FIXLEDGER

Books that *agree.* Every day.

The AI-native operations layer for independent RIAs — reconciliation and client reporting first, at the price they already pay.

PROBLEM

Independent RIAs still close their books by hand.

Every day: download custodial data client by client, review it, upload it into 20-year-old desktop software, chase the breaks. Every quarter: batch, proof, and send hundreds of reports one at a time.

DOWNLOAD → REVIEW → UPLOAD → CHASE → SEND → REPEAT

- Hundreds of clients, one back office
- Every options roll: 2+ trades
- Every expiry: a brand-new security to set up

> Vendor support, in writing, July 2026: the legacy data feed has known reconciliation limitations, including multi-currency, missing products, and corporate actions.

Three forces just made the incumbent replaceable.

1

The squeeze

Desktop license: $3K to $6K a year. The sanctioned upgrade, as quoted to our first customer: $15K to $25K a year.

2

The decay

Legacy Windows desktop software on SQL Server, data feeds that drop information, and no native concept of an options book.

3

The unlock

AI collapsed the cost of building custom operations software. Complexity is no longer a moat. What regulated workflows still require is an audit trail and human sign-off. That is our product.

SOLUTION

One engine, fit to each firm like a *glove.*

01 · INGEST

Scheduled custodian pulls, Interactive Brokers Flex first.

02 · NORMALIZE

Canonical store, every new option contract auto-provisioned.

03 · RECONCILE

Daily positions, cash, and cost basis. Exception dashboard, immutable audit log.

04 · REPORT

Firm-branded, strategy-aware client packages.

05 · DELIVER

One batch send, per-client delivery logs, retention-ready archive.

TAILORING IS CONFIGURATION, NOT CONSULTING · A HUMAN APPROVES EVERY CORRECTION

PRODUCT

Reporting that speaks the firm's strategy.

● Exceptions · daily reconciliation ILLUSTRATIVE

INSTRUMENT	ACTIVITY	AGE	STATUS
SPY 07/31 745 C	SELL TO OPEN	–	√ matched
SPY 07/31 700 C	ASSIGNED	–	√ matched
CAD CASH	FX BALANCE	2d	● break
SPY LOT 0413	COST BASIS	–	√ cleared

1,284 positions checked open breaks **1** · aging until a human clears it

Conservative sleeve Q2 2026 · ILLUSTRATIVE

Premium collected this period	+$1,842.00
Rolls this quarter	3
Downside cushion	6.5%

FLOOR 696.00 SPOT 744.78 CAP 782.00

Every figure traced to its source line

If it can carry an options book, assignments, exercises, and weekly rolls included, **a plain-vanilla book is trivial.**

FIRST CUSTOMER

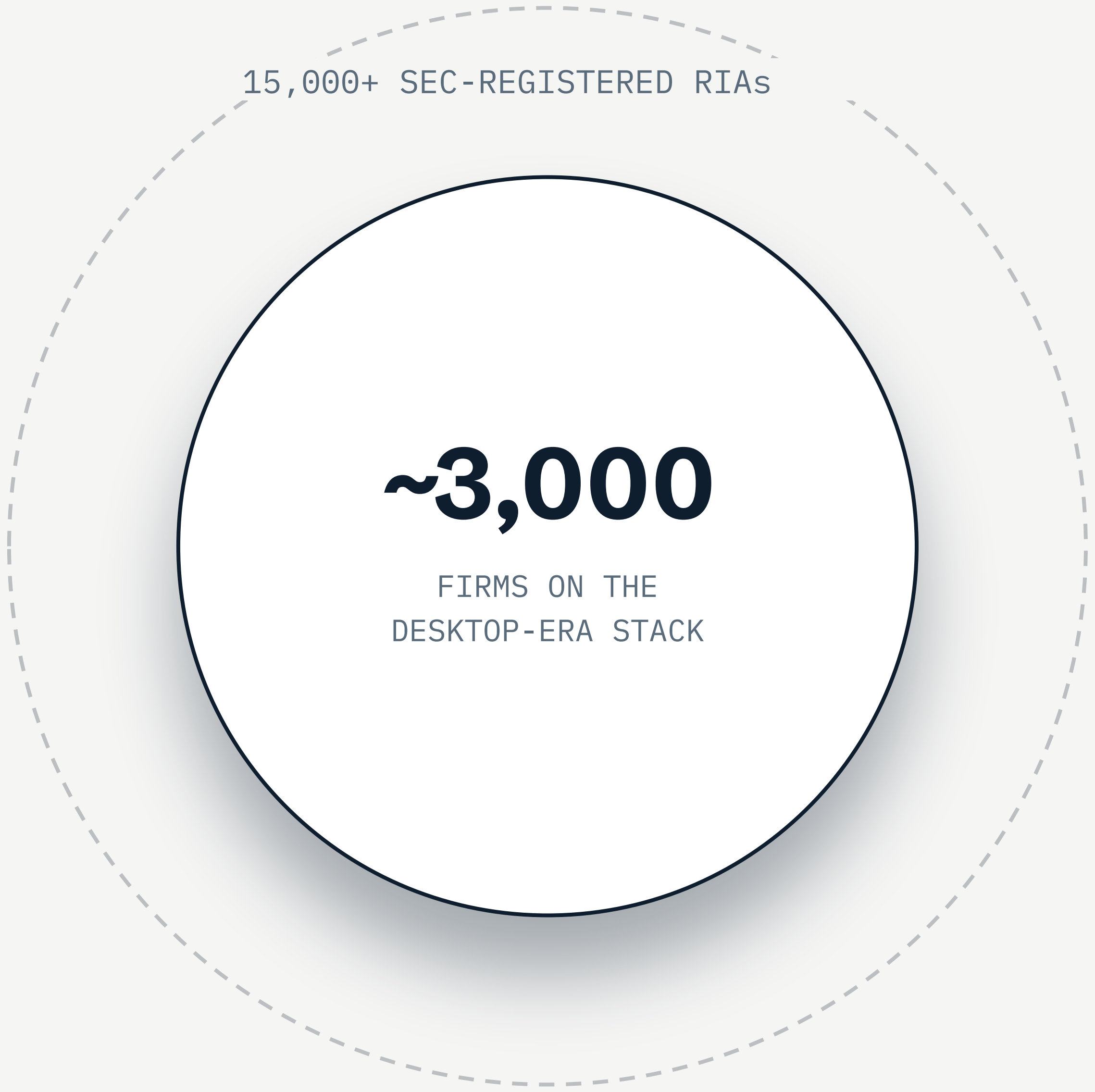
We started with the hardest book in the segment.

A fee-only RIA in Palm Beach, running options overlay strategies, covered calls, cash-secured puts, and collars, rolled weekly to quarterly across a book that reaches into the hundreds of clients. Custodied at Interactive Brokers, on PortfolioCenter today, declined the quoted $15K to $25K cloud migration.

- ✓ Committed at flat, license-level pricing
- ✓ v1 in build against their live workflow
- ✓ Parallel run through a quarter-end before cutover

BASELINES WE WILL BEAT: HOURS PER QUARTER-END · PER-CLIENT HANDLING TIME · BREAKS PER CYCLE

A beachhead you can list by name — *with a venture-scale room behind it.*



~$16M ARR — the door

Wedge pricing alone — reconciliation + reporting at ~$5–6K across ~3,000 enumerable legacy-desktop firms.

~$45M ARR — the beachhead, expanded

The same firms toward $15K+ as modules are earned, never forced.

$200M+ ARR — the room

The operating layer across the 15,000+ SEC-registered RIAs behind the beachhead.

Revenue per firm grows from the core by earning modules, **never by holding the upgrade hostage.**

MODEL & GO-TO-MARKET

Priced at what they already pay. Grown by earning more.

THE MODEL

A flat subscription, *scoped per firm.*

Software at software margins. Not a rate card, not a services engagement. Two inputs set the fee: engagement scope and accounts under automation, so margin holds at any book size. AI-driven configuration keeps onboarding near zero.

- Direct outreach to a named list of legacy-desktop firms
- Referenceable proof from the hardest book in the segment
- A founding bench with operators inside two additional Southern California RIAs

MODULE · LATER

Investment-committee research briefs

MODULE · NEXT

Self-hosted firm knowledge base, cited answers

MODULE · NEXT

Document intelligence for the client file

CORE · LIVE

Reconciliation and client reporting

FLAT · SCOPED PER FIRM

MODULES EARNED ON THE SAME DATA LAYER →

COMPETITION

Built for the firms everyone else prices out.

Enterprise platforms	Tamarac, Orion, Black Diamond: powerful, built and priced for billion-dollar firms.
Budget reporting tools	AssetBook, Advyzon, Panoramix: cheaper, but generic templates with no concept of a strategy.
DIY	Excel plus staff: fragile, unauditable, does not scale past the founder.
FIXLEDGER	Strategy-native, custom-fit at software price, **audit-grade by default.**

VISION

From clean books to the firm's operating layer.

ACT I

NOW

Automate the books

Reconciliation and reporting, the system of record for what happened, and the trust that comes with it.

ACT II

NEXT

Automate the client file

500 to 2,000 pages per client per year, classified, extracted, and cross-referenced into completed work products, not chat answers.

ACT III

BEYOND

The operating layer

The structured, cited, permissioned data layer the firm's AI agents will run on, with approvals the firm defines.

Finance DNA meets build DNA.

AG

Alex Granda

CO-FOUNDER · CEO

Learned the problem from the inside: first job in finance was an internship at the firm that is now our first paying customer. Since: fintech and FIG investment banking at MJC Partners, M&A and capital raises including a $250M bank sale, and go-to-market lead at a stablecoin banking-infrastructure startup. USC MS Finance. Series 79 and 63.

CB

Chris Bott

CO-FOUNDER · CTO

Deloitte Risk and Financial Advisory: built AI tooling for querying enterprise data in natural language, technical assessments across reliability, security, and data governance, the exact constraints a books-and-records system lives under. The Boring Company: Python-automated data tracking and reporting on $10M+ infrastructure projects. B.S. Electrical and Computer Engineering, USC.

THE ASK

$750K pre-seed to retire the *back office.*

Post-money SAFE, terms flexible for a lead. Founder-funded to date, $0 raised.

18-MONTH MILESTONES

- **v1 live at our first customer,** validated through a parallel quarter-end run
- **Second custodian live,** Schwab or Fidelity
- **10+ paying firms** from the named list
- **First expansion module** in pilot

contact@fixledger.ai