FOR IMMEDIATE RELEASE

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PRESS RELEASE

GOVO Venture Partners Holds Successful First Close of Govo Fund II, Leads Series B Round for American AI Logistics

Winter Park, Florida - GOVO Venture Partners has completed a successful first close of its latest venture fund, Govo Fund II. Reflecting the success of Govo's inaugural fund, investor commitments in just the first close of Fund II exceeded the entire amount raised in Govo Fund I.

Like its predecessor fund, Govo Fund II will invest in companies that offer products or services to government clients and companies for which navigating government-regulated environments is an important success factor. While the fund will focus on seed round through Series A investments, Fund II will provide a greater capacity to do follow-on rounds through Series B.

Govo Fund II management will include founding General Partners Rob Panepinto, Jonathan Kilman, Brian D'Ambrosio and Winter Park Capital, MB. Chris Massey has also joined as a Venture Partner for Fund II. Massey brings an extensive resume at the intersection of government and business, having served in roles leading government affairs for Lyft, Block, Chime and Zenefits. Most recently, Massey was a partner in David Sacks-founded Craft Ventures, where he also supported the government-centered interests of that firm's portfolio companies. Athlete-turned investor Tim Tebow, well-known for his humanitarian work and charitable foundation, and a partner in Govo Fund I, will continue to serve as a partner in Govo Fund II.

Rob Panepinto, who in addition to his GP role will continue to serve in the role of Chief Investment Officer of Govo's second fund, noted, "The first close of Fund II marks an important milestone for Govo. The size of the raise, which was greater than the entire amount we raised in Fund I, demonstrates investor confidence in our team and our ability to execute on our government-focused thesis."

Leading Series B in American AI Logistics

Govo's first investment from Govo Fund II will be to lead the Series B round in Washington DC-based American AI Logistics (AAIL), a Govo Fund I portfolio company. AAIL automates quoting and predicts demand for federal procurement across parts, software, and other categories.

AAIL built technology to automate what has long been largely manual work for the value added resellers and suppliers serving the warfighter and to predict procurement events before they happen. The platform pairs AutoBid, which handles RFQ discovery, quote generation, and proposal submission, with Historian, which reads historical purchasing data to forecast what the government is likely to buy and when. Together, they let a supplier bid on far more than it otherwise could, and bid on the things it is actually positioned to win.

Along with this investment in AAIL, Govo General Partner Jonathan Kilman will assume a seat on the company's board of directors, for which he has served as board observer following Fund I's investment.

The series B investment in AAIL will fund the company's capacity to execute on new contracts, grow its distributor network and further develop core products.

"Govo's leadership has had the opportunity to not just observe American AI Logistic's founders and leadership in action, but to engage in frequent dialogue regarding the company's goals and strategy. The company's value proposition is a meaningful leap forward in federal government acquisition efficiency, especially in the defense sector," said Kilman.

Regarding the company's co-founders John Cofrancesco and Tim Silk, Kilman noted, "John and Tim have earned our confidence by further validating public and private sector product-market fit, and the maturity to navigate complex federal procurement processes."

"GOVO's expertise in the federal market makes them a particularly strong fit for us," said John Cofrancesco, Founder and CEO of American AI Logistics. "They help us build partnerships across that ecosystem that create real value, stay actively engaged while giving us the room to run our business."

ABOUT GOVO VENTURE PARTNERS

GOVO Venture Partners is a venture capital firm based in Winter Park, Florida. It invests in companies where doing business with the government or navigating government regulation is critical to success. GOVO Fund I made 13 investments and ranks in the top 10% of 2022–2023 vintage funds for DPI and TVPI, according to Carta's fund performance data as of Q2 2026. GOVO Fund II invests from seed through Series A, and in Series B follow-on rounds. For more information, visit www.govovp.com.

ABOUT AMERICAN AI LOGISTICS

American AI Logistics *automates quoting and predicts demand for federal procurement across parts, software, and other categories. For more information, please visit www.americanailogistics.com.*