



Enterprise  
Tech  
30 2024

# Enterprise Tech 30 — The 2024 List

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Welcome to the 6th Annual Enterprise Tech 30!

Wing set out six years ago to address a vacuum in the startup landscape. Consumer startup signals are abundant, but enterprise startup signals are rare and are private to the startups' boards and management teams. As a result, customers, executives, journalists, and others in the startup community are not necessarily sure of which enterprise startups to focus on for their tech stacks, careers, and press coverage.

ET30 is the exclusive list of the most promising private companies in enterprise technology, as determined by an invitation-only group of venture capitalists and heads of corporate development. The List has global reach with Axios and NASDAQ as official launch partners. ET30 companies are covered exclusively by Ina Fried at Axios and are invited by NASDAQ to be interviewed in the SF and NYC Studios, to be profiled on the NASDAQ Tower in Times Square, and to ring the Closing Bell.

This year, we had more venture capitalists and corporate development heads participate than in any prior year. Each participant was selected and invited based on his/her track record and reputation as the center of discernment for enterprise startups. The 112 venture capitalists had assets under management (AUMs) from \$50 million to \$1 trillion. The 36 corporate development heads spanned publicly and privately held companies with enterprise values from \$2 billion to \$1+ trillion.

The ET30 2024 cohort reflects the dramatic shift in the AI transformation of business. 40% of the companies are generative AI-native. In addition, the pace of ascension into the ET30 continues to accelerate. The median early stage company in this year's cohort is less than two years old.

The Enterprise Tech 30 for 2024 are:

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## EARLY

1. LangChain
2. Unstructured
3. Modal Labs
4. LlamaIndex
5. Magic
6. Baseten
7. Clay
8. Chroma
9. Fixie
10. Braintrust

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## LATE

1. Figma
2. Rippling
3. Canva
4. Cribl
5. Hugging Face
6. Vercel
7. Scale AI
8. dbt Labs
9. Abnormal
10. Glean

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## MID

1. Pinecone
2. Perplexity
3. ElevenLabs
4. Together AI
5. Harvey
6. MotherDuck
7. Chainguard
8. Linear
9. Hex
10. Metronome

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## GIGA

1. OpenAI
2. Databricks
3. Stripe
4. Anduril
5. SpaceX
6. Anthropic
7. Snyk
8. Ramp
9. ServiceTitan
10. AirTable

## ET30 2024 Trends

The major trend for this year, as with last year, is the continued rise of AI models and tools. 30% of the ET30 2024 companies are in AI models and tools. By comparison, 25% are in SaaS, 20% are in data platforms, ETL and BI, and 10% are in cybersecurity.

## ET30 2024 by Tech Stack

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### AI MODELS AND TOOLS

1. Anthropic
2. Baseten
3. Braintrust
4. ElevenLabs
5. Fixie
6. Hugging Face
7. LangChain
8. LlamaIndex
9. Magic
10. Modal Labs
11. OpenAI
12. Together AI

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### DATA: PLATFORMS, ETL AND BI

1. Chroma
2. Databricks
3. dbt Labs
4. Hex
5. MotherDuck
6. Pinecone
7. Scale AI
8. Unstructured

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### SAAS

1. Airtable
2. Canva
3. Clay
4. Figma
5. Glean
6. Harvey
7. Linear
8. Perplexity
9. Rippling
10. ServiceTitan

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### DEV AND DEVOPS TOOLS

1. Metronome
2. Vercel

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### SECURITY

1. Abnormal Security
2. Chainguard
3. Cribl
4. Snyk

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### FINTECH

1. Ramp
2. Stripe

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### DEFENSE / AERO

1. Anduril
2. SpaceX

17 of the ET30 companies this year are new to the ET30. Many of the new companies are in AI models and tools that are building infrastructure to support the AI wave, whether that be various modalities of foundation models or tooling or data platforms to build applications using models. While the promise of generative AI is clear, only a few AI-native companies that serve end users have made the ET30 thus far. In essence, companies are enabling the AI builders first. Although the excitement in AI has been more at the infrastructure layer, we expect to see more AI-native companies at the app layer emerge in the coming years.

Of the 17 new companies in this year's ET30, seven are in AI models and tools, three are in data platforms, ETL and BI, and four are in SaaS.

## New ET30 Companies in 2024

- Anthropic
- Baseten
- Braintrust
- Chainguard
- Chroma
- Clay
- ElevenLabs
- Fixie
- Glean
- Harvey
- LlamaIndex
- Metronome
- Perplexity
- Scale AI
- Together AI
- Unstructured
- Vercel

Today's dominance in AI models and tools was preceded by a substantial period for data platforms, ETL and BI, the trend for the past 2-5 years. The data companies of the previous five years laid the groundwork for the AI companies of today, so that the AI companies can harness the value of the data infrastructure. As Snowflake's new CEO Sridhar Ramaswamy said earlier this year, "there's no AI strategy without a data strategy."

- For early stage ET30 this year, 70% of the companies are in AI models and tools, as compared 20% in data platforms, ETL and BI and 10% in SaaS.
- For mid stage ET30 this year, data platforms, ETL and BI co-leads with 30% of ET30 2024 companies, as compared to 30% in SaaS, 20% in AI models and tools, 10% in dev and DevOps tools, and 10% in cybersecurity.
- The median age for ET30 2024 companies in AI models and tools is 1.8 years. By comparison, the median age in data platforms, ETL and BI companies is 6.3 years.

For cybersecurity, there are no early stage ET30 companies this year. Enterprises spent the 2010s and pre-generative AI era getting data ready and securing the new environments. This trend is reflected in the cybersecurity ET30 companies at the mid, late, and giga stages.

## ET30 2024 Number of Companies by Category by Stage

	EARLY	MID	LATE	GIGA	TOTAL
AI MODELS AND TOOLS	7	2	1	2	12
DATA: PLATFORMS, ETL AND BI	2	3	2	1	8
DEFENSE / AERO				2	2
DEV AND DEVOPS TOOLS		1	1		2
FINTECH				2	2
SAAS	1	3	4	2	10
SECURITY		1	2	1	4
TOTAL	10	10	10	10	40

Over the past six years, AI models and tools have seen a significant increase from 3% of ET30 companies in 2021 to 30% of ET30 companies this year. Cybersecurity has been a significant growth area over the past five years from 3% of ET30 companies in 2019 to 10% of ET30 companies this year.

Although SaaS is significant at 25% of ET30 companies this year, it has decreased from 43% in 2019, and it remains at its lowest level within the ET30 since we started publishing. This trend highlights the unique moment of time that we're in, where the new capabilities with AI has led to the focus on the build-out of the infrastructure that is needed to support the next generation of applications. As mentioned earlier, we expect that in the coming years the SaaS percentage in the ET30 will increase as more AI-native application companies emerge.

## ET30 2024 Percentage of Companies by Category Over Time

	2019	2020	2021	2022	2023	2024
AI MODELS AND TOOLS	0%	20%	3%	5%	25%	30%
DATA: PLATFORMS, ETL AND BI	20%	20%	16%	13%	18%	20%
DEFENSE / AERO	0%	0%	0%	0%	5%	5%
DEV AND DEVOPS TOOLS	20%	13%	23%	18%	10%	5%
FINTECH	13%	0%	6%	15%	8%	5%
SAAS	43%	43%	39%	35%	25%	25%
SECURITY	3%	3%	13%	15%	10%	10%
TOTAL	100%	100%	100%	100%	100%	100%

## ET30 2024 by Tags

Our category framework includes both tags and sub-categories. Tags are themes that cut across categories and include generative AI, technical PLG, and non-technical PLG. Sub-categories are segments within categories and include autonomous apps and Future of Work apps.

In the adjacent table, we mark all ET30 2024 companies by tags and the ET30 2024 apps companies by sub-categories.

COMPANY	GENERATIVE AI	TECHNICAL PLG	NON-TECHNICAL PLG
<b>AI MODELS AND TOOLS</b>			
Anthropic	Yes	Yes	
Baseten	Yes	Yes	
Braintrust	Yes	Yes	
ElevenLabs	Yes	Yes	
Fixie	Yes	Yes	
Hugging Face	Yes (launch)	Yes	
LangChain	Yes	Yes	
LlamaIndex	Yes	Yes	
Magic	Yes	Yes	
Modal Labs	Yes	Yes	
OpenAI	Yes	Yes	
Together AI	Yes	Yes	
<b>DATA: PLATFORMS, ETL AND BI</b>			
Chroma	Yes	Yes	
Databricks	Yes (launch)	Yes	
dbt Labs		Yes	
Hex		Yes	
MotherDuck		Yes	
Pinecone	Yes	Yes	
Scale AI	Yes (launch)		
Unstructured	Yes	Yes	
<b>DEFENSE / AERO</b>			
Anduril			
SpaceX			
<b>DEV AND DEVOPS TOOLS</b>			
Metronome			
Vercel		Yes	
<b>FINTECH</b>			
Ramp			Yes
Stripe		Yes	
<b>SAAS</b>			
Airtable	Yes (launch)		Yes
Canva	Yes (launch)		Yes
Clay	Yes (launch)		Yes
Figma	Yes (launch)		Yes
Glean	Yes (launch)		
Harvey	Yes		
Linear		Yes	
Perplexity	Yes		Yes
Rippling			
ServiceTitan			
<b>SECURITY</b>			
Abnormal Security			
Chainguard			
Cribl		Yes	
Snyk	Yes (launch)	Yes	

## ET30 2024 by Sub-Categories

- AUTONOMOUS APPS
- FUTURE OF WORK APPS

By tags, both generative AI and PLG have seen a significant increase over the past six years.

40% of ET30 2024 companies are “generative AI-native”, meaning that the companies have a core founding principle around the rise of LLMs and other foundation models and associated techniques such as RAG. Further, an additional 13% of ET30 2024 companies are “generative AI-launch”, meaning that the pre-existing companies have recently launched significant new generative AI features or products. By comparison, 3% of ET30 companies in 2021 were generative AI.

Product-led growth remains prominent in the Enterprise Tech 30. This year, 75% (30 of 40) of ET30 companies employ a significant product-led growth model, as compared to 63% of ET30 companies in 2019. Of the 30 PLG companies this year, 24 are technical PLG and six are non-technical PLG. We define technical PLG as motions to technical adopters such as software developers, data engineers, and data scientists. Similarly, non-technical PLG includes motions to business adopters across management and functional areas.

## ET30 Percentage of Companies by Tags and Sub-Categories Over Time

	2019	2020	2021	2022	2023	2024
<b>GENERATIVE AI</b>	0%	0%	3%	5%	45%	63%
<b>GENERATIVE AI – NATIVE</b>	0%	0%	3%	5%	33%	40%
<b>GENERATIVE AI – LAUNCH</b>	0%	0%	0%	0%	13%	23%
<b>PLG</b>	63%	53%	68%	58%	75%	75%
<b>PLG – TECHNICAL</b>	37%	27%	35%	38%	55%	60%
<b>PLG – NON-TECHNICAL</b>	27%	27%	32%	20%	20%	15%
<b>AUTONOMOUS APPS</b>	3%	3%	0%	3%	5%	5%
<b>FUTURE OF WORK APPS</b>	10%	10%	19%	8%	5%	8%



# ET30 2024 Category Framework

Last year, we introduced our new category framework for ET30 companies. The framework is designed to be MECE (mutually exclusive and collectively exhaustive); however, we acknowledge it is an inherently difficult exercise to categorize startups into distinct categories. Often, the most interesting startups sit at the intersections of multiple categories.

## **AI MODELS AND TOOLS (30% OF COMPANIES)**

AI models and tools include companies building machine learning and artificial intelligence models and companies that help with building, managing, and using them. It excludes ML and AI-based end-user applications, and it is typically designed for technical users. The ET30 2024 companies in this category are:

- Anthropic: AI safety and research company
- Baseten: model inference platform
- Braintrust: AI evaluation platform
- ElevenLabs: generative AI voice platform
- Fixie: enterprise LLM agent platform
- Hugging Face: machine learning library platform
- LangChain: LLM application platform
- LlamaIndex: LLM application data platform
- Magic: AI software development platform
- Modal: cloud compute platform
- OpenAI: AI research and deployment company
- Together AI: generative AI cloud platform

### **SAAS (25% OF COMPANIES)**

SaaS includes typically software-based applications and solutions for end users. It includes horizontal applications, i.e. for business functions or processes, and vertical applications, i.e. for specific industries. It excludes cybersecurity, fintech, and defense/aero, which we break out into distinct categories below. The ET30 2024 companies in this category are:

- **Airtable:** no-code database platform
- **Canva:** design and visual communication platform
- **Clay:** outbound campaign platform
- **Figma:** design platform
- **Glean:** enterprise AI search platform
- **Harvey:** legal industry AI platform
- **Linear:** software issue tracking platform
- **Perplexity:** AI search platform
- **Rippling:** workforce management platform
- **ServiceTitan:** home and commercial services platform

Interestingly, only two (Harvey, Perplexity) of the application companies are AI-native, which is a small number relative to the number of AI-native companies that are new this year in AI models and tools and data platforms, ETL and BI. At the same time, five (Airtable, Canva, Clay, Figma, and Glean) of the remaining eight application companies have added significant AI features, highlighting how quickly prior-paradigm app companies are incorporating generative AI capabilities into their products.

### **DATA: PLATFORMS, ETL AND BI (20% OF COMPANIES)**

Data includes data platforms, extract/transform/load, and business intelligence and analytics solutions. It includes databases and database technologies. The ET30 2024 companies in this category are:

- Chroma: embedding database platform
- Databricks: data lakehouse platform
- dbt Labs: data transformation platform
- Hex: data collaboration platform
- MotherDuck: data analytics platform
- Pinecone: vector database platform
- Scale AI: data labeling platform
- Unstructured: LLM data extraction platform

Three (Chroma, Pinecone, and Unstructured) of the data platforms, ETL and BI companies have a primary use case in the development of RAG applications. These companies in particular have integrations with the AI models and tools companies and further evidence the intersectionality of AI x Data discussed above.

### **CYBERSECURITY (10% OF COMPANIES)**

Cybersecurity includes the technology solutions and services to assist companies with their cybersecurity. It includes digital solutions that assist with physical security. The ET30 2024 companies in this category are:

- Abnormal Security: cloud email security platform
- Chainguard: open source security platform
- Cribl: data observability platform
- Snyk: developer security platform

Three (Cribl, Snyk, and Chainguard) of the cybersecurity tools are developer-oriented in nature. It wasn't that long ago that people thought, "developers don't care about security." That seems to have changed, or at least companies have found a way to get developers interested in cybersecurity. Cribl intersects with the rise of data infrastructure, while Snyk and Chainguard relate to the rise of open source and the use by developers of more tools from various platforms.

### **DEV AND DEVOPS TOOLS (5% OF COMPANIES)**

Dev and DevOps tools include solutions that assist developers across the software development lifecycle, from develop and debug to deploy and monitor. The ET30 2024 companies squarely in the dev and DevOps tools category are:

- Metronome: usage-based billing platform
- Vercel: frontend cloud platform

### **FINTECH (5% OF COMPANIES)**

Fintech includes technologies and solutions focused on financial transactions for companies and financial operations within companies. The ET30 2024 companies in this category are:

- Ramp: finance automation platform
- Stripe: financial infrastructure platform

### **DEFENSE / AERO (5% OF COMPANIES)**

Defense/aero includes hardware and/or software solutions and services for the defense, space, and aeronautics industry. The ET30 2024 companies in this category are:

- Anduril: defense technology company
- SpaceX: rocket and spacecraft company

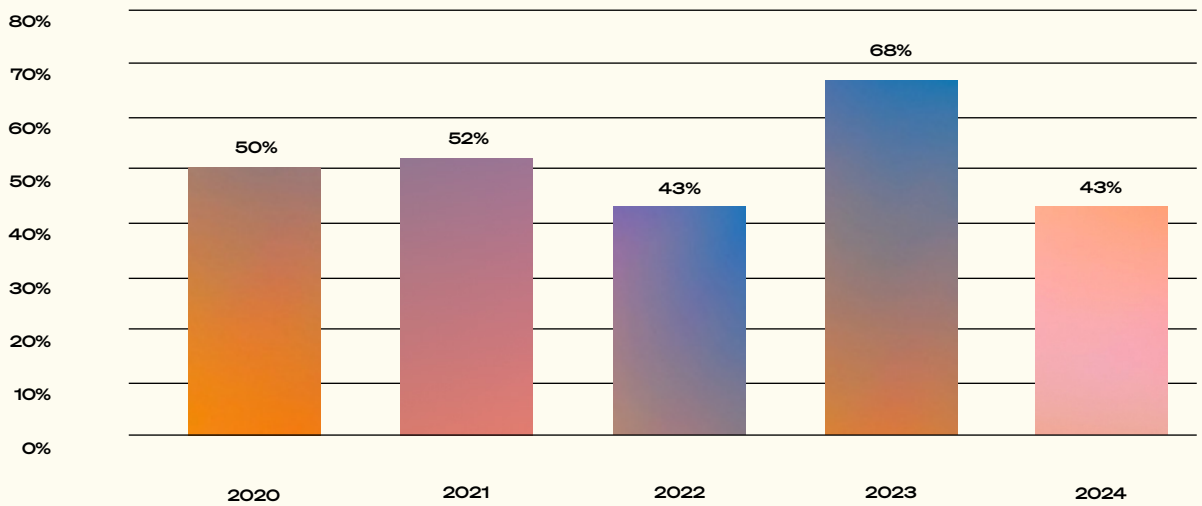
# ET30 2019-2024 Companies

As we look at the companies from 2019 to 2024, we see three key trends.

## Trend 1

As discussed above, 43% (17 of 40) of the companies in 2024 are new to the Enterprise Tech 30. ET30 continues to reflect startup innovation at the early and mid stages. Seven of the 10 early stage companies and 6 of the 10 mid stage companies this year are new.

### Percentage of ET30 Cohort that is New to ET30



## Trend 2

There are three companies who have been in the ET30 for all six years! They are Airtable, Databricks, and Stripe.

There are two companies—Figma and Canva—who have been in ET30 for five of the six years. Figma was ineligible for the study in 2023 due to the pending transaction, which was subsequently canceled. Canva missed 2020 with its transition from mid stage to late stage.

## Trend 3

Two of this year’s Enterprise Tech 30 returned in a later stage than their initial appearance. As discussed in previous reports, each subsequent stage is more difficult to stand out in, so the return of these companies is a notable achievement.

**Linear:** returned to mid in 2024 from early in 2021-2023

**Abnormal:** returned to late in 2024 from mid in 2021-2022

## ET30 2019-2024 Company Metrics

The below chart shows selected company and financing metrics for the median ET30 2024 early, mid, late, and giga stage company.

### ET30 2024 Median Company Metrics

	EMPLOYEES	YEAR FOUNDED	TOTAL RAISED (\$M)	LAST DEAL SERIES	LAST DEAL AMOUNT (\$M)	LAST DEAL VALUATION (\$M)
MEDIAN EARLY STAGE	20	2022	21.5	Seed	18.0	65.7
MEDIAN MID STAGE	49	2022	108.8	Series A	32.5	405.5
MEDIAN LATE STAGE	615	2016	400.5	Series C	152.4	4,350.0
MEDIAN GIGA STAGE	1,522	2014	3,248.5	Series E	717.3	15,982.0

Early stage companies continue to ascend to the Enterprise Tech 30 rapidly. This year, the median time since founding for early stage companies was 1.8 years, as compared to 2.3 years for last year's early stage cohort and 5.0 years for the 2019 early stage cohort. The pace of ascension is due to both the venture capital financing market and the tech movement in generative AI.

This year, mid and late stage companies saw decreases in last deal sizes and last valuations, while early stage companies saw increases.

- The median last deal size for mid stage and late stage companies this year decreased to \$33 million and \$152 million, respectively, from last year's companies. Meanwhile, the early stage companies' median last deal size increased to \$18 million.
- The median last deal valuation for mid stage and late stage companies this year decreased to \$406 million and \$4.4 billion, respectively, from last year's companies. The early stage companies' median last deal valuation increased to \$66 million.

Late stage companies have also raised capital less frequently than in previous years. Many still have significant cash from the 2020-2022 venture capital markets. This year, the median time since last deal for late stage companies increased to 2.0 years, as compared to 1.3 for last year’s late stage companies.

## ET30 2019-2024 Median Time Since Founding (Years)

	ET30 2019	ET30 2020	ET30 2021	ET30 2022	ET30 2023	ET30 2024
MEDIAN EARLY STAGE	5.00	5.70	2.70	2.70	2.30	1.78
MEDIAN MID STAGE	7.00	6.70	6.70	3.70	4.30	2.28
MEDIAN LATE STAGE	7.00	7.70	8.70	8.70	7.80	7.78
MEDIAN GIGA STAGE				8.70	9.80	9.78

## ET30 2019-2024 Median Last Deal Size (\$M)

	ET30 2019	ET30 2020	ET30 2021	ET30 2022	ET30 2023	ET30 2024
MEDIAN EARLY STAGE	15.8	17.9	15.0	12.5	13.0	18.0
MEDIAN MID STAGE	42.0	46.2	50.0	75.0	43.0	32.5
MEDIAN LATE STAGE	187.5	187.5	180.0	220.0	224.0	152.4
MEDIAN GIGA STAGE				552.5	968.0	717.3

## ET30 2019-2024 Median Last Deal Valuation (\$M)

	ET30 2019	ET30 2020	ET30 2021	ET30 2022	ET30 2023	ET30 2024
MEDIAN EARLY STAGE	104.8	125.8	72.6	58.0	44.0	65.7
MEDIAN MID STAGE	278.3	406.7	662.5	1,000.0	750.0	405.5
MEDIAN LATE STAGE	2,575.0	2,624.0	4,887.5	5,550.0	6,450.0	4,350.0
MEDIAN GIGA STAGE				10,617.5	8,290.0	15,982.0

## ET30 2019-2024 Median Time Between Last Deal (Years)

	ET30 2019	ET30 2020	ET30 2021	ET30 2022	ET30 2023	ET30 2024
MEDIAN EARLY STAGE	0.31	0.91	0.48	0.99	1.09	0.71
MEDIAN MID STAGE	0.44	0.55	0.73	0.43	0.57	0.50
MEDIAN LATE STAGE	0.48	0.82	0.65	0.65	1.27	2.02
MEDIAN GIGA STAGE				0.20	1.13	1.14



## ET30 2019-2024 Median Time Between Last Two Deals (Years)

	ET30 2019	ET30 2020	ET30 2021	ET30 2022	ET30 2023	ET30 2024
MEDIAN EARLY STAGE	1.19	1.10	0.84	1.00	0.60	1.02
MEDIAN MID STAGE	1.07	0.96	1.15	0.82	1.10	0.96
MEDIAN LATE STAGE	0.84	0.99	1.26	0.73	0.80	0.80
MEDIAN GIGA STAGE				0.57	1.00	1.14

## ET30 2024 People Metrics

Diversity continues to be a challenge for tech. There is one female CEO in this year's ET30, as compared to one in 2023, three in 2022, three in 2021, two in 2020, and two in 2019. There is one under-represented minority CEO in this year's ET30, as compared to zero in 2023, four in 2022, one in 2021, and zero in 2020 and 2019.

This year, nearly half of ET30 2024 founders (52 of 114) previously worked at Google, Meta, Microsoft, and OpenAI, often in AI research positions. 29% (33 of 114) worked previously at Google. 11% (13 of 114) worked previously at Meta and Microsoft. 6% (7 of 114) worked previously at OpenAI.

### **CEO METRICS (N=40)**

- 5% are URP (under-represented people)
  - 3% are female
  - 3% are URM
- 38 is median age
- 83% are millennials (ages 28-43)
- 22 are in SF Bay Area, 4 in New York City, 2 in Los Angeles
- 5 are from Stanford, 4 from Harvard, 3 from MIT
- 8 previously worked at Google, 5 at Microsoft, 3 at Palantir, 3 at Apple, 2 at Quora, 2 at OpenAI

### FOUNDER METRICS (N=114)

- 5% are URP (under-represented people)
  - 4% are female
  - 1% are URM
- 38 is median age
- 83% are millennials (ages 28-43)
- 63 are in SF Bay Area, 11 in New York City, 7 in Seattle, 6 in Los Angeles
- 12 are from Berkeley, 11 from Stanford, 10 from Harvard, 7 from MIT, 5 from USC
- 33 previously worked at Google, 13 at Meta, 13 at Microsoft, 7 at OpenAI, 7 at Palantir, 5 at Uber, 5 at Quora, 4 at Apple

We also built executive leadership teams based on multiple secondary data sources. We identified 409 executive team members across the 40 ET30 2024 companies. 20% are under-represented people: 18% are female, and 2% are under-represented minorities.

As a note, there are multiple definitions of under-represented minorities. For the purposes of this report, we use the definition of African American, Latinx/Hispanic, and American Indian.

# Research Participants

A core design principle of the Enterprise Tech 30 is the involvement of an exclusive group of venture capitalists, who share their insights and provide their expert discernment to the ET30 research process on an invitation-only basis.

This year, 112 venture capitalists across 92 firms participated in the ET30. The group ranged from solo capitalists and seed stage firms to buyout funds and hedge funds with venture capital practices. The assets under management (AUMs) for the 92 firms ranged from \$50 million to \$1 trillion. The last closed funds ranged from \$15 million to \$13 billion with substantial representation across early and growth stage firms. 30% had last closed funds of \$1 billion or greater, and 28% had last closed funds of \$200 million or less.

## ET30 2024 VC Participants

<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Ramu Arunachalam	General Partner	A.Capital
Ping Li	Partner	Accel
Rich Wong	Partner	Accel
Mark Kraynak	Founding Partner	Acrew Capital
Theresia Gouw	Founding Partner	Acrew Capital
Ravi Belani	CEO	Alchemist Accelerator
Jamin Ball	Partner	Altimeter Capital

<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Kristina Shen	General Partner	Andreessen Horowitz
Aaref Hilaly	Partner	Bain Capital Ventures
Ajay Agarwal	Partner	Bain Capital Ventures
Dharmesh Thakker	General Partner	Battery Ventures
Spencer Peterson	Partner	Bedrock
Byron Deeter	Partner	Bessemer Venture Partners
Jon Korngold	Global Co-Head, Technology Investing	Blackstone
James Cham	Partner	Bloomberg Beta
Ed Sim	Founder and General Partner	Boldstart Ventures
Nimi Katragadda	Partner	BoxGroup
Joydeep Bhattacharyya	General Partner	Canaan Partners
Rebecca Lynn	Co-founder and General Partner	Canvas Ventures
Gene Frantz	General Partner	CapitalG
Lucas Swisher	Co-COO, Growth and General Partner	Coatue
Sarah Guo	Founder	Conviction
Greg Sands	Founder and Managing Partner	Costanoa Ventures
Aileen Lee	Founder and Managing Partner	Cowboy Ventures

<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Bryan Rosenblatt	Partner	Craft Ventures
Max Gazor	General Partner	CRV
Reid Christian	General Partner	CRV
Mike Tully	Investor	D1
Alan Cohen	Partner	DCVC (Data Collective)
Christian Jensen	Partner and Co-Head, Private Investments	Dragoneer Investment Group
Jake Saper	General Partner	Emergence Capital
Timothy Chen	General Partner	Essence Venture Capital
John Komkov	Founder and Managing Partner	Fathom Capital
Aydin Senkut	Founder and Managing Partner	Felicis Ventures
Gokul Rajaram	Partner	Firebolt Ventures
Amish Jani	Founder and Partner	FirstMark Capital
Mike Maples	Co-founding Partner	Floodgate Fund
Ann Miura-Ko	Co-founding Partner	Floodgate Fund
Pegah Ebrahimi	Co-founder and Managing Partner	FPV Ventures
Wesley Chan	Co-founder and Managing Partner	FPV Ventures
Colin Anderson	Founding Partner	Friends & Family Capital

<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Chris Howard	Founding Partner	Fuel Capital
Jon Rezneck	Partner and Head, Investment Team	Geodesic Capital
Glenn Solomon	Managing Partner	GGV Capital
Lihan Chen	Senior Vice President	GIC
Sam Rosen	Vice President, Venture Capital	GIC
Rudina Seleri	Founder and Managing Partner	Glasswing Ventures
David Campbell	Managing Director, Asset Management Division	Goldman Sachs Growth Group
Jerry Chen	Partner	Greylock Partners
Asheem Chandna	General Partner	Greylock Partners
Max Altschuler	Founder and General Partner	GTMFund
Will Su	Partner	Highland
Hunter Walk	Partner	Homebrew
Jeb Miller	General Partner	Icon Ventures
Will Griffith	Founding Partner	ICONIQ
Doug Pepper	Founding Partner	ICONIQ
Shardul Shah	Partner	Index Ventures
Parul Singh	Partner	Initialized Capital

<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Jon Rosenbaum	Managing Director	Insight Partners
Praveen Akkiraju	Managing Director	Insight Partners
Adina Tecklu	Partner	Khosla Ventures
Bucky Moore	Partner	Kleiner Perkins
Sebastian Duesterhoeft	Partner	Lightspeed Venture Partners
Bilal Zuberi	Partner	Lux Capital
S. Somasegar	Managing Director	Madrona Venture Group
Matt McIlwain	Managing Director	Madrona Venture Group
Robin Vasan	Founder	Mango Capital
Navin Chaddha	Managing Director	Mayfield Fund
Matt Murphy	Partner	Menlo Ventures
George Bischof	General Partner	Meritech Capital Partners
Rob Ward	Co-founder and General Partner	Meritech Capital Partners
Aaron Jacobson	Partner	New Enterprise Associates
Molly Alter	Investor	Northzone
Promod Haque	Senior Managing Partner	Norwest Venture Partners
Noah Carr	Partner	Point72



<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Brian Schechter	Partner	Primary VC
Scott Raney	Managing Director	Redpoint Ventures
Satish Dharmaraj	Managing Director	Redpoint Ventures
Anand Rajaraman	Partner	Rocketship.vc
Jai Das	President and Partner	Sapphire Ventures
Rajeev Dham	Partner	Sapphire Ventures
Stacey Bishop	Partner	Scale Venture Partners
Bill Coughran	Partner	Sequoia Capital
Chris Farmer	CEO	SignalFire
Will Reed	General Partner	Spark Capital
Tae Hea Nahm	Co-Founding Managing Director	Storm Ventures
Ron Shah	Partner	Stripes
Seth Berman	Co-founder and General Partner	Susa Ventures
Chad Byers	Co-founder and General Partner	Susa Ventures
Ashvin Bachireddy	Managing Partner, Growth Fund	SV Angel
Jay Leek	Managing Partner	SYN Ventures
Amol Helekar	General Partner	Technology Crossover Ventures
Tomasz Tunguz	Founder	Theory Ventures

<b>NAME</b>	<b>TITLE</b>	<b>FIRM</b>
Andreas Stavropoulos	Partner	Threshold Ventures
Josh Stein	Founder and Managing Partner	Threshold Ventures
Evan Feinberg	Partner	Tiger Global Management
Matt Garratt	General Partner	U.S. Venture Partners
Andy McLoughlin	Managing Partner	Uncork Capital
Lily Lyman	General Partner	Underscore
Rebecca Kaden	Partner	Union Square Ventures
John Vrionis	Co-founder and Managing Partner	Unusual Ventures
Brian Ascher	Partner	Venrock
Emily Nolop	Principal, Private Investments	Viking Global
Matt Witheiler	Senior Managing Director	Wellington
Peter Wagner	Founding Partner	Wing Venture Capital
Jake Flomenberg	Partner	Wing Venture Capital
Jonathan Lehr	Co-founder and General Partner	Work-Bench
Ross Fubini	Founder and Managing Partner	XYZ Ventures
Elad Gil	Independent Investor	
(4 anonymously)		

For the fourth year, in addition to venture capitalists, we invited corporate development heads at enterprise tech acquirers to participate in the ET30. This year, 36 corporations participated including 24 publicly-held and 12 privately-held, pre-IPO companies. The corporations' enterprise values ranged from \$2 billion to more than \$1 trillion. 50% had enterprise values between \$10 billion and \$500 billion.

The corporations spanned sectors such as: cloud, collaboration, communication, data, developer platform, hrtech, IoT, marketing tech, networking, payment, productivity, security, storage, systems integration, and vertical. Collectively, the 36 corporations have done 154 acquisitions for more than \$40 billion since January 1, 2022.

## ET30 2024 Corp Dev Participants

NAME	TITLE	FIRM
Nitin Gupta	Director, Corporate Development, M&A, and Investments, AWS	Amazon
Andrew Bye	VP, Corporate Development	Akamai
Billy Blau	Head, Business and Corporate Development	Asana
Noah Yago	VP, Corporate Development and Investments	Cisco
Jeremy Reams	Director, Corporate Strategy	Cloudera
Andy Cohen	VP, Corporate Development	F5 Networks
Lauren Martin	Head, Corporate Development and Strategy	Figma
Eliran Mesika	Senior Director, Corporate Development	Gitlab
Preetha Parthasarathy	VP, Corporate Development	SAP

(27 anonymously)

## The Corp Dev 10

This year's Corp Dev 10 are:

1. Databricks
2. OpenAI
3. Stripe
4. Anthropic
5. SpaceX
6. Airtable
7. LangChain
8. Perplexity
9. Figma
10. Hugging Face

## Methodology Notes

As with the last two years, we continue to include a giga stage for companies that have raised \$1 billion or more. One purpose of the giga category is to prevent very large, long-term private companies from crowding out exciting emerging companies in the late stage category. Early stage includes companies that have raised up to \$35 million. Mid stage includes between \$35 million and \$150 million. And, late stage includes between \$150 million and \$1 billion.

There are four companies—Baseten, Magic, Together AI, and Unstructured—who raised rounds after the start of the ET30 research process but before the ET30 publication date. These companies are reflected in their previous stages in this report but will be adjusted to their updated stages for subsequent years.

## Progress for Previous ET30 Cohorts

The previous ET30 cohorts from 2019 to 2023 continue to demonstrate strong progress.

## ET30 2019 Progress Report

COMPANY	ET30 2019 STAGE	ET30 2019 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Zapier	Early	1	Raised secondary	Secondary at \$5B, 1/14/21
Clearbit	Early	2	M&A	Acquisition by HubSpot, 12/1/23
Mattermost	Early	3		
Lattice	Early	4	Raised capital	\$175M at \$3B, 1/18/22
Notion	Early	4	Raised capital	\$275M at \$10B, 9/29/21
Pachyderm	Early	4	M&A	Acquisition by Hewlett Packard, 1/12/23
Retool	Early	4	Raised capital	\$45M at \$3.2B, 7/28/22
Blameless	Early	8	Raised capital	\$30M, 4/1/21
Gatsby	Early	9	M&A	Acquisition by Netlify, 1/30/23
Sketch	Early	9		
Figma	Mid	1	Raised capital	\$200M at \$10B, 6/24/21
Canva	Mid	2	Raised capital	\$200M at \$40B, 9/14/21
Gong	Mid	3	Raised capital	\$250M at \$7.25B, 6/3/21
Cockroach Labs	Mid	4	Raised capital	\$278M at \$5B, 12/16/21
LaunchDarkly	Mid	4	Raised capital	\$200M at \$3B, 8/10/21
Tray.io	Mid	4	Raised capital	\$40M, 7/19/22

COMPANY	ET30 2019 STAGE	ET30 2019 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Algolia	Mid	7	Raised capital	\$150M at \$2.25B, 7/28/21
People.ai	Mid	8	Raised capital	\$100M at \$1.1B, 8/11/21
AppZen	Mid	9	Raised capital	\$50M, 9/9/19
Domino Data Lab	Mid	9	Raised capital	\$100M, 10/5/21
Snowflake	Late	1	Public	Initial public offering, 9/16/20
Airtable	Late	2	Raised capital	\$735M at \$11.7B, 12/13/21
Datadog	Late	3	Public	Initial public offering, 9/19/19
Confluent	Late	4	Public	Initial public offering, 6/24/21
HashiCorp	Late	5	Public	Initial public offering, 12/9/21
Plaid	Late	6	Raised capital	\$425M at \$13.4B, 4/15/21
Carta	Late	7	Raised capital	\$500M at \$7.4B, 8/10/21
Stripe	Late	8	Raised capital	\$6.5B at \$50B, 3/15/23
UiPath	Late	9	Public	Initial public offering, 4/21/21
Databricks	Late	10	Raised capital	\$685M at \$43.2B, 11/10/23

Of the 30 ET30 2019 companies, five have gone public, three have been acquired, and 20 have raised follow-on rounds since the report's publication date.

The median capital raised for the 20 companies is \$305 million. The total capital raised for the cohort is \$26.6 billion.

The total valuation increase for the cohort since the report's publication date is \$249 billion. The median valuation increase is \$5.1 billion.

As of today, 21 of the 30 companies are valued at \$1 billion or more, as opposed to 10 of the 30 companies as of the report's publication date.

## ET30 2020 Progress Report

COMPANY	ET30 2020 STAGE	ET30 2020 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Zapier	Early	1	Raised secondary	Secondary at \$5B, 1/14/21
Notion	Early	2	Raised capital	\$275M at \$10B, 9/29/21
Retool	Early	2	Raised capital	\$45M at \$3.2B, 7/28/22
Clearbit	Early	4	M&A	Acquisition by HubSpot, 12/1/23
LogDNA	Early	5	Raised capital	\$50M, 12/6/21
FortressIQ	Early	6	M&A	Acquisition by Automation Anywhere, 12/22/21
Finix	Early	7	Raised capital	\$30M, 8/11/22
productboard	Early	8	Raised capital	\$125M at \$1.7B, 2/2/22
Modern Treasury	Early	9	Raised capital	\$135M at \$2.2B, 3/4/22
Sketch	Early	10		
Figma	Mid	1	Raised capital	\$200M at \$10B, 6/24/21
LaunchDarkly	Mid	2	Raised capital	\$200M at \$3B, 8/10/21
Verkada	Mid	3	Raised capital	\$305M at \$3.3B, 10/9/23
Fivetran	Mid	4	Raised debt	\$125M, 5/5/23
Webflow	Mid	4	Raised capital	\$120M at \$4B, 3/16/22
Front	Mid	6	Raised capital	\$65M at \$1.7B, 5/16/22



COMPANY	ET30 2020 STAGE	ET30 2020 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Ironclad	Mid	7	Raised capital	\$150M at \$3.2B, 1/28/22
Netlify	Mid	8	Raised capital	\$105M at \$2B, 11/17/21
Benchling	Mid	9	Raised capital	\$100M at \$6.1B, 10/20/21
Domino Data Lab	Mid	10	Raised capital	\$100M, 10/5/21
HashiCorp	Late	1	Public	Initial public offering, 12/9/21
Snowflake	Late	2	Public	Initial public offering, 9/16/20
Databricks	Late	3	Raised capital	\$685M at \$43.2B, 11/10/23
Stripe	Late	4	Raised capital	\$6.5B at \$50B, 3/15/23
Airtable	Late	5	Raised capital	\$735M at \$11.7B, 12/13/21
Carta	Late	6	Raised capital	\$500M at \$7.4B, 8/10/21
Confluent	Late	7	Public	Initial public offering, 6/24/21
GitLab	Late	8	Public	Initial public offering, 10/14/21
Gusto	Late	9	Raised capital	\$230M at \$9.5B, 5/12/22
Segment	Late	10	M&A	\$3.2B acquisition by Twilio, 11/2/20

Of the 30 ET30 2020 companies, four have gone public, three have been acquired, and 22 have raised follow-on rounds since the report's publication date.

The median capital raised for the 22 companies is \$250 million. The total capital raised for the cohort is \$24.6 billion.

The total valuation increase for the cohort since the report's publication date is \$184 billion. The median valuation increase is \$3.7 billion.

As of today, 24 of the 30 companies are valued at \$1 billion or more, as opposed to 11 of the 30 companies as of the report's publication date.

## ET30 2021 Progress Report

COMPANY	ET30 2021 STAGE	ET30 2021 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Modern Treasury	Early	1	Raised capital	\$135M at \$2.2B, 3/4/22
Privacera	Early	2	Raised capital	\$50M, 3/9/21
Roam Research	Early	3		
Panther Labs	Early	4	Raised capital	\$120M at \$1.4B, 12/2/21
Snorkel	Early	5	Raised capital	\$85M at \$1B, 8/9/21
Linear	Early	6	Raised capital	\$35M, 9/14/23
ChartHop	Early	7	Raised capital	\$20M, 1/3/23
Substack	Early	8	Raised capital	Undisclosed

COMPANY	ET30 2021 STAGE	ET30 2021 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Monte Carlo	Early	9	Raised capital	\$135M at \$1.6B, 5/24/22
Census	Early	10	Raised capital	\$60M at \$630M, 2/9/22
Zapier	Mid	1	Raised secondary	Secondary at \$5B, 1/14/21
dbt Labs	Mid	2	Raised capital	\$222M at \$4.2B, 2/24/22
Retool	Mid	3	Raised capital	\$45M at \$3.2B, 7/28/22
Netlify	Mid	4	Raised capital	\$105M at \$2B, 11/17/21
Notion	Mid	5	Raised capital	\$275M at \$10B, 9/29/21
Grafana Labs	Mid	6	Raised capital	\$240M, 3/11/22
Abnormal	Mid	7	Raised capital	\$210M at \$4B, 5/9/22
Gatsby	Mid	8	M&A	Acquisition by Netlify, 1/30/23
Superhuman	Mid	9	Raised capital	\$75M at \$825M, 8/4/21
Miro	Mid	10	Raised capital	\$400M at \$17.5B, 12/20/21
HashiCorp	Late	1	Public	Initial public offering, 12/9/21
Stripe	Late	2	Raised capital	\$6.5B at \$50B, 3/15/23
Databricks	Late	3	Raised capital	\$685M at \$43.2B, 11/10/23
GitLab	Late	4	Public	Initial public offering, 10/14/21

COMPANY	ET30 2021 STAGE	ET30 2021 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Airtable	Late	5	Raised capital	\$735M at \$11.7B, 12/13/21
Figma	Late	6	Raised capital	\$200M at \$10B, 6/24/21
Confluent	Late	7	Public	Initial public offering, 6/24/21
Canva	Late	8	Raised capital	\$200M at \$40B, 9/14/21
LaunchDarkly	Late	9	Raised capital	\$200M at \$3B, 8/10/21
Auth0	Late	10	M&A	\$6.5B acquisition by Okta, 5/3/21
Calendly	Special	1		

Of the 31 ET30 2021 companies, three have gone public, two have been acquired, and 24 have raised follow-on rounds since the report's publication date.

The median capital raised for the 24 companies is \$166 million. The total capital raised for the cohort is \$17.0 billion.

The total valuation increase for the cohort since the report's publication date is \$132 billion. The median valuation increase is \$2.2 billion.

As of today, 23 of the 31 companies are valued at \$1 billion or more, as opposed to 14 of the 31 companies as of the report's publication date.

# ET30 2022 Progress Report

COMPANY	ET30 2022 STAGE	ET30 2022 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
WorkOS	Early	1	Raised capital	\$80M, 6/1/22
Tailscale	Early	2	Raised capital	\$100M at \$1B, 5/4/22
Airplane	Early	3	M&A	Acquisition by Airtable, 12/20/23
Linear	Early	4	Raised capital	\$35M, 9/14/23
Hex	Early	5	Raised capital	\$28M, 3/23/23
Prisma	Early	6	Raised capital	\$40M, 5/3/22
Middesk	Early	7	Raised capital	\$57M, 4/13/22
Roam Research	Early	8		
Redpanda Data	Early	9	Raised capital	\$100M, 6/23/23
n8n.io	Early	10		
Modern Treasury	Mid	1	Raised capital	\$135M at \$2.2B, 3/4/22
Hugging Face	Mid	2	Raised capital	\$235M at \$4.5B, 8/9/23
Retool	Mid	3	Raised capital	\$45M at \$3.2B, 7/28/22
Abnormal	Mid	4	Raised capital	\$210M at \$4B, 5/9/22
Monte Carlo	Mid	5	Raised capital	\$135M at \$1.6B, 5/24/22
Panther Labs	Mid	6		

COMPANY	ET30 2022 STAGE	ET30 2022 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Tray.io	Mid	7	Raised capital	\$40M, 7/19/22
Drata	Mid	8	Raised capital	\$200M at \$2B, 12/7/22
Stytch	Mid	9		
Snorkel	Mid	10		
Figma	Late	1		
Canva	Late	2		
Benchling	Late	3		
Dbt Labs	Late	4		
Calendly	Late	5		
Gong	Late	6		
LaunchDarkly	Late	7		
Zapier	Late	8		
Grafana Labs	Late	9	Raised capital	\$240M, 3/11/22
Plaid	Late	10		
Airtable	Giga	1		
Stripe	Giga	2	Raised capital	\$6.5B at \$50B, 3/15/23

COMPANY	ET30 2022 STAGE	ET30 2022 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Databricks	Giga	3	Raised capital	\$685M at \$43.2B, 11/10/23
Snyk	Giga	4	Raised capital	\$25M, 1/24/23
Carta	Giga	5		
Brex	Giga	6		
Flexport	Giga	7	Raised capital	\$260M, 1/19/24
Faire	Giga	8	Raised capital	Undisclosed at \$12.6B, 5/22
TripActions	Giga	9	Raised capital	\$304M at \$9.2B, 10/12/22
ServiceTitan	Giga	10	Raised capital	\$365M, 11/22/22

Of the 40 ET30 2022 companies, one has been acquired, and 22 have raised follow-on rounds since the report's publication date.

The median capital raised for the 22 companies is \$134 million. The total capital raised for the cohort is \$11.3 billion.

The total valuation decrease for the cohort since the report's publication date is \$94 billion, due to decreases in late stage valuations over the past two years. The median valuation increase is \$312 million.

As of today, 30 of the 40 companies are valued at \$1 billion or more, as opposed to 26 of the 40 companies as of the report's publication date.

## ET30 2023 Progress Report

COMPANY	ET30 2023 STAGE	ET30 2023 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
LangChain	Early	1	Raised capital	\$25M, 4/15/23
Linear	Early	2	Raised capital	\$35M, 9/14/23
Dust.tt	Early	3	Raised capital	\$5.5M, 6/27/23
Copy.ai	Early	4		
Railway	Early	5		
Modal Labs	Early	6	Raised capital	\$18M, 10/10/23
Replicate	Early	7	Raised capital	\$40M, 7/12/23
Magic	Early	8	Raised capital	\$117M, 2/15/24
Omni	Early	9	Raised capital	\$20M, 3/14/24
Chromatic	Early	10		
Pinecone	Mid	1		
Replit	Mid	2	Raised capital	\$20M, 11/6/23
Hex	Mid	3		
Hightouch	Mid	4	Raised capital	\$38M, 7/19/23
Zip	Mid	5	Raised capital	\$100M at \$1.5B, 5/15/23
Stability.AI	Mid	6	Raised capital	\$86M, 10/1/23



COMPANY	ET30 2023 STAGE	ET30 2023 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
MotherDuck	Mid	7	Raised capital	\$52.5M at \$400M, 9/20/23
Jasper	Mid	8		
Midjourney	Mid	9		
Fly.io	Mid	10	Raised capital	\$70M, 6/2/23
dbt Labs	Late	1		
Hugging Face	Late	2	Raised capital	\$235M at \$4.5B, 8/9/23
Canva	Late	3		
Cribl	Late	4		
Wiz	Late	5		
Benchling	Late	6		
Rippling	Late	7		
1Password	Late	8		
Postman	Late	9		
Notion	Late	10		
OpenAI	Giga	1	Raised secondary	Undisclosed at \$86B, 1/19/24
Stripe	Giga	2		

COMPANY	ET30 2023 STAGE	ET30 2023 RANK	RESULT	LATEST TRANSACTION SINCE REPORT
Databricks	Giga	3	Raised capital	\$685M at \$43.2B, 11/10/23
SpaceX	Giga	4	Raised secondary	Undisclosed at \$180B, 1/19/24
Snyk	Giga	5		
Airtable	Giga	6		
Carta	Giga	7		
Anduril	Giga	8		
Flexport	Giga	9	Raised capital	\$260M, 1/19/24
Ramp	Giga	10	Raised capital	\$339M at \$5.8B, 12/6/23

Of the 40 ET30 2023 companies, 19 have raised follow-on rounds since the report's publication date.

The median capital raised for the 19 companies is \$70 million. The total capital raised for the cohort is \$13.2 billion.

The total valuation increase for the cohort since the report's publication date is \$128 billion, due to OpenAI and SpaceX in particular. The median valuation increase is \$285 million.

As of today, 24 of the 40 companies are valued at \$1 billion or more, which is the same as 24 of the 40 companies as of the report's publication date.

## Conclusion

Congratulations to the ET30 2024 companies!  
We are honored to recognize you, and we are excited for what's next for each company.

Thank you to all the ET30 2024 venture capitalists and corporate development heads. We are privileged to be collaborating with you on the Enterprise Tech 30 initiative.

To all, we hope that you find the 6th annual ET30 insightful and useful. You can find us on Twitter below. We look forward to your comments.

[@rajeevchand](#)  
[@peter\\_wagner](#)  
[@zacharydewitt](#)  
[@chriszeoli](#)  
[@tanayj](#)

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[#ET30](#)

We would like to recognize and thank our colleagues Margarita Begun, Destini Cavalletto, Jenny Ke, Clayton Ramsey, and Nikki Tatalovich for their contributions to this year's ET30 report, data, and analysis.

As disclosure, Pinecone and Snowflake are Wing companies.

# Appendix — Enterprise Tech 30 Company Profiles



Abnormal Security	45	LangChain	65
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Anthropic	48	Magic	68
Baseten	49	Metronome	69
Braintrust	50	Modal Labs	70
Canva	51	MotherDuck	71
Chainguard	52	Open AI	72
Chroma	53	Perplexity	73
Clay	54	Pinecone	74
Cribl	55	Ramp	75
Databricks	56	Rippling	76
dbt Labs	57	Scale AI	77
ElevenLabs	58	ServiceTitan	78
Figma	59	Snyk	79
Fixie	60	SpaceX	80
Glean	61	Stripe	81
Harvey	62	Together AI	82
Hex	63	Unstructured	83
Hugging Face	64	Vercel	84



San Francisco, CA  
[abnormalsecurity.com](http://abnormalsecurity.com)



Cloud email security platform

Founded: 2018  
Employees: 600+

Total raised: \$284.0M  
Valuation: \$4.0B

## Company Description

Abnormal Security provides the leading behavioral AI-based email security platform that leverages machine learning to stop sophisticated inbound email attacks and dangerous email platform attacks that evade traditional solutions. The anomaly detection engine leverages identity and context to analyze the risk of every cloud email event, preventing inbound email attacks, detecting compromised accounts, and remediating emails and messages—all while providing visibility into configuration drifts across your environment.

## News & Announcements

11/21/23

[Abnormal Security named a Fortune AI 50 Innovator, capping a year of notable AI award wins.](#)

11/2/23

[VentureBeat: New defense tools from Abnormal Security defend against seemingly harmless QR codes.](#)

8/16/23

[Fortune: Abnormal Security's CEO explains how 'defensive A.I.' will someday defeat cyber attacks.](#)

8/15/23

[Reuters: Security startup Abnormal hits \\$100 mln in recurring revenue, eyes IPO.](#)

8/8/23

[SiliconANGLE: Abnormal Security launches 'CheckGPT' to detect AI-driven email threats.](#)

## Financing

ROUND	DATE	AMOUNT
Later Stage	3/29/23	n/a
Series C	5/9/22	\$210.0M
Series B	11/19/20	\$50.0M
Series A	11/19/19	\$24.0M

## Select Investors

CrowdStrike Falcon Fund, Insight Partners, The Syndicate Group, Menlo Ventures, Artisanal Ventures, Greylock

## CEO, Co-Founders, Board Members

Evan Reiser, Co-Founder and CEO  
Sanjay Jeyakumar, Co-Founder and CTO, Head of R&D  
Asheem Chandna, Partner, Greylock Partners  
Venky Ganesan, Partner, Meno Ventures  
Rajiv Gupta, Founder and CEO, Axiamatic  
Saam Motamedi, Partner, Greylock Partners  
Stephen Ward, Managing Director, Insight Partners



San Francisco, CA  
[airtable.com](https://airtable.com)



Connected apps  
 building platform

Founded: 2013  
 Employees: 978

Total raised: \$1.4B  
 Valuation: \$11.7B

## Company Description

Airtable enables any team, regardless of technical skill, to create apps on top of shared data and power their most critical and unique workflows. The world's largest enterprises use Airtable to build customized connected apps for their most critical and unique workflows — from managing product roadmaps to launching marketing campaigns to tracking job applicants — all on a single platform.

## News & Announcements

3/6/24  
[Introducing data residency for global customers.](#)

9/5/23  
[Everything you need to know about Airtable AI.](#)

6/27/23  
[SiliconANGLE: Airtable launches beta program for no-code AI-powered app deployment.](#)

6/13/23  
[Madrona: Airtable CEO Howie Liu on product-led growth, combining AI with no-code UX.](#)

## Financing

ROUND	DATE	AMOUNT
Series F	12/13/21	\$735.0M
Secondary	11/26/21	n/a
Series E	3/15/21	\$270.0M
Series D	9/14/20	\$185.0M
Series C	11/15/18	\$100.0M
Series B	3/15/18	\$52.0M
Series A	6/29/15	\$7.6M
Series A	2/25/15	\$3.0M
Seed	n/a	\$2.0M

## Select Investors

Benchmark, Caffeinated Capital, CRV, Coatue Management, Thrive Capital, Franklin Templeton, ICONIQ Growth, J.P. Morgan Growth, Salesforce Ventures, Silver Lake, Quiet Capital, D1 Capital Partners, DCVC, Tiger Global, BoxGroup, Tribe Capital

## CEO, Co-Founders, Board Members

Howie Liu, Co-Founder and CEO  
 Andrew Ofstad, Co-Founder  
 Emmet Nicholas, Co-Founder  
 Max Gazor, General Partner, CRV



Costa Mesa, CA  
[anduril.com](http://anduril.com)



Defense technology company

Founded: 2017  
 Employees: 2,043

Total raised: \$2.3B  
 Valuation: \$8.5B

## Company Description

Anduril Industries is a defense technology company with a mission to transform U.S. and allied military capabilities with advanced technology. By bringing the expertise, technology, and business model of the 21st century’s most innovative companies to the defense industry, Anduril is changing how military systems are designed, built and sold. Anduril’s family of systems is powered by Lattice OS, an AI-powered operating system that turns thousands of data streams into a realtime, 3D command and control center.

## News & Announcements

2/13/24

[Forbes: Anduril says its sensor for drones can track hundreds of targets.](#)

2/8/24

[DefenseNews: Pentagon tech hub hires Anduril to get large underwater drone to Navy.](#)

1/25/24

[Anduril selected to perform for Air Force Collaborative Combat Aircraft program.](#)

12/7/23

[The Economist: A startup called Anduril has unveiled a reusable missile.](#)

11/30/23

[TechCrunch: Anduril unveils Roadrunner, ‘a fighter jet weapon that lands like a Falcon 9’.](#)

## Financing

ROUND	DATE	AMOUNT
Later Stage	1/1/24	n/a
Series E	12/2/22	\$1.5B
Series D	6/17/21	\$450.0M
Grant	9/10/20	\$36.0M
Series C	7/1/20	\$200.0M
Series B	9/11/19	\$120.0M
Series A	5/18/18	\$41.0M
Seed	8/25/17	\$17.5M

## Select Investors

Andreessen Horowitz, General Catalyst, Lightspeed Venture Partners, Founders Fund, 8VC, Valor Equity Partners, Spark Capital, Lux Capital, Human Capital, Thrive Capital, D1 Capital Partners, XYZ Venture Capital, Bedrock, Franklin Venture Partners, 137 Ventures

## CEO, Co-Founders, Board Members

Palmer Luckey, Co-Founder  
 Brian Schimpf, Co-Founder and CEO  
 Trae Stephens, Co-Founder and Executive Chairman  
 Matthew Grimm, Co-Founder and COO  
 Joseph Chen, Co-Founder



San Francisco, CA  
[anthropic.com](https://anthropic.com)



AI research company

Founded: 2020  
 Employees: 375

Total raised: \$7.7B  
 Valuation: \$20.2B

## Company Description

Anthropic is an AI safety and research company that builds trusted AI systems for enterprises, developers and regulated industries. Anthropic’s integrated focus on research, product, and policy enables the company to build safe, steerable AI systems that serve customer needs while advancing the frontier of the field. Anthropic is best known for its large language model, Claude, which is used by millions of people around the world as a creative companion and co-pilot.

## News & Announcements

3/4/24

[Bloomberg: AI startup Anthropic says new models cut hallucination risks.](#)

3/4/24

[TechCrunch: Anthropic claims its new AI chatbot models beat OpenAI’s GPT-4.](#)

2/16/24

[TechCrunch: Anthropic takes steps to prevent election misinformation.](#)

12/26/23

[The Information: Anthropic projects at least \\$850 million in annualized revenue rate next year.](#)

12/11/23

[VentureBeat: Anthropic leads charge against AI bias and discrimination with new research.](#)

## Financing

ROUND	DATE	AMOUNT
Series C	5/23/23	\$450.0M
Series B	4/29/22	\$580.0M
Series A	5/28/21	\$124.0M

## Select Investors

Spark Capital, Alphabet, Amazon, Salesforce Ventures, Zoom Ventures, A.Capital Ventures, ARK Venture Fund, Brighter Capital, Calm Ventures, Firestreak Ventures, GG 1978, GoldenArc, Lionheart Ventures, MarketX, Menlo Ventures, NLS Ventures, Opulentia, Pario Ventures, Pioneer Fund, Rabben Hood Ventures, Raison Asset Management, Sound Ventures, Wikus Ventures, Metaplanet Holdings, Vision Capital Group, Redefine Ventures, LG CNS, Salesforce, SAP, SK Telecom, Samsung Venture Investment, SK Telecom Venture Capital, SV Angel

## CEO, Co-Founders, Board Members

Dario Amodei, Co-Founder and CEO  
 Daniela Amodei, Co-Founder and President  
 Jared Kaplan, Co-Founder  
 Chris Olah, Co-Founder  
 Jack Clark, Co-Founder

Sam McCandlish, Co-Founder  
 Tom Brown, Co-Founder  
 Yasmin Razavi, General Partner, Spark Capital  
 Luke Muehlhauser, Senior Program Officer, AI Governance and Policy, Open Philanthropy





San Francisco, CA  
[baseten.co](https://baseten.co)



AI infrastructure company

Founded: 2019  
Employees: 28

Total raised: \$60.0M  
Valuation: n/a

## Company Description

Baseten provides all the infrastructure a company needs to deploy and serve ML models performantly, scalably, and cost-efficiently. Its native workflows serve large models in production so users don't need to think about version management, roll-out, and observability. Companies like Descript, Picnic Health, Writer, Patreon, Loop, and Robust Intelligence use it to power core machine learning workloads.

## News & Announcements

3/4/24  
[Forbes: This startup wants to power the next big wave of AI: actually making it useful.](#)

3/4/24  
[IVP: Baseten: Engineering the foundations of AI.](#)

3/4/24  
[SiliconANGLE: Baseten nabs \\$40M for its cloud-based AI inference platform.](#)

7/6/23  
[CRN: The 10 hottest data science and machine learning startups of 2023 \(so far\).](#)

## Financing

ROUND	DATE	AMOUNT
Series B	3/4/24	\$40.0M
Series A	4/26/22	\$12.0M
Seed	12/2/21	\$8.0M

## Select Investors

IVP, Spark Capital, Greylock, South Park Commons, AI Fund, Ascolta Ventures, Base Case Capital, BoxGroup, SHL Capital, Caffeinated Capital, K5 Global

## CEO, Co-Founders, Board Members

Tuhin Srivastava, Co-Founder and CEO  
Amir Haghighat, Co-Founder and CTO  
Pankaj Gupta, Co-Founder  
Philip Howes, Co-Founder  
Sarah Guo, Founder, Conviction



San Francisco, CA  
[braintrustdata.com](http://braintrustdata.com)



## Company Description

Braintrust is the enterprise-grade stack for building AI products. From evaluations, to logging, to prompt playground, to data management, Braintrust takes uncertainty and tedium out of incorporating AI into businesses.

Developer evaluation tool

Founded: 2023  
 Employees: 10

Total raised: \$9.0M  
 Valuation: n/a

## News & Announcements

12/13/23  
[VentureBeat: Braintrust Data offers enterprises faster way to evaluate LLMs.](#)

12/13/23  
[Greylock: Infrastructure for AI's new era - our investment in Braintrust.](#)

12/13/23  
[Business Insider: AI startup Braintrust helps developers evaluate and enhance their AI products. The team just raised a \\$5.1 million seed round from Greylock.](#)

9/28/23  
[TechCrunch: The hot new thing: AI platforms that stop AI's mistakes before production.](#)

## Financing

ROUND	DATE	AMOUNT
Seed	12/13/23	\$9.0M

## Select Investors

Greylock, Elad Gil, Base Case Capital, BoxGroup, SV Angel, Clem Delangue, Greg Brockman, Howie Liu, Jack Altman, Guillermo Rauch, Simon Last, Olivier Pomel, Gautum Kedia, Arthur Mensch

## CEO, Co-Founders, Board Members

Ankur Goyal, Founder and CEO



Sydney, Australia

[canva.com](https://canva.com)



Graphic design platform

Founded: 2013

Employees: 4,500

Total raised: \$560.0M

Valuation: \$26.0B

## Company Description

Canva is a global online visual communications platform on a mission to empower the world to design. Featuring a simple drag-and-drop user interface and a vast range of templates ranging from presentations, documents, websites, social media graphics, posters, apparel to videos, plus a huge library of fonts, stock photography, illustrations, video footage, and audio clips, anyone can take an idea and create something beautiful on Canva on any device, from anywhere in the world.

## News & Announcements

3/11/24

[Fast Company: Canva's growth is being driven by a new workplace dynamic: We're all designers now.](#)

1/17/24

[Opening 2026: A sneak peek at our new Sydney Campus.](#)

11/22/23

[The Information: Canva's coming out party at Goldman's private tech confab.](#)

10/4/23

[Bloomberg: Design software company Canva unveils AI tools to take on rivals like Adobe.](#)

3/2/23

[VentureBeat: Canva adds generative video with Runway and new AI-powered Magic Studio.](#)

## Financing

ROUND	DATE	AMOUNT
Secondary	1/1/22	n/a
Later Stage	9/14/21	\$200.0M
Later Stage	4/6/21	\$71.0M
Later Stage	6/22/20	\$60.0M
Later Stage	10/1/19	\$90.0M
Series A	5/21/19	\$70.0M
Series A	1/8/18	\$40.0M
Series A	9/13/16	\$15.0M
Series A	10/9/15	\$27.6M
Later Stage	6/19/14	\$3.6M
Seed	3/19/13	\$3.0M
Accelerator	1/1/13	\$0.3M
Seed	8/16/12	\$1.0M

## Select Investors

Bessemer Venture Partners, Blackbird Ventures, Bond Capital, Felicis Ventures, Founders Fund, General Catalyst, Global Founders Capital, Matrix Partners, Sequoia Capital China, Shasta Ventures, T. Rowe Price, Franklin Templeton, Square Peg Capital, AirTree Ventures, Sequoia Capital Global Equities

## CEO, Co-Founders, Board Members

Melanie Perkins, Co-Founder and CEO  
Cliff Obrecht, Co-Founder and COO  
Cameron Adams, Co-Founder and CPO  
Wesley Chan, Managing Director, Felicis Ventures  
Rick Baker, Co-Founder, Blackbird Ventures



Kirkland, WA  
[chainguard.dev](https://chainguard.dev)



Security software developer

Founded: 2021  
Employees: 105

Total raised: \$116.0M  
Valuation: n/a

## Company Description

Chainguard was founded by the industry's leading experts on open source software, supply chain security, and cloud-native development and is backed by Sequoia, Spark Capital, Amplify Partners, the Chainsmokers, and more. The team has worked together to build and deliver large-scale software products and enterprise services in high-growth environments like Google, Microsoft, and VMWare. Core to the Chainguard offering is Chainguard Images, a comprehensive collection of minimal, secure container base images which have 97.6% fewer vulnerabilities than industry alternatives. Chainguard is trusted by Fortune 500 companies in the financial services and technology sectors to cutting-edge startups and SMBs. Its customers include Canva, GitLab, GitGuardian, Hewlett Packard Enterprise, Snowflake, and more.

## News & Announcements

2/7/24

[Business Insider: 44 startups to bet your career on in 2024.](#)

12/30/23

[ComputerWeekly: LLM series - Chainguard: Why developer 'trust' in AI images matters \(a lot\).](#)

11/24/23

[CRN: The 10 hottest cybersecurity startups of 2023.](#)

11/1/23

[WSJ: Chainguard, an open-source security firm, raises \\$61 million.](#)

9/22/22

[Wired: A new Linux tool aims to guard against supply chain attacks.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	11/1/23	\$61.0M
Series A	6/2/22	\$50.0M
Seed	12/8/21	\$5.0M

## Select Investors

Mantis VC, Sequoia Capital, Amplify Partners, Spark Capital, Banana Capital, K5 Global, LiveOak Ventures

## CEO, Co-Founders, Board Members

Dan Lorenc, Co-Founder and CEO  
Matthew Moore, Co-Founder and CTO  
Kim Lewandowski, Co-Founder and CPO  
Ville Aikas, Co-Founder  
Bogomil Balkansky, Partner, Sequoia Capital



San Francisco, CA  
[trychroma.com](https://trychroma.com)



Open-source vector database

Founded: 2022  
Employees: 10

Total raised: \$20.0M  
Valuation: \$75.0M

## Company Description

Chroma is an open-source vector database designed for the storing and retrieving vector embeddings. This enables developers to connect their data to language-model based applications.

## News & Announcements

11/1/23  
[Chroma reaches major milestone: More than one million computers ran its vector database for building LLM AI applications last month.](#)

9/5/23  
[Madrona: Chroma's Jeff Huber on vector databases and getting AI into production.](#)

7/28/23  
[The New Stack: Exploring Chroma: The open source vector database for LLMs.](#)

7/18/23  
[Chroma v0.4 - Our biggest release yet.](#)

4/6/23  
[Business Insider: Vector database Chroma scored \\$18 million in seed funding at a \\$75 million valuation. Here's why its technology is key to helping generative AI startups.](#)

## Financing

ROUND	DATE	AMOUNT
Seed	4/6/23	\$18.0M
Pre-seed	5/1/22	\$2.0M

## Select Investors

Quiet Capital, AIX Ventures, Bloomberg Beta, Naval Ravikant, Jack Atلمان, Max Altman

## CEO, Co-Founders, Board Members

Jeff Huber, Co-Founder and CEO  
Anton Troynikov, Co-Founder



Manhattan, NY  
[clay.com](http://clay.com)



Data automation tool

Founded: 2017  
Employees: 30

Total raised: \$36M  
Valuation: n/a

## Company Description

Clay builds tools for growth that GTM teams use for outbound, inbound, expansion and retention. It does so by consolidating and upleveling teams' data enrichment—and then using that data to automate personalized outreach at scale.

## News & Announcements

1/18/24

[First Round: Clay's path to product-market-fit: Building vertical, creating power users, and understanding founder psychology.](#)

1/8/24

[Outbound sales automation with Clay: How to 10x your pipeline with AI.](#)

11/14/23

[Introducing Claygent: An AI web scraper that can do any manual research task.](#)

10/25/23

[Growth Unhinged: Your guide to outbound automation.](#)

5/5/23

[Predictable Revenue: How AI-generated outbound campaigns can boost your sales with Eric Nowoslawski and Varun Anand.](#)  
[campaigns can boost your sales with Eric Nowoslawski and Varun Anand.](#)

## Financing

ROUND	DATE	AMOUNT
Early Stage	6/19/19	n/a
Seed	7/7/17	\$2.6M

## Select Investors

Boldstart Ventures, Sequoia Capital, Charge Ventures, BoxGroup, First Round Capital, Maple VC, Notation Capital

## CEO, Co-Founders, Board Members

Kareem Amin, Co-Founder and CEO  
Nicolae Rusan, Co-Founder  
Varun Anand, Co-Founder, Head of Ops



San Francisco, CA  
[cribl.io](https://cribl.io)



Data Engine for IT and Security

Founded: 2018  
Employees: 669

Total raised: \$406.2M  
Valuation: \$2.5B

## Company Description

Cribl, the Data Engine for IT and Security, empowers organizations to transform their data strategy. Powered by a data processing engine purpose-built for IT and Security, Cribl's product suite is a vendor-agnostic data management solution capable of collecting data from any source, processing billions of events per second, automatically routing data for optimized storage, and analyzing any data, at any time, in any location.

## News & Announcements

3/5/24

[Forbes: Meet America's Best Startup Employers 2024.](#)

3/4/24

[Cribl reports record-breaking growth and continued product leadership as more enterprises transform data strategies.](#)

2/14/23

[SiliconANGLE: Cribl navigates the data seas in the battle for AI supremacy.](#)

11/1/23

[Information Week: Cribl CEO on building 'Switzerland of Observability'.](#)

10/25/23

[CRN: Cribl CEO Clint Sharp on hitting \\$100M ARR, IPO goal.](#)

## Financing

ROUND	DATE	AMOUNT
Series D	5/24/22	\$150.0M
Series C	8/25/21	\$209.8M
Series B	10/15/20	\$35.0M
Series A	4/20/20	\$7.4M
Seed	2/1/19	\$4.0M

## Select Investors

IVP, CRV, Redpoint Ventures, Sequoia, Greylock, Tiger Global Management, Citi Ventures, CrowdStrike

## CEO, Co-Founders, Board Members

Clint Sharp, Co-Founder and CEO  
Dritan Bitincka, Co-Founder and Head of Product  
Ledion Bitincka, Co-Founder and CTO  
David Wadhvani, Venture Partner, Greylock  
Max Gazor, General Partner, CRV  
Pat Grady, Partner, Sequoia Capital



San Francisco, CA  
[databricks.com](https://databricks.com)



Data and AI Company

Founded: 2013  
 Employees: 6,000+

Total raised: \$4.2B  
 Valuation: \$43.0B

## Company Description

Databricks is the Data and AI company. More than 10,000 organizations worldwide — including Comcast, Condé Nast, Grammarly, and over 50% of the Fortune 500 — rely on the Databricks Data Intelligence Platform to unify and democratize data, analytics, and AI. Databricks is headquartered in San Francisco, with offices around the globe, and was founded by the original creators of Lakehouse, Apache Spark™, Delta Lake, and MLflow.

## News & Announcements

3/27/24

[Wired: Inside the creation of the world’s most powerful open source AI model.](#)

3/27/24

[Forbes: Databricks unveils an AI model that helps businesses build their own models.](#)

3/19/24

[Fast Company: How Databricks is helping customers develop their own customized AI models.](#)

3/6/24

[WSJ: AI is driving record sales at multibillion-dollar Databricks. An IPO can wait ....](#)

9/14/23

[Fortune: Databricks, a leading IPO candidate, is valued at \\$43 billion in new funding round from T. Rowe Price, Nvidia, a16z and others.](#)

## Financing

ROUND	DATE	AMOUNT
Series I	11/10/23	\$684.6M
Series H	8/31/21	\$1.6B
Series G	2/9/21	\$1.0B
Series F	10/22/19	\$400.0M
Series E	1/11/19	\$250.0M
Series D	9/25/18	\$140.0M
Series C	12/15/16	\$60.0M
Series B	6/30/14	\$33.4M
Series A	9/24/13	\$13.9M

## Select Investors

Nvidia, Capital One Ventures, Andreessen Horowitz, Battery Ventures, Baillie Gifford, Insight Partners, CapitalG, AWS, Franklin Templeton, Salesforce Ventures, Whale Rock Capital, Blackrock, Dragoneer Investment Group, Tiger Global, T. Rowe Price, Coatue Management, DCVC, NEA, Berkeley Frontier Fund, i-Qu & Co, Franklin Venture Partners, Microsoft, AT&T Ventures, Qatar Investment Authority, Sanabil Investments, ClearBridge Investments

## CEO, Co-Founders, Board Members

Ali Ghodsi, Co-Founder and CEO  
 Ion Stoica, Co-Founder and Executive Chairman  
 Matei Zaharia, Co-Founder and CTO  
 Patrick Wendell, Co-Founder and VP of Engineering  
 Reynold Xin, Co-Founder and Chief Architect  
 Andy Konwinski, Co-Founder and VP of Product Management

Arsalan Tavakoli-Shiraji, Co-Founder and SVP of Field Engineering  
 Peter Sonsini, General Partner, New Enterprise Associates  
 Elena Donio, Partner, Operator Collective  
 Scott Shenker, Professor, Computer Science, UC Berkeley  
 Jonathan Chadwick, former COO and CFO, VMware  
 Ben Horowitz, Co-Founder, Andreessen Horowitz





Philadelphia, PA  
[getdbt.com](http://getdbt.com)



Analytics engineering  
tool developer

Founded: 2016  
Employees: 408

Total raised: \$414.6M  
Valuation: \$4.2B

## Company Description

dbt Labs is on a mission to help analysts create and disseminate organizational knowledge. dbt Labs pioneered the practice of analytics engineering, built the primary tool in the analytics engineering toolbox, and has been fortunate enough to see a fantastic community coalesce to help push the boundaries of the analytics engineering workflow. Today there are 30,000 companies using dbt every week and over 4,100 dbt Cloud customers.

## News & Announcements

2/1/24

[SiliconANGLE: dbt labs staffing up: Will this be the year of the data platform IPO?](#)

12/8/23

[Forbes: Inside dbt Labs' efforts to make conferences accessible to everyone, inside and out.](#)

11/7/23

[SiliconANGLE: dbt Labs' vision and strategy: a bellwether for data platforms.](#)

10/17/23

[VentureBeat: dbt launches next generation semantic layer to solve trust in data.](#)

8/24/23

[Datanami: dbt Labs builds momentum as the industry standard for data transformation.](#)

## Financing

ROUND	DATE	AMOUNT
Series D	2/24/22	\$222.0M
Series C	6/30/21	\$150.0M
Series B	11/11/20	\$29.5M
Series A	4/22/20	\$12.9M

## Select Investors

Andreessen Horowitz, Amplify Partners, Sequoia Capital, Coatue Management, GV, ICONIQ Growth, Salesforce Ventures, Snowflake Ventures, Tiger Global Management, GIC, Altimeter Capital

## CEO, Co-Founders, Board Members

Tristan Handy, Founder and CEO  
Connor McArthur, Co-Founder  
Drew Banin, Co-Founder  
Martin Casado, General Partner, Andreessen Horowitz  
Matthew Miller, Partner, Sequoia Capital  
Ashley Kramer, CMO and CSO, GitLab



New York, NY

[elevenlabs.io](https://elevenlabs.io)



AI audio research & product company

Founded: 2022

Employees: 55

Total raised: \$101.0M

Valuation: \$1.1B

## Company Description

ElevenLabs is an AI audio research & deployment company with a mission to make content universally accessible in any language & voice. The company delivers lifelike, realistic, and emotionally rich AI voices and sound effects for various applications across 29 languages: from conversational AI and gaming to publishing, movie localization, as well as medical and accessibility uses. ElevenLabs offers a number of proprietary AI audio models optimized for specific purposes, such as long-form and multilingual speech generation, AI dubbing, or latency-sensitive tasks.

## News & Announcements

2/19/24

[VentureBeat: Hear your imagination: ElevenLabs to launch AI for sound effects.](#)

1/22/24

[TechCrunch: Voice cloning startup ElevenLabs lands \\$80M, achieves unicorn status.](#)

10/10/23

[VentureBeat: ElevenLabs introduces AI Dubbing, translating video and audio into 20 languages.](#)

6/20/23

[Andreessen Horowitz: Investing in ElevenLabs.](#)

6/20/23

[TechCrunch: Voice-generating platform ElevenLabs raises \\$19M, launches detection tool.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	1/22/24	\$80.0M
Series A	5/1/23	\$19.0M
Pre-seed	1/23/23	\$2.0M

## Select Investors

Andreessen Horowitz, Nat Friedman, Daniel Gross, Sequoia Capital, Smash Capital, SV Angel, BroadLight Capital, Credo Ventures

## CEO, Co-Founders, Board Members

Mateusz Staniszewski, Co-Founder and CEO

Piotr Dabkowski, Co-Founder and CTO

Jennifer Li, Investment Partner, Andreessen Horowitz



San Francisco, CA

[figma.com](https://figma.com)



Collaborative design tool

Founded: 2011

Employees: 1,400

Total raised: \$332.9M

Valuation: \$10.0B

## Company Description

Born on the Web, Figma helps teams brainstorm, design and build better products — from start to finish. Whether it's consolidating tools, simplifying workflows, or collaborating across teams and time zones, Figma makes the design process faster, more efficient, and fun while keeping everyone on the same page.

## News & Announcements

3/18/24

[The Verge: Why Figma CEO Dylan Field is optimistic about AI and the future of design.](#)

2/20/24

[The New Stack: Figma caters to developers with dev mode and AI integrations.](#)

11/7/23

[Fast Company: Figma's new AI-powered tools will make your meetings suck less.](#)

11/1/23

[Fast Company: Figma's future is about far more than design—or getting acquired.](#)

## Financing

ROUND	DATE	AMOUNT
Secondary	9/1/23	\$2.3M
Series E	6/24/21	\$200.0M
Series D	4/30/20	\$50.0M
Series C	2/14/19	\$40.0M
Series B	2/1/18	\$25.0M
Series A	12/3/15	\$14.0M
Seed	6/14/13	\$3.9M

## Select Investors

Andreessen Horowitz, Sequoia Capital, Kleiner Perkins, Greylock, Index Ventures, Durable Capital Partners, AirAngels, Base10 Partners, Browder Capital, Flat Capital, Geodesic Capital, IVP, SHL Capital, Skip Capital, Summit Peak Investments, TeleSoft Partners, WndrCo, Founders Fund, Wejchert Capital, Amplify.LA, Fuel Capital, Haystack Management Company, ICONIQ Growth, Next Play Ventures, O'Reilly AlphaTech Ventures, Phoenix Court, Coatue Management, Galdana Ventures, Spur Capital Partners, KG Investments, Counterpoint Global

## CEO, Co-Founders, Board Members

Dylan Field, Co-Founder and CEO  
 Evan Wallace, Co-Founder  
 Mamoon Hamid, Partner, Kleiner Perkins  
 John Lilly, Venture Partner, Greylock Partners  
 Danny Rimer, Partner, Index Ventures  
 Lynn Vojvodich, former CMO, Salesforce



Seattle, WA  
[fixie.ai](https://fixie.ai)



Software building platform

Founded: 2022  
 Employees: 9

Total raised: \$17.0M  
 Valuation: n/a

## Company Description

Fixie makes verbal communication with AIs feel as natural as any conversation with a friend or colleague. With built-in support for Retrieval-Augmented Generation, function calling, and prompt management, their technology stack enables fast, fluid, and customizable voice interactions. The Fixie team is now developing next-generation consumer and B2B platforms that push the limits of multimodal AI.

## News & Announcements

12/19/23

[GeekWire: Startup creates AI Santa, using its tech to facilitate believable voice calls for the naughty and nice.](#)

8/4/23

[The Future of Application Development is Generative.](#)

7/8/23

[The New Stack: Fixie and its agent approach to leveraging LLMs.](#)

4/4/23

[Puget Sound Business Journal: Fixie CEO sees potential for AI use in wide range of industries.](#)

3/30/23

[SiliconANGLE: Fixie raises \\$17M to help developers build large language models into their apps.](#)

## Financing

ROUND	DATE	AMOUNT
Seed	3/27/23	\$12.0M
Seed	7/27/22	\$5.0M

## Select Investors

Redpoint Ventures, SignalFire, Zetta Venture Partners, Kearny Jackson, Madrona Venture Group, Bloomberg Beta

## CEO, Co-Founders, Board Members

Zach Koch, Co-Founder and CEO  
 Justin Uberti, Co-Founder and CTO  
 Matthew Welsh, Co-Founder and Chief Architect  
 Jocelyn Goldfein, Managing Director, Zetta Venture Partners  
 Oana Olteanu, Partner, SignalFire



Palo Alto, CA

[glean.com](http://glean.com)



AI work assistant

Founded: 2019

Employees: 365

Total raised: \$356.0M

Valuation: \$2.2B

## Company Description

Glean is the AI-powered work assistant that connects and understands all your company's knowledge, to bring you the answers you need. Using its state-of-the-art enterprise search engine, Glean delivers highly personalized results based on who you are, what you're working on, and who you're working with. Glean is easy to use and ready to go— no professional services, data training, or fine-tuning required— enabling enterprises to deploy the latest generative AI solutions on one centralized platform.

## News & Announcements

3/5/24

[Forbes: Arvind Jain went from Google to AI mogul.](#)

2/27/24

[CNBC: AI startup Glean lures Citigroup as investor at \\$2.2 billion valuation after revenue quadruples.](#)

2/27/24

[TechCrunch: Glean wants to beat ChatGPT at its own game — in the enterprise.](#)

2/8/24

[Infomatech: Conversations in collaboration: Glean's Arvind Jain on searching enterprise data.](#)

1/9/24

[Madrona: The evolution of enterprise AI: A conversation with Arvind Jain.](#)

## Financing

ROUND	DATE	AMOUNT
Series D	2/27/24	\$200.0M
Series C	5/18/22	\$100.0M
Series B	5/1/21	\$40.0M
Series A	2/25/19	\$16.0M

## Select Investors

Sequoia Capital, General Catalyst, Lightspeed Venture Partners, Kleiner Perkins, ICONIQ Growth, IVP, Latitude Capital, Adams Street Partners, Coatue Management, Citibank Group, Capital One Ventures, Databricks Ventures, Workday Ventures, Slack Fund, Citi Ventures

## CEO, Co-Founders, Board Members

Arvind Jain, Co-Founder and CEO  
 T.R. Vishwanath, Co-Founder  
 Tony Gentilcore, Co-Founder  
 Piyush Prahladka, Co-Founder Emeritus  
 Sonya Huang, Partner, Sequoia Capital  
 Mamoon Hamid, Partner, Kleiner Perkins  
 Quentin Clark, Managing Director, General Catalyst



San Francisco, CA

[harvey.ai](https://harvey.ai)



Legal generative AI platform

Founded: 2022

Employees: 101

Total raised: \$106.0M

Valuation: \$715.0M

## Company Description

Harvey is an advanced artificial intelligence platform specifically designed for the legal sector. It harnesses the power of machine learning and natural language processing to streamline legal processes, enhance efficiency, and deliver accurate results. By automating repetitive and time-consuming tasks, Harvey enables legal professionals to focus on higher-value activities, such as legal research, strategy development, and client interactions.

## News & Announcements

3/11/24

[Bloomberg Law: Harvey eyes 'all sorts' of lawyers in AI legal hiring spree.](#)

12/20/23

[SiliconANGLE: Harvey raises \\$80M to build generative AI for legal professionals.](#)

12/10/23

[The Information: Legal AI startup Harvey valued at \\$700M in round co-led by Kleiner.](#)

8/10/23

[Law.com: Generative AI Harvey Lures 4 More Top Law Firms.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	12/19/23	\$80.0M
Series A	4/26/23	\$21.0M
Seed	11/23/22	\$5.0M

## Select Investors

Kleiner Perkins, Sequoia Capital, OpenAI Startup Fund, Inertia Ventures, Conviction Partners, SV Angel

## CEO, Co-Founders, Board Members

Winston Weinberg, Co-Founder and CEO  
Gabriel Pereyra, Co-Founder and President  
Ilya Fushman, Partner, Kleiner Perkins  
Pat Grady, Partner, Sequoia Capital



San Francisco, CA  
[hex.tech](https://hex.tech)



Collaborative data workspace

Founded: 2019  
Employees: 105

Total raised: \$101.5M  
Valuation: n/a

## Company Description

Hex is a collaborative workbench for analytics and data science. Data teams can answer complex questions and deliver insights faster through AI-powered notebooks using SQL, Python, or no-code, or production-ready data apps. Hex's integrated workflows make it easy for data teams to collaborate, explore data, and close the loop with business stakeholders.

## News & Announcements

10/5/23  
[Introducing Hex 3.0](#)

8/15/23  
[Forbes: Next billion-dollar startups 2023.](#)

6/8/23  
[SiliconANGLE: Hex's 'Magic' targets business intelligence and collaborative analytics.](#)

3/29/23  
[Hex achieves Google Cloud ready - BigQuery and Cloud Ready - Alloydb designations.](#)

3/23/23  
[TechCrunch: Hex lands another \\$28M as data collaboration platform continues to gain traction.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	3/23/23	\$28.0M
Series B	2/22/22	\$52.0M
Series A	10/20/21	\$16.0M
Seed	7/1/20	\$5.5M

## Select Investors

Amplify Partners, Redpoint Ventures, Activation Fund, Vandelay Ventures, BoxGroup, XYZ Ventures, Andreessen Horowitz, Sequoia Capital, Work Life Ventures

## CEO, Co-Founders, Board Members

Barry McCardel, Co-Founder and CEO  
Caitlin Colgrove, Co-Founder and CTO  
Glen Takahashi, Co-Founder and Chief Architect  
Tomasz Tunguz, Founder and General Partner, Theory Ventures  
Sarah Wang, General Partner, Andreessen Horowitz  
Sunil Dhaliwal, Founder and General Partner, Amplify Partners



Brooklyn & Paris  
[huggingface.co](https://huggingface.co)



ML technologies platform

Founded: 2016  
 Employees: 170

Total raised: \$399.9M  
 Valuation: \$4.5B

## Company Description

Hugging Face is the collaboration platform for the machine learning community. The Hugging Face Hub works as a central place where anyone can share, explore, discover, and experiment with open-source ML. Hugging Face empowers the next generation of machine learning engineers, scientists and end users to learn, collaborate and share their work to build an open and ethical AI future together.

## News & Announcements

3/7/24

[SiliconANGLE: AI startup Hugging Face is looking into open-source robotics.](#)

2/28/24

[VentureBeat: Nvidia, Hugging Face and ServiceNow release new StarCoder2 LLMs for code generation.](#)

2/13/24

[Mashabale: Hugging Face empowers users with deepfake detection tools.](#)

2/11/24

[Geeky Gadgets: HuggingFace Assistants a new free alternative to ChatGPT custom GPTs.](#)

1/25/24

[The Verge: Google's Hugging Face deal puts 'supercomputer' power behind open-source AI.](#)

## Financing

ROUND	DATE	AMOUNT
Series D	8/9/23	\$235.0M
Series C	4/6/22	\$100.0M
Series B	3/11/21	\$40.0M
Series A	12/12/19	\$19.7M
Early Stage	5/23/18	\$4.0M
Early Stage	3/10/17	\$1.2M
Accelerator	1/1/16	n/a

## Select Investors

Addition, Lux Capital, Betaworks Ventures, A.Capital Ventures, SV Angel, The Chernin Group, Coatue Management, AIX Ventures, Sequoia Capital, Thirtyfive Ventures, Amazon, Intel, Advanced Micro Devices, International Business Machines, Qualcomm Ventures, Nvidia, GV, Sound Ventures, Alphabet, Firestreak Ventures

## CEO, Co-Founders, Board Members

Clément Delangue, Co-Founder and CEO  
 Julien Chaumond, Co-Founder and CTO  
 Thomas Wolf, Co-Founder and Chief Science Officer  
 Brandon Reeves, General Partner, Lux Capital  
 Lee Fixel, Partner, Addition





San Francisco, CA  
[langchain.com](https://langchain.com)



LLM application framework

Founded: 2023  
Employees: 22

Total raised: \$35.0M  
Valuation: n/a

## Company Description

LangChain is on a mission to make it easy to build the LLM apps of tomorrow, today. LangChain builds products that enable developers to go from an idea to working code in an afternoon and in the hands of users in days or weeks. LangChain supports over 50k companies who choose to build with LangChain. In addition, LangChain builds LangSmith to support all stages of the AI engineering lifecycle, to get applications into production faster.

## News & Announcements

3/5/24

[Google Cloud: Build supercharged gen AI applications with LangChain and Google Cloud databases.](#)

2/9/24

[Towards Data Science: Building a chat application with Langchain, LLMs, and Streamlit for complex SQL database interaction.](#)

2/15/24

[VentureBeat: LangChain lands \\$25M round, launches platform to support entire LLM application lifecycle.](#)

1/2/24

[ZDNet: How LangChain turns GenAI into a genuinely useful assistant.](#)

2/15/24

[Forbes: Open source AI software maker Langchain launches first paid product — with a massive waitlist.](#)

## Financing

ROUND	DATE	AMOUNT
Series A	4/15/23	\$25.0M
Seed	2/23/23	\$10.0M

## Select Investors

Benchmark, Sequoia Capital, Conviction Partners

## CEO, Co-Founders, Board Members

Harrison Chase, Co-Founder  
Ankush Gola, Co-Founder  
Miles Grimshaw, General Partner, Thrive Capital



Remote  
[linear.app](https://linear.app)



Issue tracking system

Founded: 2019  
Employees: 52

Total raised: \$52.2M  
Valuation: n/a

## Company Description

Linear is the project and issue tracking system that teams actually love to use. Tens of thousands of teams around the globe — from early-stage startups to public companies — use Linear to build their products.

## News & Announcements

1/31/24  
[Descript's internal guide for using Linear as your work operating system.](#)

9/26/23  
[Lenny's Newsletter: How Linear builds product.](#)

9/14/23  
[Linear raises \\$35M Series B led by Accel.](#)

9/14/23  
[Forbes: Linear's developer tools are popular — and profitable. Now it's raised \\$35 million to go big.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	9/14/23	\$35.0M
Series A	12/8/20	\$13.0M
Seed	11/22/19	\$4.2M

## Select Investors

Sequoia Capital, Accel, Index Ventures, Dick Costolo, Dylan Field, Patrick Collison, Claire Hughes Johnson, Stewart Butterfield

## CEO, Co-Founders, Board Members

Karri Saarinen, Co-Founder and CEO  
Jori Lallo, Co-Founder  
Tuomas Artman, Co-Founder  
Stephanie Zhan, Partner, Sequoia Capital  
Miles Clements, Partner, Accel



San Francisco, CA  
[llamaindex.ai](https://llamaindex.ai)



Data framework for  
LLM applications

Founded: 2023  
Employees: 9

Total raised: \$8.5M  
Valuation: n/a

## Company Description

LlamaIndex is a data framework for LLM-based applications which benefit from context augmentation. LlamaIndex provides the essential abstractions to more easily ingest, structure, and access private or domain-specific data in order to inject these safely and reliably into LLMs for more accurate text generation.

## News & Announcements

2/20/24  
[Datastax and Llamaindex partner to make building RAG applications easier than ever for GenAI developers.](#)

7/6/23  
[The New Stack: Llamaindex and the new world of llm orchestration frameworks.](#)

6/28/23  
[Pulse 2.0: Llamaindex: \\$8.5 million closed for building a data framework for LLMs.](#)

6/6/23  
[Greylock: The data framework for LLMs - Our investment in LlamaIndex.](#)

6/6/23  
[TechCrunch: LlamaIndex adds private data to large language models.](#)

## Financing

ROUND	DATE	AMOUNT
Seed	5/12/23	\$8.5M

## Select Investors

Greylock, Dropbox Ventures, Sequoia Capital

## CEO, Co-Founders, Board Members

Jerry Liu, Co-Founder and CEO  
Simon Suo, Co-Founder and CTO



San Francisco, CA  
[magic.dev](https://magic.dev)



AI software development  
company

Founded: 2022  
Employees: 25

Total raised: \$145.4M  
Valuation: n/a

## Company Description

Magic is working on frontier-scale code models to build a coworker, not just a copilot. Magic is building an aligned and more complete AI to accelerate humanity's progress on the world's most important problems.

## News & Announcements

2/24/24

[Freethink: AI startup Magic is building a "superhuman software engineer".](#)

2/20/24

[Bay Area Inno: AI 'coworker' startup quintuples funding with \\$117 million in fresh cash.](#)

2/19/24

[Pulse 2.0: Magic AI: \\$117 million raised to develop advanced AI system for automating software development.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	2/15/24	\$117.3M
Series A	3/22/23	\$23.0M
Seed	12/22/22	\$5.1M

## Select Investors

CapitalG, Amplify Partners,  
Nat Friedman, Elad Gil

## CEO, Co-Founders, Board Members

Eric Steinberger, Co-Founder and CEO  
Sebastian-Paul De Ro, Co-Founder and CTO  
Jill Chase, Partner, CapitalG



San Francisco, CA

[metronome.com](https://metronome.com)



Usage-based billing platform

Founded: 2019

Employees: 70

Total raised: \$78.7M

Valuation: n/a

## Company Description

Metronome is the leading usage-based billing platform built for modern software companies. With Metronome, teams can launch products faster, offer any pricing, and streamline finance workflows—without writing code. The company powers billing for many of the fastest-growing startups and enterprises, including OpenAI, Databricks, and NVIDIA.

## News & Announcements

1/31/24

[TechCrunch: Metronome's usage-based billing software finds hit in AI as the startup raises \\$43M in fresh capital.](#)

1/31/24

[Metronome, leading provider of usage-based billing, raises \\$43M to reimagine billing for SaaS.](#)

9/19/23

[OpenAI uses Metronome for scalable billing infrastructure.](#)

7/17/23

[Redpoint: InfraRed 100 - 100 transformative companies in cloud infrastructure.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	5/22/23	\$43.5M
Series A	6/28/21	\$30.0M
Seed	1/15/20	\$5.2M

## Select Investors

New Enterprise Associates,  
Andreessen Horowitz,  
General Catalyst

## CEO, Co-Founders, Board Members

Scott Woody, Co-Founder and CEO

Kevin Liu, Co-Founder and Chairman

Hilarie Koplrow-McAdams, Venture Partner, New Enterprise Associates

Martin Casado, General Partner, Andreessen Horowitz



New York, NY

[modal.com](https://modal.com)



Cloud computing platform

Founded: 2021

Employees: 14

Total raised: \$23.0M

Valuation: n/a

## Company Description

Modal handles all the infrastructure for AI/ML/data teams so that they can ship faster. The company has built a custom container platform focused on compute-intensive workloads. Modal's main focus is Gen AI models running on GPUs, but the platform also has many other use cases such as LLM fine-tuning, protein folding, 3D rendering, and much more.

## News & Announcements

10/17/23

[The Information: The Information 50 Most Promising Startups 2023.](#)

10/11/23

[AlleyWatch: Modal Labs raises another \\$16M to be the infrastructure backbone of AI by allowing companies to develop and deploy in seconds.](#)

10/10/23

[TechCrunch: Modal Labs lands \\$16M to abstract away big data workload infrastructure.](#)

10/10/23

[Modal is now generally available.](#)

8/10/23

[Notorious PLG + AI: New User Flows for Developers \(Modal Labs\).](#)

## Financing

ROUND	DATE	AMOUNT
Series A	10/10/23	\$16.0M
Seed	4/12/22	\$7.0M

## Select Investors

Amplify Partners, Quiet Capital, Essence Venture Capital, Data Community Fund, Creandum, Redpoint Ventures, Lux Capital, Definition Capital

## CEO, Co-Founders, Board Members

Erik Bernhardsson, Co-Founder and CEO

Akshat Bubna, Co-Founder and CTO

Elias Freider, Co-Founder

Eric Zhang, Co-Founder



Seattle, WA  
[motherduck.com](https://motherduck.com)



Serverless data  
 analytics platform

Founded: 2022  
 Employees: 47

Total raised: \$100.0M  
 Valuation: \$400.0M

## Company Description

MotherDuck is a serverless data warehouse and analytics platform. In partnership with the team building open source database DuckDB, MotherDuck was founded by former leaders at some of the most innovative companies in data. MotherDuck is on a mission to combine the elegance and speed of DuckDB with the collaboration and scalability of the cloud to provide a serverless, easy to use analytics platform for data small and large.

## News & Announcements

1/25/24  
[AI that quacks: Introducing DuckDB-NSQL-7B, a LLM for DuckDB SQL.](#)

11/14/23  
[The New Stack: MotherDuck's hybrid query execution enhances real-time data analytics.](#)

9/21/23  
[CRN: Data analytics startup Motherduck raises \\$52.5M to accelerate its development work.](#)

9/20/23  
[TechCrunch: Database startup MotherDuck lands \\$52.5M to grow its DuckDB-based platform.](#)

6/22/23  
[SiliconANGLE: MotherDuck launches new cloud analytics platform built on DuckDB.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	9/20/23	\$52.5M
Series A	11/14/22	\$35.0M
Seed	8/5/22	\$12.5M

## Select Investors

Andreessen Horowitz, Redpoint Ventures, Norwest Venture Partners, Madrona Venture Group, Amplify Partners, Altimeter Capital, Scribble Ventures, Kortschak Investments, Covalent Ventures, Firestreak Ventures, Eastlink Capital, Sherpalo Ventures, Kearny Jackson, Alpha Square Group, Zero Prime Ventures

## CEO, Co-Founders, Board Members

Jordan Tigani, Co-Founder and CEO  
 Tino Tereshko, Co-Founder and VP, Product  
 Ryan Boyd, Co-Founder and VP, Marketing + DevRel  
 Tomasz Tunguz, Founder and General Partner, Theory Ventures  
 Viviana Faga, General Partner, Felicis  
 Jennifer Li, Partner, Andreessen Horowitz.



San Francisco, CA  
[openai.com](https://openai.com)



AI systems research company

Founded: 2015  
 Employees: 800

Total raised: \$11.3B  
 Valuation: \$86.0B

## Company Description

OpenAI is an AI research and deployment company dedicated to ensuring that general-purpose artificial intelligence benefits all of humanity. AI is an extremely powerful tool that must be created with safety and human needs at its core. OpenAI is dedicated to putting that alignment of interests first — ahead of profit.

## News & Announcements

3/8/24

[WSJ: Sam Altman rejoins OpenAI board along with three new directors.](#)

3/4/24

[Bloomberg: OpenAI, Salesforce sign pledge to build AI for good of humanity.](#)

2/15/24

[WIRED: OpenAI's Sora turns AI prompts into photorealistic videos.](#)

11/6/23

[The Verge: OpenAI is letting anyone create their own version of ChatGPT.](#)

10/6/23

[TechCrunch: OpenAI said to be considering developing its own AI chips.](#)

## Financing

ROUND	DATE	AMOUNT
Secondary	1/19/24	n/a
Secondary	8/14/23	n/a
Later Stage	4/29/23	\$300.0M
Later Stage	1/23/23	\$10.0B
Secondary	1/13/23	\$25.0M
Series A	7/23/19	\$10.0M
Early Stage	7/2/19	\$1.0B
Seed	8/1/16	\$0.1M
Grant	12/11/15	\$1.0B

## Select Investors

Andreessen Horowitz, Y Combinator, Tiger Global Management, Sequoia Capital, Khosla Ventures, Microsoft, Pre IPO Club, Coatue Management, Coinbase, Day One Ventures, Wisdom Ventures, Advaita Capital, SiO Capital, MarketX, Quiet Capital, Firestreak Ventures, Rabben Hood Ventures, G Squared, HOF Capital, TKG Ventures, MicroVentures, Private Ventures Group, Soul Ventures, E1 Ventures, Wikus Ventures, Social Discovery Group, K2 Global, Flat Capital, Sound Ventures, Founders Fund, GG 1978, Setcoin Group, SV Angel, Thrive Capital

## CEO, Co-Founders, Board Members

Sam Altman, Co-Founder and CEO  
 Ilya Sutskever, Co-Founder and Chief Scientist  
 John Schulman, Co-Founder and Research Scientist  
 Wojciech Zaremba, Co-Founder and Head of Robotics  
 Greg Brockman, Co-Founder  
 Adam D'Angelo, Founder & CEO, Quora  
 Larry Summers, President Emeritus, Harvard University  
 Bret Taylor, Co-Founder, Sierra  
 Sue Desmond-Hellmann, former CEO, Bill & Melinda Gates Foundation  
 Nicole Seligman, former EVP and General Counsel, Sony Corporation  
 Fidji Simo, CEO and Chair, Instacart





San Francisco, CA  
[perplexity.ai](https://perplexity.ai)



AI-powered search engine

Founded: 2022  
 Employees: 49

Total raised: \$102.0M  
 Valuation: \$520.0M

## Company Description

Perplexity is an AI-powered search engine that employs advanced natural language processing and machine learning technologies to provide users with precise and in-depth answers to their queries. It harnesses the power of large language models to offer a comprehensive information retrieval experience. Perplexity works by analyzing user queries using a sophisticated AI algorithm based on fine-tuned versions of OpenAI's GPT technology that is optimized for accuracy and latency.

## News & Announcements

3/12/24

[The Verge: Perplexity brings Yelp data to its chatbot.](#)

2/26/24

[Reuters: SK Telecom partners with AI search startup Perplexity in Korea.](#)

2/1/24

[NYT: Can this A.I.-powered search engine replace Google? It has for me.](#)

11/29/23

[VentureBeat: Perplexity AI unveils 'online' LLMs that could dethrone Google Search.](#)

9/6/23

[Forbes: How Perplexity.ai is pioneering the future of search.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	11/6/23	\$71.9M
Series A	4/4/23	\$28.8M

## Select Investors

IVP, New Enterprise Associates, Databricks Ventures, Bessemer Venture Partners, Davidovs Venture Collective, E1 Ventures, Firestreak Ventures, Kindred Ventures, AIX Ventures, Factorial Funds, Bezos Expeditions, Nvidia

## CEO, Co-Founders, Board Members

Aravind Srinivas, Co-Founder and CEO  
 Denis Yarats, Co-Founder and CTO  
 Johnny Ho, Co-Founder and Chief Strategy Officer  
 Andrew Konwinski, Co-Founder and President  
 Cack Wilhelm, General Partner, IVP  
 Peter Sonsini, Venture Advisor, New Enterprise Associates  
 Pieter Abbeel, Co-Founder and Chief Scientist, Covariant  
 Ann Bordetsky, Partner, New Enterprise Associates  
 Shravan Narayan, Partner, IVP  
 Benjamin Potter, Partner, Latham & Watkins  
 Vishal Bhagwati, Head of Corporate Development, NVIDIA



New York, NY  
[pinecone.io](https://pinecone.io)



Vector database platform

Founded: 2019  
 Employees: 152

Total raised: \$138.0M  
 Valuation: \$750.0M

## Company Description

Pinecone created the vector database, which acts as the long-term memory for AI models and is a core infrastructure component for AI-powered applications. The managed service lets engineers build fast and scalable applications that use embeddings from AI models, and get them into production sooner.

## News & Announcements

1/16/24

[VentureBeat: Pinecone: New vector database architecture a 'breakthrough' to curb AI hallucinations.](#)

1/16/24

[TechCrunch: Pinecone's vector database gets a new serverless architecture.](#)

12/28/23

[ZD Net: Pinecone's CEO is on a quest to give AI something like knowledge.](#)

9/13/23

[Pinecone working with AWS to solve Generative AI hallucination challenges.](#)

7/14/23

[VentureBeat: Pinecone leads 'explosion' in vector databases for generative AI.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	4/27/23	\$100.0M
Series A	2/3/22	\$28.0M
Seed	1/27/21	\$10.0M

## Select Investors

Andreessen Horowitz, ICONIQ Growth, Menlo Ventures, Wing Venture Capital

## CEO, Co-Founders, Board Members

Edo Liberty, Founder and CEO  
 Peter Levine, General Partner, Andreessen Horowitz  
 Tim Tully, Partner, Menlo Ventures  
 Peter Wagner, Co-Founder, Wing Venture Capital  
 Ilan Stern, Chief Investment Officer, 166 2nd



New York, NY

[ramp.com](http://ramp.com)



Spend management platform

Founded: 2019

Employees: 783

Total raised: \$1.7B

Valuation: \$5.8B

## Company Description

Ramp is on a mission to help finance teams build healthier businesses. By reimagining technology for back office finance from the ground up, Ramp provides businesses of all sizes and at all stages with the essential tools to modernize finance operations and help their business thrive.

## News & Announcements

3/19/24

[Fast Company: This company uses generative AI to generate savings for businesses.](#)

1/30/24

[PYMNTS: Ramp acquires Venue and enhances procurement product.](#)

11/15/23

[VentureBeat: Corporate card startup Ramp integrates with Microsoft Teams and 365 Copilot.](#)

8/22/23

[Bloomberg: Finance platform Ramp raises funds at \\$5.8 billion value.](#)

8/1/23

[TechCrunch: Ramp expands into procurement, lands Shopify as a customer.](#)

## Financing

ROUND	DATE	AMOUNT
Series D	8/22/23	\$300.0M
Debt	3/21/22	\$550.0M
Series C	3/21/22	\$200.0M
Series C	8/24/21	\$300.0M
Series B	4/8/21	\$115.0M
Debt	2/10/21	\$150.0M
Series B	12/17/20	\$30.0M
Series A	2/12/20	\$15.0M
Seed	8/1/19	\$7.0M

## Select Investors

Founders Fund, D1 Capital Partners, Coatue Management, Evolution VC Partners, BoxGroup, Stripe, Conversion Capital, J Ventures, Tectonic Capital, General Catalyst, Altimeter Capital, Thrive Capital, ICONIQ Growth, Spark Capital, Redpoint Ventures, Lux Capital, Definition Capital, Saron Ventures, Vista Equity Partners, 137 Ventures, Avenir Growth Capital, Soma Capital, Contrary Capital, Verissimo Ventures, Sands Capital, Goanna Capital, Greylock, 8VC

## CEO, Co-Founders, Board Members

Eric Glyman, Co-Founder and CEO

Karim Atiyeh, Co-Founder and CTO

Gene Lee, Co-Founder and CPO

Keith Rabois, General Partner, Founders Fund

Zach Frankel, Co-Founder, Better Mortgage



San Francisco, CA  
[rippling.com](https://rippling.com)



Employee management platform

Founded: 2016  
 Employees: 2,817

Total raised: \$1.2B  
 Valuation: \$11.3B

## Company Description

Rippling is the workforce management platform that unifies HR, IT, finance, and more. Built on a single source of truth for employee data and integrated with 500+ apps, Rippling allows businesses to execute more efficiently.

## News & Announcements

2/15/24

[TechRepublic: Rippling promises to make siloed employee data a thing of the past in Australia.](#)

2/14/24

[Business Insider: Rippling CEO Parker Conrad dishes on why the startup is sitting on a massive \\$750 million war chest.](#)

2/12/24

[TechCrunch: Rippling opens Asia-Pacific HQ as its international expansion gears up.](#)

1/11/24

[New York State: Governor Hochul announces state investment in tech firm Rippling's expansion in Lower Manhattan to unlock \\$29 million in research and development funding.](#)

## Financing

ROUND	DATE	AMOUNT
Series E	3/13/23	\$500.0M
Series D	5/4/22	\$250.0M
Series C	10/21/21	\$250.0M
Series B	7/28/20	\$145.0M
Series A	8/2/19	\$45.0M
Seed	n/a	\$7.5M
Accelerator	3/20/17	\$0.1M
Seed	3/14/17	\$7.0M

## Select Investors

Kleiner Perkins, Bedrock, Sequoia Capital, Global Growth Partners, Founders Fund, Y Combinator, Greenoaks Capital Partners, Coatue Management, Initialized Capital Management, Quiet Capital, CSC UpShot Ventures, ACE & Company, UpHonest Capital, World Innovation Lab, Soma Capital, Threshold Ventures, Summit Peak Investments, Amino Capital, DHVC, Palm Drive Capital, Uphonest Capital

## CEO, Co-Founders, Board Members

Parker Conrad, Co-Founder and CEO  
 Prasanna Sankar, Co-Founder  
 Mamoon Hamid, Partner, Kleiner Perkins  
 Napoleon Ta, Partner, Founders Fund



San Francisco, CA

[scale.com](https://scale.com)



AI data platform

Founded: 2016

Employees: 853

Total raised: \$602.9M

Valuation: \$7.3B

## Company Description

Scale AI is a data-centric AI platform that helps organizations develop and deploy AI models more quickly and effectively. The platform provides a suite of tools and services that automate many of the tasks involved in the AI development lifecycle, such as data labeling, model training, and model deployment.

## News & Announcements

3/7/24

[Time: Researchers develop new technique to wipe dangerous knowledge from AI systems.](#)

2/20/24

[DefenseScoop: Scale AI to set the Pentagon's path for testing and evaluating large language models.](#)

1/29/24

[Andreessen Horowitz: The American Dynamism 50: AI edition.](#)

11/7/23

[Forbes: Scale launches new AI safety lab, led by former Google Bard researcher.](#)

8/24/23

[TechCrunch: OpenAI partners with Scale AI to allow companies to fine-tune GPT-3.5.](#)

## Financing

ROUND	DATE	AMOUNT
Later Stage	4/1/23	n/a
Secondary	10/21/21	\$2.5M
Secondary	7/14/21	n/a
Series E	4/13/21	\$325.0M
Series D	12/1/20	\$154.7M
Series C	8/5/19	\$100.0M
Series B	5/4/18	\$18.5M
Accelerator	8/22/16	\$0.1M
Series A	7/26/16	\$4.5M

## Select Investors

Accel, Greenoaks Capital Partners, Tiger Global Management, Founders Fund, Index Ventures, Outlander VC, OpenAI, Stability AI, AdEPT Technology Group, Dragoneer Investment Group, Y Combinator, Acyclic Ventures, AIspace Ventures, Atlant Ventures, Junipero Capital Management, Raison Asset Management, S32, Skypointer, Wormhole Capital, Sakal Ventures, Bedrock Capital, Blue Opal Capital, DT Unicorn Fund, First Serve Partners, Human Capital, Inertia Ventures, Not Boring, NP Capital, Next Play Ventures, Spark Capital, Thrive Capital, Kindling Capital, SXM Global, Coatue Management, Human Capital Development, Capital Advantage Ventures, Light Street Capital Management, Durable Capital Partners, Wellington Management

## CEO, Co-Founders, Board Members

Alexandr Wang, Co-Founder and CEO

Lucy Guo, Co-Founder

Dan Levine, Partner, Accel

Mike Volpi, Partner, Index Ventures

William Hockey, CEO, Column



Glendale, CA  
[servicetitan.com](http://servicetitan.com)



Field service management platform

Founded: 2007  
 Employees: 2,141

Total raised: \$1.5B  
 Valuation: \$7.4B

## Company Description

ServiceTitan is a cloud-based software platform built to power trades businesses. The company's end-to-end solution gives contractors the tools they need to run and grow their business, manage their back office, and provide a stellar customer experience. By bringing an integrated SaaS platform to an industry historically underserved by technology, ServiceTitan is equipping tradespeople with the technology they need to keep the world running.

## News & Announcements

2/27/24

[Lennox and ServiceTitan announce field service management partnership with enhanced support.](#)

12/19/23

[Reuters: Software startup ServiceTitan prepares for 2024 IPO-sources.](#)

11/30/23

[Scaling for success: How commercial contractors grow with ServiceTitan.](#)

9/20/23

[Landscape Management: LM exclusive: AI is the future and ServiceTitan is leading the charge.](#)

9/13/23

[AI takes center stage at ServiceTitan's annual Pantheon Conference.](#)

## Financing

ROUND	DATE	AMOUNT
Series H	11/22/22	\$365.0M
Series G	6/30/21	\$200.0M
Series F	3/25/21	\$500.0M
Series E	5/8/20	\$73.8M
Series D	11/14/18	\$165.0M
Series C	4/13/18	\$62.0M
Series B	3/15/17	\$80.0M
Series A	6/16/15	\$19.0M

## Select Investors

Sequoia Capital, Tiger Global Management, Index Ventures, Battery Ventures, ICONIQ Growth, Bessemer Venture Partners, Coatue Management, TPG, Thoma Bravo, Arena Holdings, Durable Capital Partners, Generation Investment Management, Dragoneer Investment Group, Brookfield Growth, Fifth Wall, Tidemark, Founders Circle Capital, K5 Global, Next Play Capital, Reform Ventures, Hive Ventures, AMENALAV Group, Mucker Capital, Mainsail Partners, CPP Investments, H.I.G. Growth Partners, T. Rowe Price

## CEO, Co-Founders, Board Members

Ara Mahdessian, Co-Founder and CEO  
 Vahe Kuzoyan, Co-Founder and President  
 Byron Deeter, Partner, Bessemer Venture Partners  
 Diya Jolly, CPO, Xero  
 Ilya Golubovich, Founding Partner, I2BF Global Ventures  
 Michael Brown, General Partner, Battery Ventures  
 Nina Achadjian, Partner, Index Ventures  
 Sameer Dholakia, Partner, Bessemer Venture Partners  
 Talia Goldberg, Partner, Bessemer Venture Partners  
 Timothy Cabral, former CFO, Veeva Systems



Boston, MA  
[snyk.io](https://snyk.io)



Developer security platform

Founded: 2015  
Employees: 1,060

Total raised: \$1.1B  
Valuation: \$7.4B

## Company Description

Snyk is the leader in developer security. We empower the world’s developers to build secure applications and equip security teams to meet the demands of the digital world. Our developer-first approach ensures organizations can secure all of the critical components of their applications from code to cloud, leading to increased developer productivity, revenue growth, customer satisfaction, cost savings and an overall improved security posture. Snyk’s Developer Security Platform automatically integrates with a developer’s workflow and is purpose-built for security teams to collaborate with their development teams. Snyk is used by 2,500+ customers worldwide today, including industry leaders such as Asurion, Google, Intuit, MongoDB, New Relic, Revolut and Salesforce.

## News & Announcements

1/30/24  
[CRN: 10 hot cybersecurity companies you should watch in 2024.](#)

12/12/23  
[CSO: Snyk unveils new ASPM offering to help DevSecOps manage cloud application risks.](#)

11/30/23  
[Forbes: SentinelOne expands cybersecurity capabilities, positions for growth.](#)

6/7/23  
[CRN: Snyk to acquire Enso Security for improved AppSec visibility](#)

5/9/23  
[CNBC: CNBC Disruptor 50 List.](#)

## Financing

ROUND	DATE	AMOUNT
Later Stage	1/24/23	\$25.0M
Series G	12/1/22	\$196.5M
Series F	1/10/22	\$379.0M
Series E	3/3/21	\$175.0M
Series D	9/9/20	\$100.0M
Series C	1/21/20	\$115.0M
Series B	8/23/19	\$50.0M
Series A	12/31/18	\$24.5M
Seed	3/6/18	\$3.0M
Seed	1/27/16	\$3.0M
Accelerator	1/1/16	n/a

## Select Investors

OMERS Ventures, Baillie Gifford, BlackRock, Franklin Templeton, Lone Pine Capital, T. Rowe Price, Whale Rock Capital, Addition, Coatue Management, Salesforce Ventures, Tiger Global, Accel, GV, Boldstart Ventures, Canaan Partners, Sands Capital, Qatar Investment Authority, Evolution Equity Partners, SGH Capital

## CEO, Co-Founders, Board Members

Peter McKay, CEO  
Guy Podjarny, Co-Founder  
Assaf Hefetz, Co-Founder  
Danny Grandner, Co-Founder  
Mike Scarpelli, CFO, Snowflake  
Ping Li, Partner, Accel

Philippe Botteri, Partner, Accel  
Tamar Yehoshua, CPO, Slack  
Kathleen Murphy, former President, Fidelity Personal Investing  
Sanjay Poonen, CEO, Cohesity



Hawthorne, CA

[spacex.com](http://spacex.com)



Space technology company

Founded: 2002

Employees: 13,000

Total raised: \$9.7B

Valuation: \$180.0B

## Company Description

SpaceX is a developer of rockets and spacecraft products designed to revolutionize space transportation. The company designs and manufactures reusable space launch vehicles for the transport of cargo, humans, and payloads into space with features including an attached trunk, a parachute system, multiple engines, and oxygen-based propellants, enabling space industries to experience and benefit from affordable spaceflights.

## News & Announcements

3/12/24

[NASA: Splashdown! NASA's SpaceX Crew-7 finishes mission, returns to earth.](#)

3/11/24

[Fortune: A SpaceX-launched satellite will name and shame oil and gas companies that leak methane.](#)

2/15/24

[Forbes: SpaceX launches US company's moon lander in historic bid to touch down on lunar surface.](#)

2/15/24

[NYT: SpaceX is now incorporated in Texas, Elon Musk says.](#)

12/29/23

[Business Insider: SpaceX launched a top-secret military spaceplane into orbit.](#)

## Select Financing

ROUND	DATE	AMOUNT
Secondary	7/1/23	\$750.0M
Later Stage	6/1/23	\$750.0M
Later Stage	8/4/22	\$250.0M
Secondary	6/30/22	\$5.0M
Series F	6/30/22	\$1.7B
Grant	4/21/22	\$70.0M
Later Stage	12/29/21	\$337.4M
Secondary	8/11/21	\$755.0M
Series E	4/14/21	\$1.2B
Series K	8/18/20	\$1.9B
Secondary	5/26/20	\$346.2M
Later Stage	1/3/20	\$314.2M
Grant	10/2/19	\$3.0M
Series K	5/15/19	\$535.7M
Series J	5/1/19	\$486.2M
Debt	11/20/18	\$300.0M
Series I	4/18/18	\$214.0M
Series H	11/27/17	\$450.0M
Secondary	4/1/17	\$5.0M
Series G	12/15/15	\$1.0B
Secondary	12/21/12	\$30.0M
Grant	8/3/12	\$440.0M

## Select Investors

Andreessen Horowitz, Sequoia Capital, Fidelity Investments, T. Rowe Price, Alphabet, Founders Fund, Baillie Gifford, Coatue Management, International Holding Company, Rancilio Cube, Owl Capital, Valor Equity Partners, LFG Ventures, Morgan Creek Capital Management, Kohli Ventures, Novos Capital, Gaven Capital, Stack Capital Group, InterAlpen Partners, InvestIdea, Stelac Capital Partners, Fourth Realm, kichinvest, Future Ventures, Arrive, Aliya Capital Partners, Global Coin Ventures, RKKVC, Ontario Teachers' Pension Plan, Vanedge Capital, Tremendous View Capital, Seed-Resolute, InfinityX LLC, Troy Capital Partners, Gigafund, Planetary Holdings, Seed-Resolute, Draper Fisher Jurvetson Management, Wejchert Capital, Craft Ventures, Forward Deployed VC, Shift4 Payments, Intesa Sanpaolo, Woodward Diversified Capital

## CEO, Co-Founders, Board Members

Elon Musk, Founder and CEO  
 Gwynne Shotwell, COO  
 Antonio Gracias, Founder and CEO, Valor Equity Partners  
 Donald Harrison, President, Global Partnerships and Corporate Development, Google  
 Ira Ehrenpreis, Founder and Managing Partner, DBL Partners  
 Kimbal Musk, Co-Founder, The Kitchen Company  
 Luke Nosek, Managing Partner, Founders Fund  
 Steve Jurvetson, Founder and Managing Director, Future Ventures  
 David Kidder, Co-Founder and CEO, Bionic  
 Barry Schuler, Managing Director, DFJ Growth Fund





San Francisco & Dublin  
[stripe.com](https://stripe.com)



Financial infrastructure  
 platform

Founded: 2010  
 Employees: 8,016

Total raised: \$8.7B  
 Valuation: \$65.0B

## Company Description

Stripe is a financial infrastructure platform for businesses. Millions of companies—from the world’s largest enterprises to the most ambitious startups—use Stripe to accept payments, grow their revenue, and accelerate new business opportunities. Headquartered in San Francisco and Dublin, the company aims to increase the GDP of the internet.

## News & Announcements

3/13/24

[TechCrunch: Stripe’s growth continues to impress as total payment volume tops \\$1T.](#)

3/7/24

[Bloomberg: Hertz taps fintech Stripe for processing of rental-car payments.](#)

2/28/24

[WSJ: Stripe valuation jumps to \\$65 billion in employee share-sale deal.](#)

1/10/24

[PYMNTS: Best Buy launches platform for prescription-based medical devices.](#)

9/18/23

[The Irish Times: Stripe’s Irish users hit €20bn as internet economy thrives.](#)

## Select Investors

Andreessen Horowitz, DFJ Growth, GV, Khosla Ventures, Kleiner Perkins, Salesforce Ventures, Visa Ventures, Sequoia Capital, Y Combinator, Baillie Gifford, Durable Capital Partners, Fidelity Investments, Franklin Templeton, Silver Lake, Addition, DFJ Growth, DST Global, Thrive Capital, Union Square Ventures, Founders Fund, MSD Partners, Khosla Ventures, Lowercase Capital, Redpoint Ventures, General Catalyst

## Financing

ROUND	DATE	AMOUNT
Secondary	4/30/23	n/a
Series I	3/15/23	\$6.5B
Secondary	12/2/22	\$1.0B
Series H	3/14/21	\$600.0M
Series G	12/8/20	\$850.0M
Series F	1/29/19	\$100.0M
Series E	9/26/18	\$245.0M
Series D	12/1/16	\$150.0M
Series C	7/28/15	\$100.0M
Series C	12/2/14	\$70.0M
Series C	1/22/14	\$80.0M
Series B	7/9/12	\$20.0M
Series A	2/9/12	\$18.0M
Series A	9/30/11	\$2.0M
Accelerator	1/1/10	n/a

## CEO, Co-Founders, Board Members

Patrick Collison, Co-Founder and CEO  
 John Collison, Co-Founder and President  
 Christa Davies, CFO, AON  
 Diane Greene, former CEO, Google Cloud  
 Jonathan Chadwick, former CFO, VMware  
 Mark Carney, Chairman, Brookfield Asset Management  
 Matthew Huang, Co-Founder, Paradigm  
 Luciana Lixandru, Partner, Sequoia Capital  
 Kevin Kelly, Partner and CIO, Sequoia Heritage



San Francisco, CA

[together.ai](https://together.ai)



Research-driven AI company  
AI tool

Founded: 2022

Employees: 40

Total raised: \$232.5M

Valuation: \$1.3B

## Company Description

Together AI is a research-driven artificial intelligence company contributing leading open-source research, models, and datasets to advance the frontier of AI. The company's decentralized cloud services empower developers and researchers at organizations of all sizes to train, fine-tune, and deploy generative AI models.

## News & Announcements

3/13/24

[Reuters: Together AI valued at \\$1.25 bln in Salesforce-led funding round.](#)

3/13/24

[Salesforce Ventures: Welcome, Together AI!](#)

12/6/23

[Vultr: Together AI and Vultr partner to scale generative AI at the edge.](#)

11/29/23

[TechCrunch: Together lands \\$102.5M investment to grow its cloud for training generative AI.](#)

7/19/23

[VentureBeat: The new open-source AI full-stack platform challenging OpenAI \(and supporting LLaMA 2\).](#)

## Financing

ROUND	DATE	AMOUNT
Early Stage	3/13/24	\$106.0M
Series A	11/2/23	\$102.5M
Seed	2/27/23	\$20.0M
Seed	9/12/22	\$4.0M

## Select Investors

Lux Capital, Emergence, Kleiner Perkins, Cadenza Capital, Definition, Nvidia, 137 Ventures, Greycroft, New Enterprise Associates, Common Metal, Factory, First Round Capital, Long Journey Ventures, Robot Ventures, Susa Ventures, A Capital Inn, Prosperity7 Ventures, SCB 10X, SV Angel, Salesforce Ventures, Coatue

## CEO, Co-Founders, Board Members

Vipul Ved Prakash, Co-Founder and CEO

Ce Zhang, Co-Founder and CTO

Chris Ré, Co-Founder

Percy Liang, Co-Founder

Bucky Moore, Partner, Kleiner Perkins



San Francisco, CA  
[unstructured.io](https://unstructured.io)



Data transformation platform

Founded: 2022  
Employees: 48

Total raised: \$65.0M  
Valuation: \$230.0M

## Company Description

Unstructured is the leading provider of LLM data preprocessing solutions, empowering organizations to transform their internal unstructured data into formats compatible with large language models. By automating the transformation of complex natural language data found in formats like PDFs, PPTX, HTML files, and more, Unstructured enables enterprises to leverage the full power of their data for increased productivity and innovation.

## News & Announcements

3/19/24

[Fast Company: Unstructured recognized as Most Innovative Company.](#)

3/14/24

[Forbes: This startup cleans up the “ugly underside” of AI.](#)

3/14/24

[SiliconANGLE: AI-focused big data startup Unstructured raises \\$40M to make raw data LLM-ready.](#)

11/6/23

[Sacramento Inno: Innovative company of the year: Unstructured.io helps generative AI start making more sense.](#)

10/17/23

[The Information: 50 Most Promising Startups 2023.](#)

## Financing

ROUND	DATE	AMOUNT
Series B	3/14/24	\$40.0M
Series A	6/21/23	\$25.0M

## Select Investors

Bain Capital Ventures, Madrona Venture Group, Alumni Ventures, Essence Venture Capital, Mango Capital, Shield Capital, MongoDB, M12, Menlo Ventures, Databricks Ventures, nVentures

## CEO, Co-Founders, Board Members

Brian Raymond, Founder and CEO  
Karan Mehandru, Managing Director, Madrona  
Enrique Salem, Partner, Bain Capital Ventures  
Michael Groen, Director, Joint Artificial Intelligence Center  
Tim Tully, Partner, Menlo Ventures



San Francisco, CA

[vercel.com](https://vercel.com)



Frontend development  
company

Founded: 2015

Employees: 485

Total raised: \$313.0M

Valuation: \$2.5B

## Company Description

Vercel's Frontend Cloud provides the developer experience and infrastructure to build, scale, and secure a faster, more personalized web. By providing the toolkit frontend teams love and delivering global edge infrastructure, Vercel unlocks developer potential and enables you to go from idea to global application in seconds. Enterprises, organizations, and individual developers using Vercel benefit from a fully-managed, highly-optimized experience that enables customers like Under Armour, Nintendo, The Washington Post, Porsche, and Zapier to build dynamic user experiences.

## News & Announcements

2/9/24

[VentureBeat: Perplexity partners with Vercel, opening AI search to developer apps.](#)

1/4/24

[Vercel delivered over 250% ROI, accelerating time to market and boosting conversion rates.](#)

12/5/23

[TechCrunch: Vercel makes it easier to ship better code at scale.](#)

8/31/23

[The New Stack: Vercel's next big thing: AI SDK and accelerator for devs.](#)

5/1/23

[VentureBeat: Frontend cloud provider challenges Amazon S3, Google Cloud with serverless database solutions for the edge.](#)

## Financing

ROUND	DATE	AMOUNT
Later Stage	2/1/23	n/a
Later Stage	1/1/22	n/a
Series D	10/22/21	\$150.0M
Series C	5/18/21	\$102.0M
Series B	12/16/20	\$40.0M
Series A	5/15/19	\$16.0M
Series A	11/24/15	\$5.0M

## Select Investors

Accel, GGV Capital U.S., Bedrock Capital, CRV, GV, Firebolt Ventures, MAHR Projects, SHL Capital, 8VC, Flex Capital, Gaspar Global Ventures, Tiger Global Management, Geodesic Capital, Greenoaks Capital Partners, Caffeinated Capital, Resolute Ventures, S28 Capital, WellFound, Goanna Capital, TrueBridge Capital Partners, Salesforce Ventures, Angels of Many, Ground Control Ventures, SV Angel

## CEO, Co-Founders, Board Members

Guillermo Rauch, Founder and CEO

Dan Levine, Partner, Accel

Geoff Lewis, Founder and Managing Partner, Bedrock

Reid Christian, General Partner, CRV



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