Rally backed by Y Combinator

Personal Tax Advisory

AI-native w/ human in the loop

January 2026

Why We Win: The Perfect Hybrid Team



Hemant Gangolia

Co-founder, Tech & GTM

- 2x Founder, YC W23 (iNRI)
- Built large scale infrastructure at Meta
- Consulted healthcare payers at McKinsey



Dinesh Reddy

Co-founder, Product & Ops

- Built and ran tax firms
- Tax advisory to 1000+ professionals
- 6+ years of tax expertise

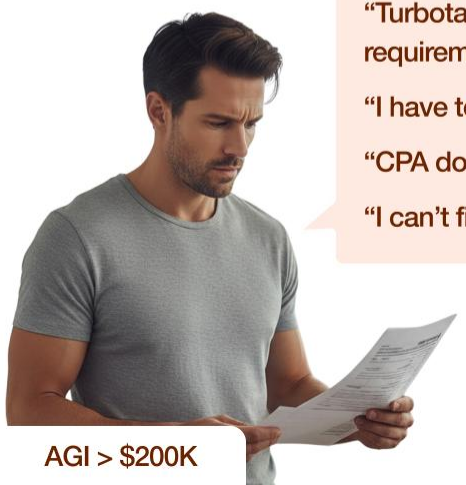
Meta · McKinsey & Company · IIMA · Jackson Hewitt Tax Services · Syracuse University

The Tax Market is *Broken for Clients and CPAs*



Taxes are challenging

- "Turbotax is too simple for my requirements"
- "I have to email all documents"
- "CPA doesn't do Tax Planning"
- "I can't find a good CPA"



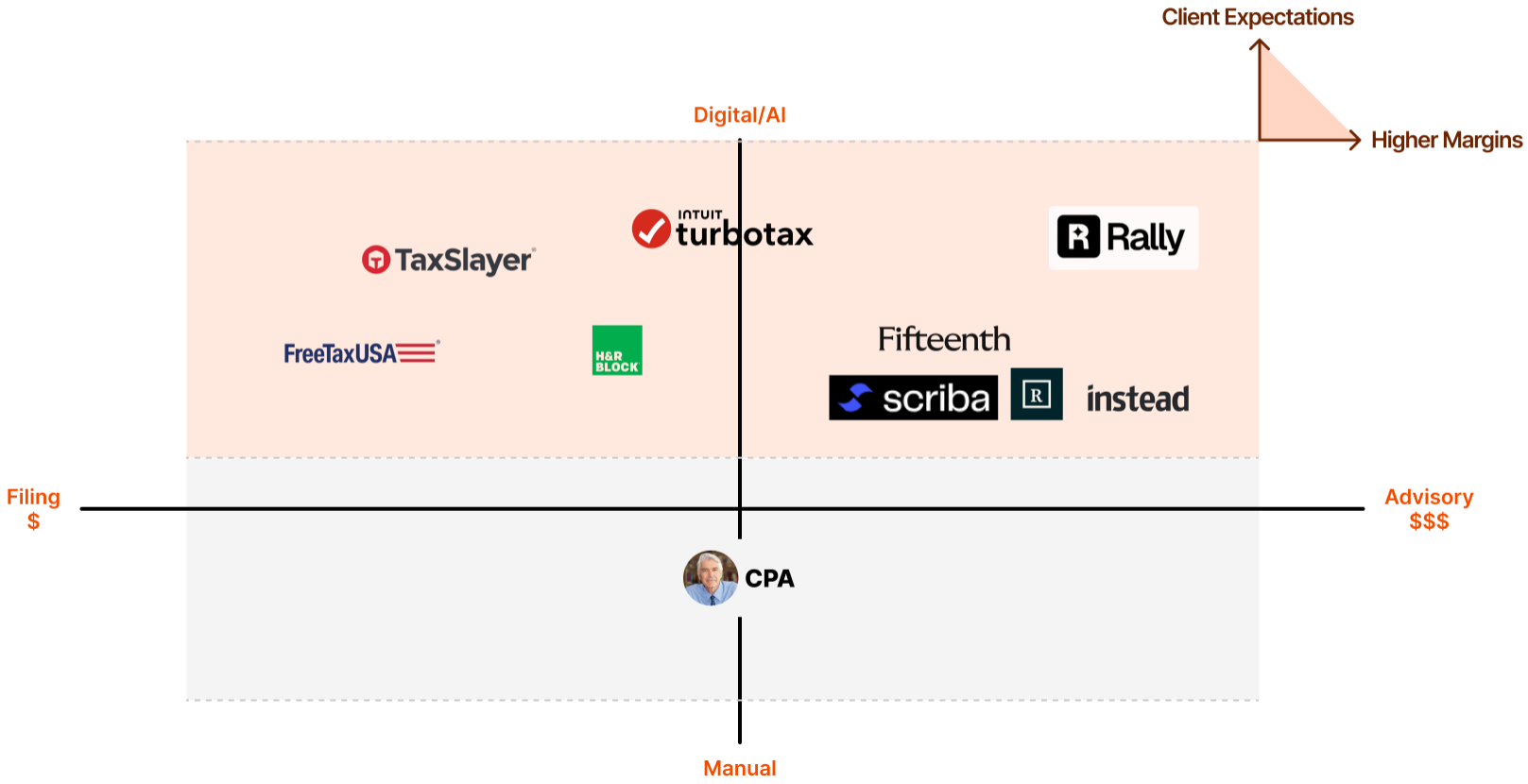
AGI > $200K

CPAs are drowning in busy work

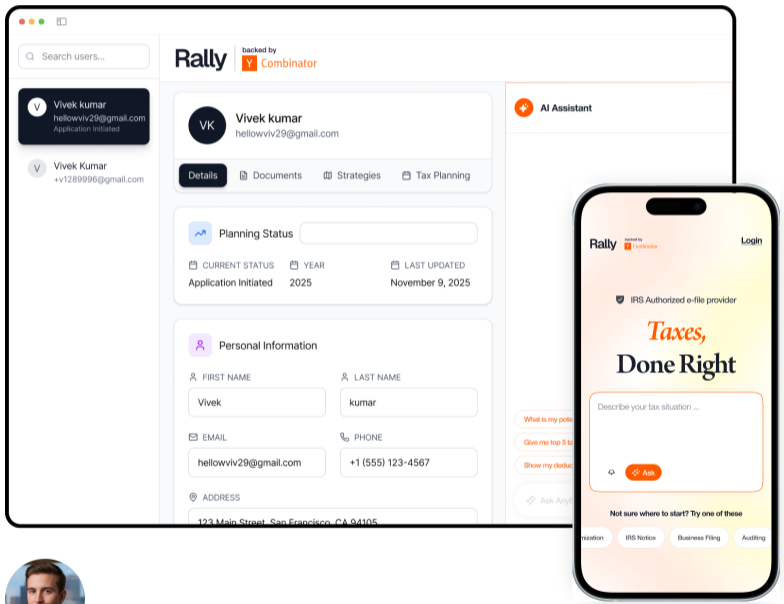
- "I don't have experienced staff"
- "I'm buying 5 Softwares"
- "I can't manage all my clients"



Rally is leading the up-market industry trend



Rally Operating System: *10x Better*



CPA



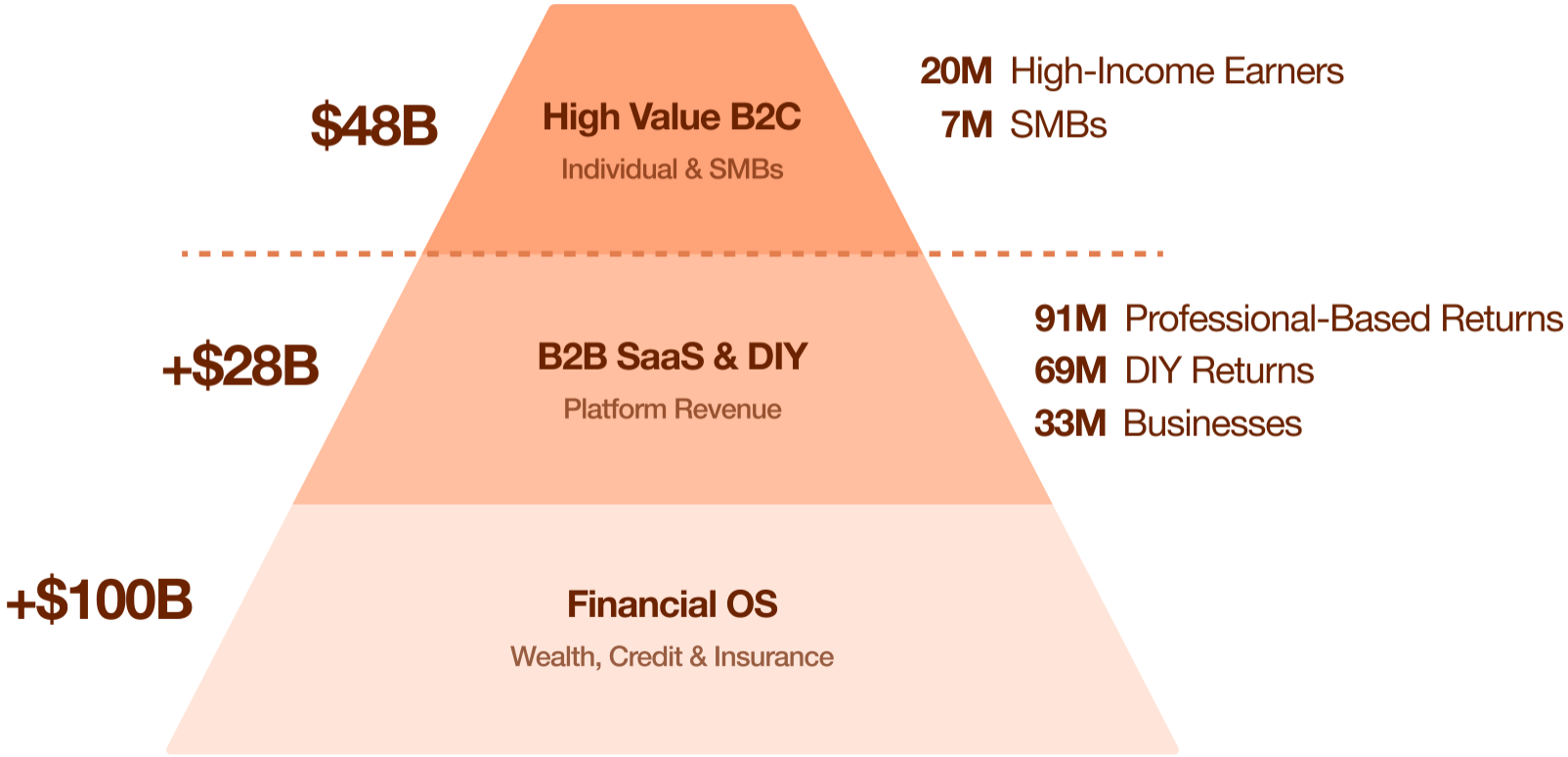
Client

$5000
average tax savings

80%
operational efficiency

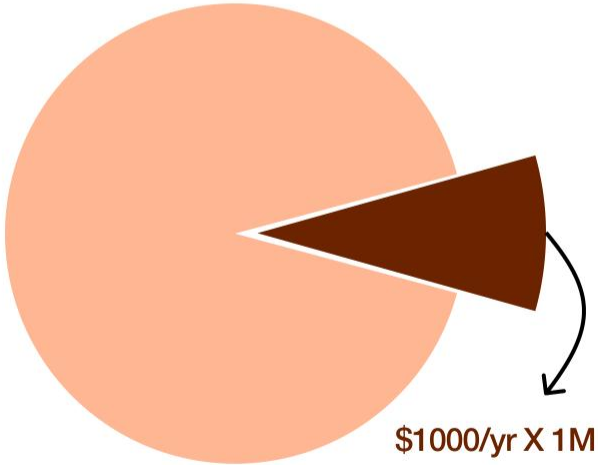
70%
gross margins

The *$176 Billion* + TAM Stack



GTM: The *De-Risked Pincer* Movement

$48B B2C Tax Advisory



$1000/yr X 1M Households

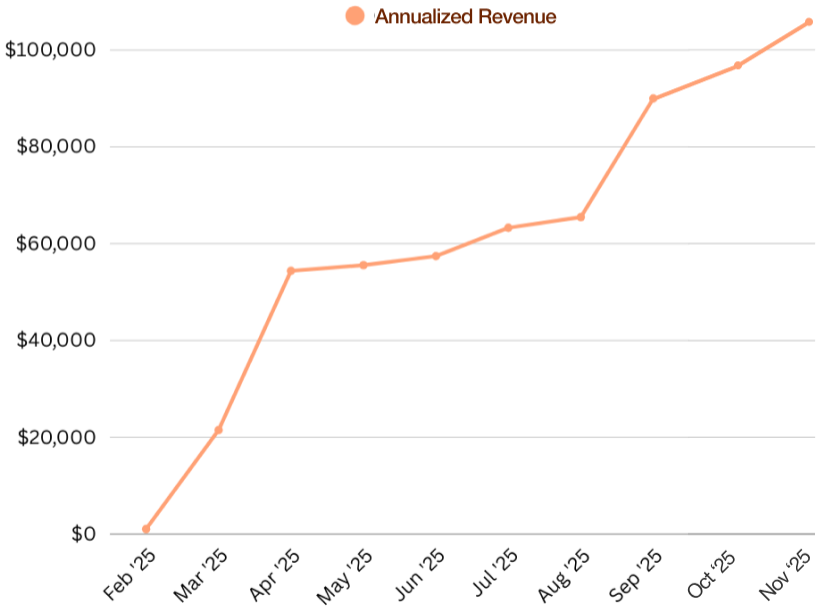
= $1B ARR



Tech Professionals

- High Income Earners
- High Tax Complexity
  - Equity Based Compensation
  - Foreign Reporting
- Strong Peer Network
- Digitally Native

$100K+ from 250 customers, $500K in Tax Savings



- Tech Professionals, AGI > $200K
- 50% gross margins
- 25% customers from referrals
- IRS authorized e-filer and SEC RIA

"Saved $100K+ with Rally's AI tax plan, found backdoor Roth, solar, and CRUT strategies my CPA missed."



Rohit Nair
Eng. Manager at Meta

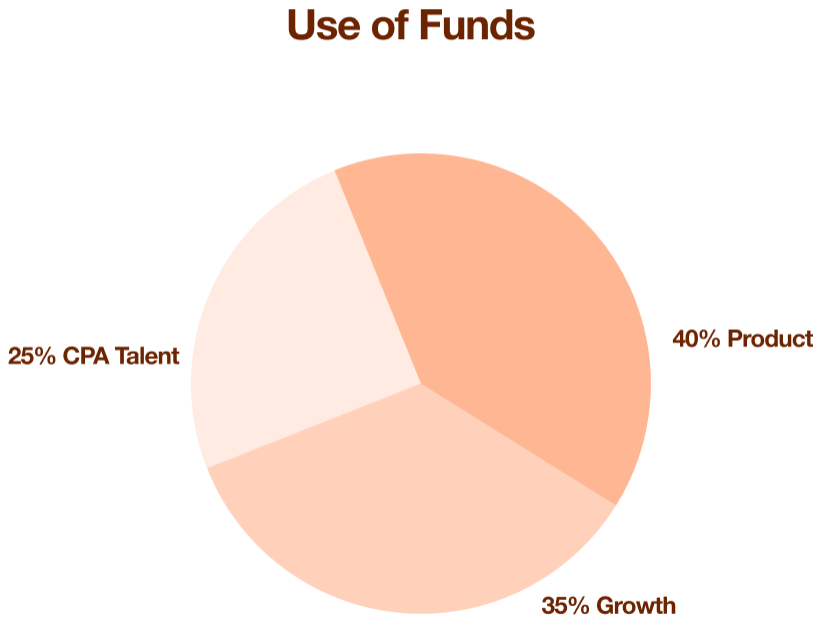
Raising $500K Bridge round before Q1 Seed

$850K Raised So Far

- Y Combinator
- Angels

Revenue Milestones

- $500K by Q1
- $1M by Dec 2026



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Let's Redefine

Tax Advisory in the AI age

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