

KUNGFU.AI: AI-Native Management Consulting and Engineering Firm

AI-native consulting and engineering firm that has automated 70% of \$18B+ in annual loan factoring for Triumph Financial, collapsing funding time from 1–2 days to 30 seconds across 25M+ transactions per year.

Award standing: **1st Place**

KUNGFU.AI secured 1st Place in the 2026 HFS SaS Awards, selected from more than 250 submissions across the awards program. The recognition centers on KUNGFU.AI's submission, "AI-Native Management Consulting and Engineering Firm", in the category of Best Startup / Emerging Tech Firm.



The challenge behind the KUNGFU.AI entry

KUNGFU.AI is a boutique artificial intelligence professional services firm founded in 2017 in Austin, TX, 6 years before ChatGPT. Their differentiation comes from the mix of service offerings crafted with the express goal of helping organizations lead in this new age of AI, ethically and responsibly.

The work described was delivered for Triumph Financial, Clairity, Equifax and the National Association of Corporate Directors, among others.

What they built

An AI-native management consulting and engineering firm.

Results

Revenue in FY2025/26, ending March 30, 2026, was \$18.4M, up from \$9.8M the previous fiscal year, an increase of 88% year over year while keeping headcount essentially flat. 175+ client engagements with 90+ clients, some over seven years, across 30+ industries. 96% of engineering projects reach production and create measurable business value. 89% client retention.

Bottom line

KUNGFU.AI's entry backs up its claims with production evidence rather than a roadmap. Their results (above) are the kind of evidence this category was built to reward.

Learn more about KUNGFU.AI at www.kungfu.ai

Appendix: About the Category and the Awards

Best Startup / Emerging Tech Firm

This category tracks what HFS Research calls AI-native and ecosystem SaaS-ification: newer platforms built from the ground up for autonomous decision-making, continuous optimization, and contextual recommendations, rather than retrofitted from an existing services or software business. Entrants are early-stage or emerging firms judged on the strength and originality of the underlying architecture as much as on scale already achieved.

Every submission in this category was evaluated by HFS analysts and board members against five shared criteria:

- AI-driven delivery – is the solution genuinely autonomous, or is AI still assisting humans doing the work?
- Agentic adaptability – does the platform learn and orchestrate across workflows, or does it execute fixed rules?
- Outcome orientation – are commercial terms tied to results? Is there a quantified business case?
- Scalable architecture – is the IP reusable across clients and industries, or bespoke to one engagement?
- Proven enterprise success – verifiable, production-scale evidence with named or named-tier clients.

The HFS Services-as-Software Awards recognize the enterprises and technology providers leading the shift from labor-based delivery to AI-native, software-defined operations. Finalists in each category were selected by the HFS analyst team following a structured review of submissions against the criteria above. Winners were then determined by the HFS board of external advisors, who scored and ranked the finalists to reach a final result.

About HFS Research

HFS Research is the leading global analyst firm focused on business operations, digital transformation, and enterprise modernization.

For over a decade, HFS has shaped market language – from OneOffice to Services-as-Software – helping enterprises and providers understand where operating models are headed.

We work with global enterprises, IT and business services providers, software and cloud vendors, investors, and innovators.

The Services-as-Software Awards extend that leadership by recognizing organizations delivering measurable transformation in the market.