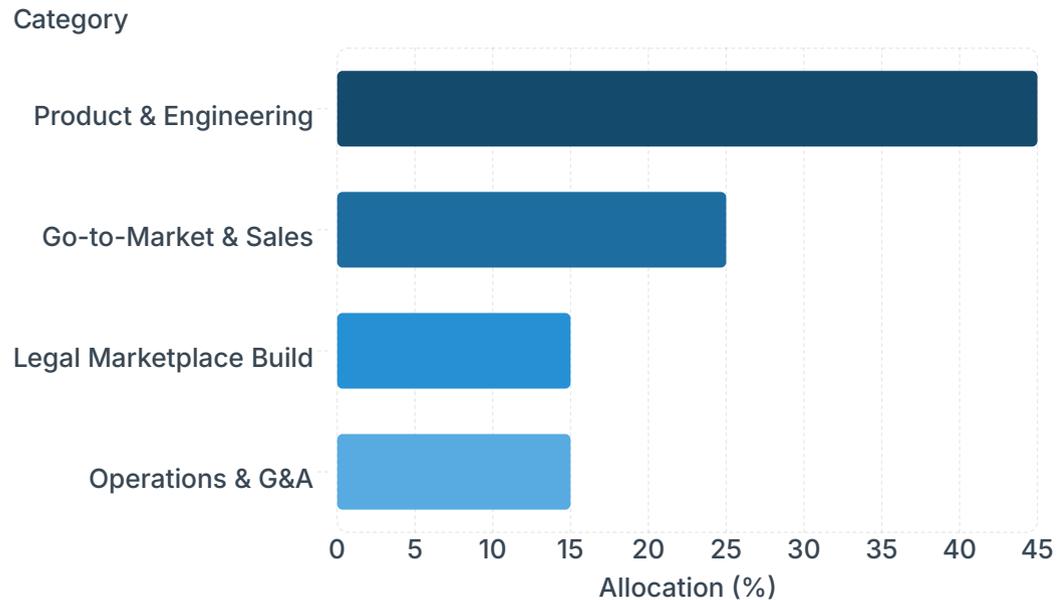
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3-Month Goal

MVP launch → first paying customers → Series Seed readiness.



Use of Funds · \$2M Seed



Capital-Efficient Path to Scale

The majority of capital goes directly into product — building the AI engine and marketplace that create defensible moats.

Milestone Target: MVP → first paying customers → Series Seed readiness within 3 months of close.

The Team



Dan Gurman

Founder & CEO

Tech: Ex-Head of AI at a publicly traded company. Decades of hands-on-keyboard development experience. Carnegie Mellon ECE grad.

Law: Almost 15 years of legal experience at the top-tier firms of Ropes & Gray and Covington & Burling. Fordham Law grad.

Business: Led business strategy for a ~\$350M/yr division at a publicly traded company.



Mike Olsson

Chief Product Officer

18 years building enterprise platforms and AI-enabled workflows. Former MD and Head of Product at UBS, leading globally distributed teams.



Tara Thomas

Chief Business Officer

20+ years in SaaS, AI, and regulated industries. Senior roles at Oracle, Visa, and The Cobalt Group. Leads marketing and go-to-market.

Resources

Download our comprehensive one sheet OR a PDF of this presentation for a deeper dive into Nomikos AI, our market analysis, and product capabilities. Get all the essential details in one convenient PDF.

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