Foxtrot Professional Services, LLC
Phone: (571)-301- 2838
hello@Foxtrot-services.com
www.Foxtrot-services.com

To Our Customers, Partners, and Friends,

Two years ago, we bet on a simple idea: the hardest part of AI isn't building it. It's making it stick. We started Foxtrot to help organizations become AI-native, where intelligence is embedded in how they operate, not bolted on as an afterthought.

As we head into year three, we wanted to share what this team, and our customers, have made possible, and where we're headed next.

Over the past year, **we achieved 9.1x revenue growth. Our team and customer base have both grown 4x,** and we did it by staying close to the work, staying accountable, and doing what it takes to get AI systems into production. These accomplishments are made even more meaningful by the fact that we remained bootstrapped, took on no outside capital, and have been profitable since day one.

Today, we are a **team of 63**, serving customers across healthcare, manufacturing, fintech, insurance, and federal, all while staying laser-focused on our mission: to be the most trusted partner to our customers in implementing AI-enabled solutions and applications on Palantir Foundry.

At our core, we help teams move faster from prototype to production by building robust, stable and efficient data pipelines and ontologies that scale. Our clients need governed workflows that operators trust, not stopping at zero to 1, but scaling across global operations.

The Impact: Foxtrot helps global manufacturers protect margin amid tariff volatility, helps hospital systems get the right supplies to the right patients faster, and helps food distributors run real-time logistics that keep thousands of restaurant locations in stock. Foxtrot turns messy enterprise data into governed workflows on Palantir Foundry, so operators can make decisions with speed, confidence, and control.

We've grown deliberately, investing in people, culture, and technical excellence to ensure we can continue to deliver for our customers as their needs evolve. That intentionality has positioned us to enter year three with a solid footing and a clear vision for what comes next.

The Next Chapter: To fuel our mission, we are honored to announce Foxtrot's **Series A capital raise,** in partnership with two incredible investor-advisors: **Spicewood Ventures** and **Scare the Bear Capital.**

"We see Foxtrot as a company building at the intersection of AI innovation and operational reality," said John Papadia, Managing Partner, Spicewood Ventures. "Their approach to AI-enabled solutions, combined with deep customer relationships and a strong culture, positions them to lead as AI adoption accelerates globally."

Scare the Bear Capital's deep expertise in the US federal market will be instrumental as we expand our federal business in 2026, bringing our proven AI-enabled capabilities to mission-critical government use cases.

To Palantir: Thank you for supporting us and treating us like partners from Day 1. Your trust and collaboration is central to what we've built.

As we look ahead, our commitment hasn't changed: build AI-enabled systems that deliver real value, hire people who care about the work; and never lose sight of why our customers trusted us in the first place.

Thank you for being part of our journey. We're just getting started.

Sincerely,

Christine Williams & Nicole Sanders

Co-CEOs, Foxtrot Services