

FreightScout Sweeps Jacksonville Venture Competition, Enters Due Diligence With Chang Robotics Fund

Twelve-year freight operator, no engineering background, built it in five months on \$40,000. Now live at 3,000 shipments a month.

JACKSONVILLE, FL, UNITED STATES, August 21, 2026 /EINPresswire.com/ -- [FreightScout](#), an AI

“

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*Connor Miller, Founder,
FreightScout*

operating system for freight brokerages, won both the judges' award and the crowd favorite award at the 2026 Jacksonville Venture Competition on August 19. The platform is live in production at a mid-market brokerage running roughly 3,000 shipments a month. The company is now entering due diligence with the Chang Robotics Fund.

Founder Connor Miller spent twelve years inside freight brokerages, helping scale one division from \$15 million to

\$130 million in annual revenue. He wrote the first version of FreightScout himself five months ago, with no engineering background and no software team.

"A freight broker's software doesn't do anything. It watches. It writes down what already happened," Miller said. "So people do all of it by hand, and a business run by hand leaks everywhere. I got tired of waiting for somebody else to build the thing I needed."

"The five months is not the story. The twelve years is," he said. "I never had to go find the problem. I already knew what happens on a floor at six in the morning when a truck falls off, because I lived it a thousand times. The code was the easy part."

The company is deliberately capital efficient. Miller built the entire platform on \$40,000 of his own money before accepting outside capital. A \$200,000 angel investment closed earlier this month and remains undeployed, earmarked for engineering. Everything running in production today was built before that check cleared.

FreightScout has ingested 143,000 shipments of customer history and automates work brokerage employees perform manually today: identifying which customers to call and drafting

the outreach, pricing freight within limits the broker sets, building and covering loads, and placing driver check-in calls with an AI voice agent. Since May, the system has produced more than 11,000 recommendations against live freight while running in shadow mode, with none executed automatically.

"Autonomy is a dial the customer turns, not us," Miller said. "In freight, trust is the whole business."

That restraint reflects the company's own market research. FreightScout conducted a twelve-vendor competitive scan alongside three years of practitioner discussion and found that carriers do not merely dislike AI phone agents, they price against them. One broker reported deliberately over-quoting any brokerage that answers with an automated voice. At another brokerage, 95 percent of AI inbound calls ended with the carrier demanding a human anyway. FreightScout runs the full life of a load, from before it is tendered through after it delivers: finding the freight, pricing it, building and covering the load, tracking it, scheduling the appointments, chasing the paperwork, and closing it out. The research shaped where the company points its voice agents.

"Carriers hate negotiating freight with a robot, and they price you for it. That surface is where the money is burning," Miller said. "A check call asking where the truck is? Nobody cares who's asking. So our voice agents do the operational work, and when a carrier wants to talk business, they get a person."

There are roughly 26,000 licensed freight brokers in the United States, most with fewer than ten employees, in an industry that has been stuck near \$1.27 million in revenue per employee for years because growth has historically required hiring. FreightScout prices at \$750 per month for the platform and a company's first three seats, \$250 per additional seat, and \$3 per shipment the system runs end to end.

The company is currently filling three to five design partner seats, several with Jacksonville-area brokerages.

About FreightScout

FreightScout is the [operating system for freight brokers](#): AI-native [freight brokerage software](#) built by a twelve-year broker. Founded in 2026 and headquartered in Jacksonville, Florida. Learn more at freightscout.ai.

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