kantos

The CRM built for AI agents

A full CRM that Claude, ChatGPT and your own agents can run end to end.

Kantos AS · Pre-seed · October 2026

CRMs were built for clicking, not for agents

Priced per seat

For 10 seats: HubSpot Sales Pro $900 a month plus $1,500 onboarding; Attio Pro $790.

Rigid by default

Teams bend their business to the CRM's data model, or pay someone to change it.

AI bolted on

Assistants get a connector into a system designed for people filling in forms.

One CRM an assistant can run end to end

~100 agent tools

Records, objects, automations, sequences, segments and email, all over MCP.

Your data model

Custom objects and fields shaped to the business, from leads to shipping kits.

Every channel

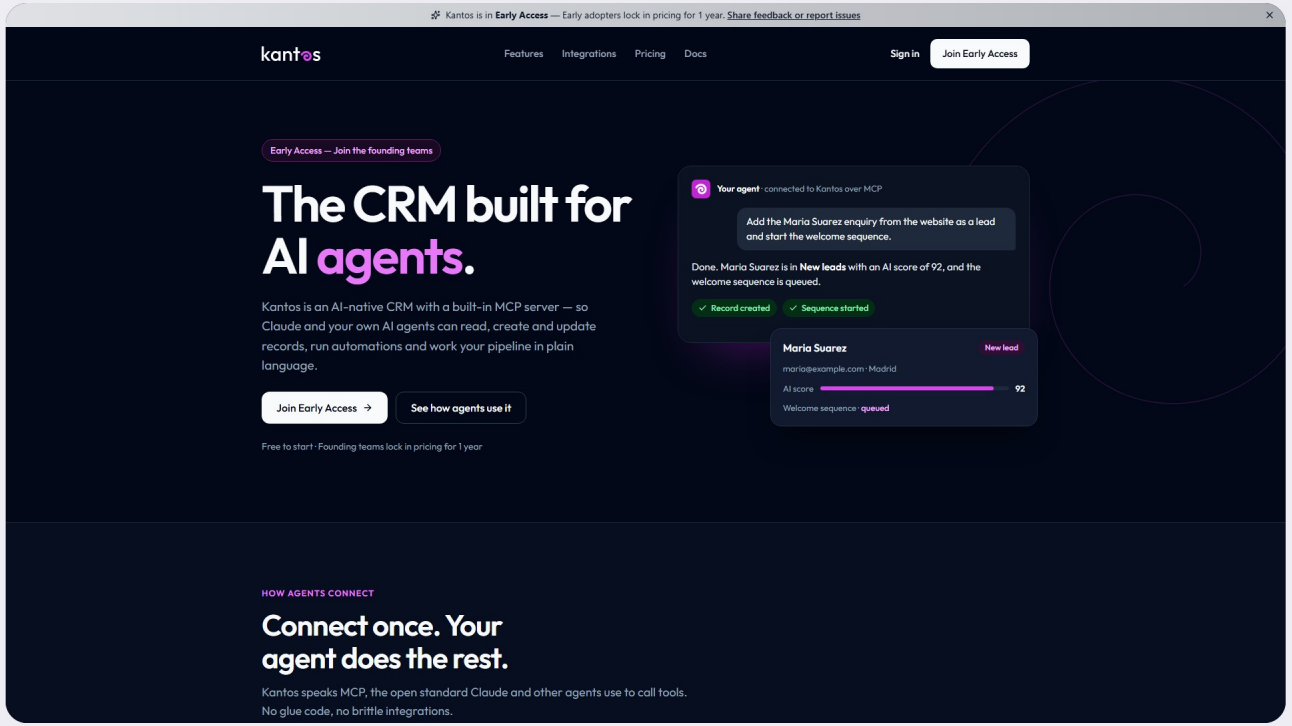
Email sequences, live chat, WhatsApp and Instagram DMs in one inbox.

Governed for humans: OAuth, scoped permissions, audit logs, and optional approval before an agent writes or sends.

Agents are becoming the interface

MCP is the standard	About 476M SDK downloads a month, roughly 5× December 2025. Governed by the Linux Foundation, with AWS, Anthropic, Google, Microsoft and OpenAI as members.
Agents already earn revenue	Salesforce's Agentforce passed $1.5B ARR, up more than 240% in a year.
Investors back agent-native CRM	Lightfield raised a $47M Series A from a16z for a CRM built for agents; Attio has raised $116M.

The product



kantos.ai



An agent adding a lead and starting a sequence over MCP (example from kantos.ai)

OroSeguro runs its business on Kantos

A Spanish mail-in gold buyer. Its whole pipeline runs in Kantos:

- Identity checks (KYC) for sellers
- Correos shipping labels and pickups
- Lifecycle emails at every step
- On Kantos since January 2026, paying customer

~118k

API calls in the last 30 days, mostly OroSeguro's own integration

Kantos · Kantos AS | Kantos production data, 30 days to 4 Oct 2026

Early, and in daily use

Early revenue

1

paying customer, €49 a month

7

businesses active in the last 30 days (4 external)

850

records created and 681 emails sent in 30 days

605

MCP calls from agents in 30 days

Customers, paying: OroSeguro

Customers on Professional, in a free grace period: Domus Venari · Bounceback · Anthonys Diamonds · Uutter

Kantos · Kantos AS | Metrics: 30 days to 4 Oct 2026; test accounts excluded

A $113B market moving to agents

$112.9B

global CRM market in 2025, software and services

$321B

forecast for 2034, growing 12.4% a year

First target: small teams that already use Claude or ChatGPT every day and want their CRM to work the same way.

MCP is becoming standard. Seat pricing isn't.

Product	10 seats, per month	Official MCP
HubSpot Sales Pro	$900 + $1,500 onboarding	Yes
Salesforce Pro Suite	$1,000	Enterprise edition and up
Attio Pro	$790	Yes, on every plan
Kantos Professional	€49 per organisation	Yes

folk, Close, Zoho, monday and Twenty also ship official MCP servers.

Our edge: priced per organisation, not per seat, with the whole product open to agents (~100 tools).

Business model

Free	Starter	Professional	Enterprise
1 seat	€19 a month, 3 seats	€49 a month, 10 seats, MCP and API	Custom

Priced per organisation. Annual billing 20% off. New organisations start a **card-required 14-day Professional trial**, live since 4 October 2026.

Team



Jonathan Laliberte

CEO

Founder. 10 years in software development, including head of development at a US company. Built both Kantos AS products end to end.



Melita Fait

Operations & Product

Part-time today, full-time from February 2027.

Next hire, funded by this round: growth and sales.

NOK 2M to reach 25 paying organisations

~1.0M
Growth and sales hire, 12 months

~0.84M
Marketing, about 70k a month for 12 months

~0.16M
Buffer

Milestone within 12 months

25 paying Kantos organisations

Kantos AS raises one round for both of its products, Kantos and Kantax.

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Thank you

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Also from Kantos AS: **Kantax**, accounting without an accountant, for Norwegian small businesses.