Kojo 2024 Year in Review:
A Year of Transformation

Maria Davidson
CEO & Founder, Kojo

A Letter From Our Founder

As we reflect on 2024, I'm filled with immense pride in what we've accomplished together. Our mission has always been to empower trade contractors by simplifying and streamlining their materials management processes. In these past 12 months, we've taken that mission to new heights.

We introduced over 40 new features, including Automated Invoice Matching, an AI-powered Sourcing Grid, and Kojo Prefab. Upgrades like those helped boost your productivity, increase your margins, and connect your teams like never before.

We also doubled down on our commitment to being the best partner for your business. We expanded our Customer Success Team by 40%, hosted nearly 500 trainings, and met with many of you in person to ensure you're getting the most out of Kojo. Your feedback has been invaluable, shaping our roadmap and pushing us to deliver even greater value.

As we look ahead to 2025, I wanted to say thank you. Thank you for trusting Kojo, and for being the best partners as we continue to jointly push our industry forward.

Happy Holidays,
Maria Davidson
CEO, Kojo

Kojo By The Numbers

500
CUSTOMERS IN US & CA

49,235
JOBS POWERED BY KOJO

$3 Billion
IN MATERIAL SPEND
PROCESSED

818k
FILES DIGITIZED

808k
POS CREATED

137k
RFQS SENT TO
VENDORS/SUPPLIERS

364k
FIELD REQUESTS HANDLED

300k
INVOICES PROCESSED

14.2k Hours
SAVED BY THE FIELD

535k Hours
SAVED BY THE OFFICE

$41.2 Million
SAVED BY THE OFFICE

77k
TOOLS AND EQUIPMENT MANAGED

690K
MATERIAL INVENTORY ITEMS
MANAGED

$9.73 Billion
INVENTORY MANAGED TO
DATE(MATERIAL & TOOLS)

Kojo Boosts Productivity

Scanning For Materials

Your phone's camera is now a scanner for receiving materials, finding inventory, and checking out tools. With this feature, your field team can get back to building sooner.

Mechanical Quick Order

Mechanical trade contractors now have their own mobile app experience. With a better-tailored interface, your field team can request materials faster.

Prefab Design Assemblies

This new feature automatically breaks down the materials needed for each prefab item. It also creates and sends a list of materials to procurement – doing the heavy lifting for you.

PO Approvals

Eliminate bottlenecks by automating the PO approval process. Set criteria like a dollar amount or job name to ensure the right team members review your large or critical POs before processing.

> "
> The field saves roughly 50-60% of their time so they can focus on getting the job done on time. That's over 20 hours or more per week.
> "
>
> Brendan Humphrey,
> Project Engineer
> K2 Electric

Kojo Increases Your Margins

New Sourcing Grid

Field requests automatically populate into an intuitive visual grid, where you can instantly compare suppliers, your warehouse, and HFR orders for the best price and availability. Always make the right purchasing decision.

Automated Invoice Matching

You can now take reconciliation to the next level by matching POs, invoices, and deliveries to each other. Only pay for what you've requested and received.

Digitize Documents Via Mobile Camera

You can now snap a photo of invoices to input the information into Kojo automatically. You can ensure you pay the right amount for every invoice by eliminating manual data entry and human error.

Streamlined Generic-First Catalog

Field requests are now organized by part first and source second, with generic materials prioritized. No need to overspend for the materials your field teams prefer.

Autocomplete Search Bar

The search function in the mobile app is now smarter, predicting your materials and allowing you to autocomplete your search with suggested materials.

Tool Job Costing Report

Make billing for tool usage accurate and straightforward. Set daily tool rates in Kojo, check them out to projects, and include them in job cost reports effortlessly.

> "
> With Kojo, we're seeing some huge savings across the board. In many cases, we're knocking off 3-5% of our material costs.
> "
>
> Bruce Benes, CFO
> JBI Electric

Kojo Connects All Your Teams

Tool Tracking

Now, all teams have clear visibility into their tool inventory. Field, warehouse, and purchasing teams can proactively track tools to prevent tool loss, theft, and breakage.

Service POs

Get accurate job costs for these small and fast orders while giving more autonomy to field teams.

Rentals POs

Kojo now includes Purchase Orders specifically built for Rentals, giving you better organization, more insights, and a fuller picture of your projects.

Subcontract POs

Keep track of work you've outsourced with POs built for managing subcontracts.

Prefab Shop Connection

With Kojo Prefab, you can now order prefab materials just like any other material while tracking the status every step of the way – maximizing your prefab shop investment.

> "
>
> Kojo gives me better visibility into our end-to-end materials management process. With Kojo, I can see everything from the time we ordered through receiving, invoicing, and payment, all in one system.
>
> "
>
> Alex Eldridge,
> Project Manager, Tharco

Kojo Integrates with Your Tech Stack

ACCOUNTING SYSTEM INTEGRATIONS

Deeper integrations across all accounting systems for better usability and more automation.

- **Change order integrations**
- **POs for work orders and general stock POs in Spectrum**
- **NEW** **Penta Integration**
- **NEW** **eCMS integration**

SUPPLIER INTEGRATIONS

- Increased our EDI/API integrations with **70+ suppliers**
- Introduced pricing and availability integrations with the **Sourcing Grid**
- Improved **supplier usability** streamlining the process for contractors

NEW SOFTWARE INTEGRATIONS

stratus   **AUTODESK**

More New Features

Productivity For Field

- Quick Order favorites
- Fractional keyboard on mobile app
- Grouping tools for Field teams
- Schedule carts

Features To Increase Margins

- Linking BOM to warehouse inventory
- Linking warehouse inventory to catalog
- Receiving tools to warehouse
- Include payment terms & discounts in POs

Features For Greater Connectivity

- Quick Order redesign
- Shared carts
- Mobile requisition approvals
- Automatically copy people on delivery emails
- Customized push notifications
- Customized user roles
- Standalone purchase of: Tool Tracking, Inventory, and Prefab

Productivity For Warehouse

- Tool service reminders
- Tagging warehouse inventory
- Picking warehouse inventory on web app
- Dock bouncing
- Cycle counting

Productivity For Office

- Track PO changes in your ERP
- Supplier signatures on PO PDFs
- Pre-Acknowledge HFR POs
- Upgraded order items table

Kojo Is Your Expert Partner

⊘ **Dedicated Onboarding Team With Onsite And Virtual Training Options**

⊘ **Best-in-Class Technical Support**

⊘ **Integration Architects To Connect To Your ERP and Software Tools**

> " Kojo's customer success team and engineers have been great to work with. They're very responsive and readily available to help. Whenever we have an issue or suggestion, it feels like they actually listen and have a tailored response."
>
> **Sam Procter,** *Vice President*
> **Carol Electric**

40%
Growth of our Customer Success Team

100+ Years
Combined Trade Contractor & Distribution Experience

458 trainings
Including 54 Onsite Training Days

About Kojo

Kojo is the construction industry's leading materials and inventory management platform.

Kojo enables trade and self-perform general contractors to streamline every step in the procurement and inventory management process from takeoff to closeout. By connecting field, office, warehouse, accounting, and vendors teams on one software platform, Kojo gives contractors visibility into real-time materials spending and usage, helps them source the best prices and availability across suppliers, reduces material waste, and increases labor productivity.

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