

GSV CUP



Look Book

Preview of the GSV Cup 50

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GSV Ventures

The background features a gradient from purple on the left to orange on the right. Scattered throughout are numerous 3D rectangular blocks of varying sizes and orientations, some appearing to be stacked or overlapping. The blocks are semi-transparent, allowing the background colors to show through them.

PreK-12

Ann-Education

PreK to Gray



ann-education.com

Headquarters: Israel

Capital Raised

- Amount: \$1.9M
- Post Money Valuation: N/A
- Round: Seed Round

Currently Raising: No

Core Team:

- Yotam Shtayner (CEO)
- Dan Bar Or (CPO)
- Elad Sulami (CTO)
- Barry Volinsky (Chairman)
- Daniel Hippertt (Head of Global Operations)

Product

We empower educational publishers to create highly engaging digital-interactive curricula at a fraction of the usual time and costs, using AI.

Potential

We target the K12 digital instruction and assessment market, with a scalable product adaptable to various subjects, languages, and geographies. Future expansion into corporate training is planned.

Investors:

- LearnLaunch
- Yavne Bonus
- Amir Milo

Predictability

B2B SaaS model, already working with education publishers and corporate training companies in the US, Israel, and Europe.

Purpose

We are on a mission to maximize human potential by accelerating the digital transformation in education.

Answer AI

K12 and Higher Ed



Answer.AI

Your Personal AI Tutor

answerai.pro

Headquarters: San Jose, USA

Capital Raised

- Amount: \$8M
- Post Money Valuation: \$40M
- Round: Seed

Currently Raising: Yes

Core Team:

- Li Zhou (Founder and CEO)
- Yang, Zhang (Cofounder, Product)
- Zhenwei, Wen (Cofounder, Engineering)
- Chao, Zhang (Cofounder, Engineering)

Product

Answer AI is the FASTEST Growing AI Tutor in North America, Targeting Students from Grade 7 to College, with over 2M US mobile users. We cover Multiple Scenarios such as Lectures, Assignments, Exercises and Memorization for ALL Subjects.

Potential

Answer AI's TAM is 10b. Generative AI has already become mainstream in US education and students' regular study habits. AI tutoring is Start from AI Tutoring in North America, Gradually Expanding Global Business Reaching Potentially ~\$ 10bn Market.

Investors:

- \$6M
- Altos Ventures.

Predictability

Answer AI operates a freemium model. Currently we have over 40k subscribers, our monthly revenue is over 400k in March and growing rapidly. We estimate can get a 20M ARR at the end of this year.

Purpose

We are committed to creating the most tech-advanced AI tutors on the market. We believe that AI is bringing a revolution to the traditional education model. It is our vision that everyone, no matter their background, shall have access to the best educational tools available via AI by using our Answer.AI app.

ASI

K12



asi.tech

Headquarters: San Francisco,
USA / Abu Dhabi, UAE

Capital Raised

- Amount: \$3 million
- Round: Seed

Currently Raising: Yes

Core Team:

- Quddus Pativada (CEO&Founder)
- Dun Xiao (Head of Consumer)
- Chansa Kabwe (ML Lead)
- Alan Greenberg (Partnerships Lead)
- John Roubhan (VP Middle East)

Product

ASI develops custom AI solutions for educational challenges & national goals, collaborating with leading institutions and governments to deploy cutting-edge technology securely at scale.

Potential

ASI's Total Addressable Market spans billions of students globally across educational levels. We target regions like the Middle East, Latin America, Africa with national-scale, government-led projects that represent over \$50B in revenues.

Predictability

ASI offers scalable AI tutoring solutions. We provide consumer-facing products, that today have over 250K student users and offer paid offerings within our government partnerships, where we've closed over \$XXM in ARR value so far.

Purpose

ASI empowers worldwide education by providing personalized tutors, making learning accessible to all students globally.

Investors:

- GSV
- Mark Cuban
- Character
- Angel Investors including ex-CEO of Ooreedoo, MD of e& capital & others

Boddle

K12



boddle.com

Headquarters: Tulsa, USA

Capital Raised

- Amount: \$7.8M
- Round: Seed

Currently Raising: No

Core Team:

- Clarence Tan, (Co-founder & CEO)
- Edna Martinson, (Co-founder & COO)
- Asim Saeed, (CTO)
- Alex Schneider, (Head of Growth)

Product

Boddle is a kids gaming platform that is transforming math/ELA practice & assessments into engagement and rigor for over 7 million kids.

Potential

Boddle's TAM is the \$80B kids' entertainment sector, with a beachhead in the K-6 education market for Math/ELA, expanding subjects domestically before tackling international markets.

Investors:

- Atento Capital
- Alpine Ventures
- AT&T Ventures

Predictability

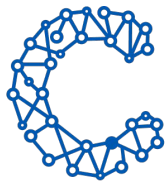
Boddle uses a B2C freemium model, offering access to free educational content with optional subscriptions purchased by parents for game-related enhancements. Achieved \$1M ARR, growing 10-15% MoM.

Purpose

Boddle helps unlock kids' confidence to learn while making classroom management and report easier for teachers.

Cerebry

PreK-to-Gray



cerebry.co

Singapore:

Capital Raised

- Amount: \$3.6M
- Post Money Valuation: \$16M
- Round: Seed

Currently Raising: No

Core Team:

- Shubham Goyal (Co-Founder & CEO)
- Dr. Rahul Singhal (Co-Founder & CTO)
- Rohit Singhal (Co-Founder & COO)

Product

Cerebry combines deductive reasoning with generative AI to offer an error-free curriculum-aligned teaching assistant and assessment solution for STEM subjects.

Potential

Cerebry's TAM is \$50B. There are more than 5 million schools around the world. We first deploy to private schools and then sell to ministries. Proven in the Philippines and Singapore. Now expanding in US.

Investors:

- Ascend Ventures Vietnam
- Pentathlon Ventures
- Amand Ventures
- Redbadge Pacific

Predictability

Cerebry operates with a B2B model. We charge schools a per-student license fee.

Purpose

Cerebry helps schools improve their passing rate and provides a personal tutor to students for all

Class Companion

K12



classcompanion.com

San Francisco

Capital Raised

- Amount: \$4M
- Post Money Valuation: n/a
- Round: Seed

Currently Raising: No

Core Team:

- Avery Pan
(Co-founder & CEO)
- Jack Forbes
(Co-founder & CTO)

Product

Class Companion enables teachers to provide every student with instant, differentiated feedback and coaching. Teachers control the AI and can integrate existing assignments or generate new ones.

Potential

The U.S. spends \$58 billion on K-12 instructional products. We are currently focused on high and middle schools in the U.S.

Investors:

- Index Ventures
- OpenAI

Predictability

Class Companion sells to schools and districts and offers a free teacher version. 10,000+ schools use Class Companion.

Purpose

Class Companion empowers teachers to better support each student. Our goals are to improve student outcomes, overcome learning loss, and reduce teacher burnout.

Curipod

K12



Curipod.com

Headquarters: Oslo, Norway

Capital Raised

- Amount: \$4.5M
- Round: Seed

Currently Raising: No

Core Team:

- Jens Aarre Seip
(Co-Founder & CEO)
- Frikk Fossan
(Co-founder & CTO)
- Eirik Hernes Berre
(Co-founder & COO)

Product

Curipod makes engaging interactive lessons in seconds with AI, where students actively engage and learn, and the teacher gets hours back every week.

Potential

Curipod makes lessons that students and teachers love 1000x more efficient than traditional publishers. Current focus is 100% on the US K12 market.

Investors:

- Reach Capital
- Emerson Collective
- Sondo Capital

Predictability

Curipod operates with a freemium and product-led go-to-market model, where teachers adopt the product, and where schools and districts are the end customer.

Purpose

Curipod's mission is to spark curiosity, discussion and critical thinking in every classroom around the world.

Diffit

K-12



Diffit.me

Capital Raised

- Amount: Undisclosed
- Post Money Valuation: Undisclosed
- Round: Seed

Currently Raising: No

Core Team:

- Vlad Gutkovich (Co-founder * CEO)
- Adam Black (Co-founder * CEO)
- Zach Schneider (Founding Engineer)
- Kathryn Green (Founding Community Lead)

Product

Diffit helps teachers get high quality, “just right”, and student-ready instructional materials for any topic, lesson, or educational setting.

Potential

There are 150,000 or so schools in the U.S., UK, AUS/NZ, and Canada. All of them have a need for better, more differentiated, more “just right” curriculum content.

Investors:

- Hyde Park Venture Partners
- Charter School Growth Fund
- Workshop Ventures
- Coherence Fund
- Cambiar Education
- New Schools Venture Fund
- A dozen exited ed-tech founders

Predictability

PLG via teacher freemium.

Purpose

Help teachers around the world to better support *all* of their students, in far less time than previously possible, so they can do their best work sustainably, and their students can get the instruction they need to thrive.

Doowii

K-12 & Higher Education

The logo for Doowii, featuring the word "doowii" in a bold, dark teal, lowercase sans-serif font.

Doowii.io

Headquarters: Colorado, USA

Capital Raised

- Amount: \$1.675M
- Post Money Valuation: \$12M
- Round: Seed

Currently Raising: Yes

Core Team:

- Ben Dodson
(Founder & CEO)
- Matthew Young
(Founder & COO)
- Ilho Ye
(Founder & CTO)

Product

Doowii's AI analytics solution is built for educators. Integrating with key school systems, it empowers teachers & administrators to access & analyze data through an intuitive, self-service interface.

Potential

Doowii's TAM is \$30.2B, targeting 2.56B students globally in Higher Ed & K-12. Our unique model of partnerships and direct sales increases revenue potential by selling to multiple parties per student.

Investors:

- GSV
- Reach
- Imagine Learning
- Common Sense Growth

Predictability

Doowii leverages a B2B SaaS model, charging a base recurring fee for our software license as well as one-time set-up fees and usage fees above the base. Doowii sells directly to schools and 3rd-party EdTech providers.

Purpose

Doowii empowers educators to unlock every student's potential through analytics, transforming insights into action for a brighter, data-driven future in education.

EnlightenAI

K-12



enlightenme.ai

Headquarters: San Francisco, CA

Capital Raised

- Amount: \$0.25M
- Post Money Valuation: Undisclosed
- Round: Pre-Seed

Currently Raising: Yes

Core Team:

- Gautam Thapar (CEO)
- Praveen Wicliff (Head of Engineering)
- Sukidhar Darisi (Engineer)

Product

EnlightenAI streamlines grading with a personalized AI assistant that learns from each teacher, offering timely, aligned suggestions to save teachers time and boost feedback quality.

Potential

EnlightenAI is addressing a \$10.8B opportunity in US digital curriculum and assessment products. We are initially focused on serving small to medium size districts with specific literacy initiatives.

Investors:

- NewSchools Venture Fund

Predictability

EnlightenAI uses a freemium, bottoms-up approach, offering teachers free and premium options and partnering with them to encourage site and district adoption.

Purpose

EnlightenAI helps teachers save time and give effective feedback to students, reducing burnout, improving student outcomes, and centering teachers' human touch in grading and feedback.

KaiPod Learning

K12



KaiPodLearning.com

Boston, MA

Capital Raised

- Round: Seed / A

Currently Raising: No

Core Team:

- Amar Kumar
(Founder & CEO)

Product

KaiPod Learning operates a national network of microschoools, where student learning is personalized and educators rediscover their passion for teaching. Our 'microschool in a box' platform enables any educator to start their microschool in a matter of months.

Potential

As more parents start choosing alternative forms of learning for their children, tens of thousands of microschoools will start to open across America. We are the fastest growing network empowering high-caliber educators to launch these innovative educational programs.

Investors:

- Reach Capital
- EO Ventures
- Verissimo Ventures
- Dock Square Equity

Predictability

Over the past 3 years, we have gone from a new startup to the largest owned network of microschoools in America. Through our microschool accelerator, we are supporting dozens of entrepreneurs in 25+ states to open new microschoools.

Purpose

KaiPod Learning helps students learn to love the school they're in! We do this by empowering high-caliber educators to launch innovative education environments, rediscovering their passion for teaching.

LitLab.ai

K-12



LitLab.ai

litlab.ai

Headquarters: Brooklyn, NY

Capital Raised

- Amount: Undisclosed
- Post Money Valuation: Undisclosed
- Round: Pre-seed

Currently Raising: No

Core Team:

- Varun Gulati (Co-founder & CEO)
- Sebastian Belmar (Co-founder & Head of Engineering)
- Christie Chu (Co-founder & Head of Learning)

Product

Litlab.ai is an AI for early reading platform. We improve decoding and automaticity by giving K-2 teachers and students the power to generate custom decodable (phonics practice) content.

Potential

Foundational reading is part of an enormous market (\$1.6B ELA supplemental spend in 2022) with growing tailwinds from the science of reading. We plan to be a leader in that space.

Investors:

- Better Ventures
- Reach Capital
- Edovate Capital
- Red House Education
- Charter School Growth Fund
- New Schools Venture Fund

Predictability

We use a similar GTM motion as what we used at Mystery Science (which reached \$30M+ ARR). LitLab charges schools an affordable per-building annual membership.

Purpose

LitLab promotes literacy & equity by infusing the magic of deep personalization into the rigor of structured literacy.

Litmus Learn

K12



Litmuslearn.com

Headquarters: Chennai, India

Capital Raised

- Amount: N/A
- Post Money Valuation: N/A
- Round: Pre-Seed

Currently Raising: Yes

Core Team:

- Arvind Murali (Co-Founder & CEO)
- Guruprasad Basavaraju (Co-founder & CTO)
- Sujithra Raghul (COO)

Product

Litmus Learn is a comprehensive blended learning platform powered by AI with 15+ interactive activities. We engage students with interactivity & an AI tutor. We empower teachers with nuanced data & an AI assistant.

Potential

Litmus Learn's TAM is \$10B+. Our beachhead is the top 10% private schools in India and we will expand to countries where rote learning is prevalent. There are 500K private schools & 120M students just in India.

Investors:

- Bootstrapped

Predictability

Litmus Learn operates as a vendor to schools with a B2B model. We charge ~\$40/student/year. Traction: \$60,000 (600% growth since Aug 2023 / 400% retention) in annual contracts. Profitable.

Purpose

Uninspiring lecture-style teaching and rote learning are the bane of the student learning experience. With Litmus, teachers break the monotony and allow students to unlock the immense potential of education.

Ludenso

K12 & Higher Education



www.ludenso.com

Headquarters: Oslo, Norway

Capital Raised

- Amount: \$1.1M
- Post Money Valuation: \$5M
- Round: Early Seed

Currently Raising: Yes

Core Team:

- Eirik G. Wahlstrøm (Co-founder & CEO, [LinkedIn link](#))
- Ingrid F. Skrede (Co-founder & CMO, [LinkedIn link](#))
- Harald L. Manheim (Co-founder & CPO, [LinkedIn link](#))

Investors:

- Johan Brand (Kahoot! Founder)
- Atomico Angel Fund
- SuperCharger Ventures
- Ferd

Product

Ludenso has developed the world's' leading AI-powered Augmented Reality Platform for publishers, used by Cambridge University Press, Oxford University Press, Macmillan and more.

Potential

The \$91B Publishing Industry serves as our entry point, establishing us as the leading solution for 3D and AR, paving the way to tap into the \$7T global education market.

Predictability

In the AI era, the value of curated content is unmatched. Our platform enables publishers and educators to seamlessly transition to digital, elevating their content with 3D and AR capabilities

Purpose

Ludenso is bringing learning to life, combating student disengagement and boredom at large. 95% of students want to use AR in class ([link](#)) and 80% improve their academic performance by doing so ([link](#))

MagicSchool AI

K-12



www.magicschool.ai

Headquarters: Denver, USA

Capital Raised

- Round: Series A

Currently Raising: No

Core Team:

- Adeel Khan (Founder & CEO)
- Todd Tobin (CTO)
- Mike Biven (COO)

Product

MagicSchool AI is a generative AI platform designed for teachers and students. It is the fastest growing EdTech platform ever of all time, saving teachers up to 10 hours each week with lesson planning, differentiation, and providing students with individualized support that prioritizes responsible use.

Potential

5% of global GDP is spent on education and the US alone, edtech spending is 10B a year on education technology. Every student and teacher in the world is grappling with how to use AI responsibly and meaningfully – the potential impact is massive.

Investors:

- Bain Capital
- Range Ventures
- GSV Ventures
- Reach Capital

Predictability

MagicSchool AI operates with a B2B and B2C model. We allow teachers to directly purchase individual access to our platform. We also partner with schools and districts through site licenses across the globe.

Purpose

MagicSchool AI aims to harness the power of AI to provide personalized education to every student and to support every teacher in the world.

NOLEJ

PreK-to-Gray



[Nolej.io](https://nolej.io)

Headquarters: Paris

Capital Raised

- Amount: \$3.2M
- Round: Seed

Currently Raising: No

Core Team:

- Philippe Decottignies (Founder & CTO)
- Bodo Hoenen (Co-founder & CIO)
- Vincent Favrat (Co-founder & CEO)
- Nejma Belkhdim (Co-founder and CPO)

Product

Generative AI powered infrastructure for the future of learning: Generate personalized paths to any learning goal, together with bite sized educational content & networks of experts to learn from.

Potential

NOLEJs' TAM is \$300B. There is \$1.5T of bloat in education markets that could be replaced with NOLEJ tools. We initially focus on US and French markets as a first mover and then expand globally.

Investors:

- Educapital
- Square Knowledge Ventures
- Various other small investors

Predictability

Vertical SaaS B2B and B2G within France and other european countries. Since launch in July 2023, 1078 schools 72K educators, and large french government contracts sold.

Purpose

NOLEJ is building infrastructure for the future of learning, disrupting educational bloat, and replacing it with tools available to anyone.

Playground

PreK-12



tryplayground.com

Headquarters: NYC

Capital Raised

- Amount: \$3.4M
- Round: Seed

Currently Raising: No

Core Team:

- Daniel Andrews (CEO)
- Josh Andrews (CTO)
- Sasha Reiss (CPO)

Product

Playground is a an app and website to manage child care businesses. Playground helps programs manage enrollment, billing, paperwork, parent communication, scheduling, payroll, and more.

Potential

Child care is a \$70B / year market with >200,000 licensed child care facilities. Playground was initially built for its founders' family, then expanded out to all child care

Investors:

- Bedrock Capital
- Human Capital
- Kleiner Perkins

Predictability

Playground is a b2b model, selling to child care owners and directors. Teachers and parents use the app every day to communicate, track activities, and pay for school.

Purpose

Playground's goal is to make quality child care accessible to all. Playground focuses on ensuring that child care businesses have the tools they need to stay in business and succeed.

Primer

PreK-to-Gray



Primer.net

Headquarters: Arizona, USA

Capital Raised

- Amount: \$1M
- Post Money Valuation: \$20M
- Round: Pre-Seed

Currently Raising: Yes

Core Team:

- Mark Naufel (Founder & CEO)
- Will Aja (COO)
- Ira Gluck (CSO)
- Connor Nail (CTO)

Product

Our Product represents a new construct of an AI companion that supports lifelong learning and personal growth. We believe Primer will be so deeply integrated into daily living that people will wonder how they ever lived without it.

Potential

With its capability to adapt to a user's age, culture, language, and unique preferences, Primer holds enormous potential to rapidly scale to millions of users globally - with a TAM of \$370B.

Investors:

- Searle Management
- Toy Chest Partners
- Endless Network
- Richard Katzman

Predictability

Through an enduring partnership with users, Primer cultivates a stable revenue stream, anchored by the perpetual value proposition it offers as a platform throughout a user's life.

Purpose

Primer stands as a beacon for democratizing personalized education globally - our singular mission is to ensure that no individual navigates life without an empowering advocate that nurtures their growth and purpose.

Project Read

K-12

**Project
Read**



www.projectread.ai

Headquarters: Palo Alto, CA

Capital Raised

- Bootstrapped
- Round: Seed

Currently Raising: No

Core Team:

- Vivek Ramakrishnan
(Co-Founder, Co-CEO)
- John Danner
(Co-Founder, Co-CEO)

Product

Project Read is an AI Co-Teacher for the Science of Reading. We offer a suite of teacher-facing tools, including a Decodable Story Generator, and an AI Tutor for students that provides real-time phonics feedback.

Potential

In the last two years, 37 of out of 50 states have passed Science of Reading laws that mandate adoption of aligned curricula. Since launching six months ago, we have reached 70,000 educator sign-ups through word-of-mouth alone.

Investors:

- Bootstrapped
- Stanford Center for Social Innovation (grant)

Predictability

We made Project Read free for the 23-24 school year. For the 24-25 school year, we will begin to monetize through individual educator, school-level and district subscriptions.

Purpose

Project Read uses AI to move the needle for all students by helping teachers implement evidence-based literacy instruction.

Scaffold Ed

K12



scaffolded.io

Headquarters:
Washington, DC

Capital Raised

- Amount: \$200k
- Post Money Valuation: \$4M
- Round: Angel

Currently Raising: Yes

Core Team:

- Evan Wilson
(Co-founder & CEO)
- Phil Muller
(Co-founder & CTO)

Product

We're giving every K12 district the power of a data engineer. Scaffold Ed is a query tool that bridges the gap between data analysis and instruction, making data accessible for educators.

Potential

Our early adopters are districts/networks with existing infrastructure that isn't engaging educators (potential \$100M ARR). But the larger market opportunity in disrupting legacy data infrastructure opens us up to \$500M ARR in K12 and access to the \$30B learning analytics market.

Investors:

- Techstars
- Transcend Fund
- Dan Carroll
- Jinal Jhaveri
- Adam Pisoni
- Vivek Pandit
- Tiffany Yau

Predictability

We operate with a \$60/yr per-staff subscription with plans to launch a \$5/yr per-student infrastructure tool in 2025. We built our MVP with 13 schools and brought 12 districts into our sales pipeline in Q1 2024.

Purpose

K12 data is decades behind other industries. The average data engineer makes more than a school superintendent. If we don't empower existing K12 teams to modernize their own data infrastructure, schools can't take full advantage of the next decade of innovation in AI and analytics.

SchoolAI

K12



schoolai.com

Headquarters: SLC, Utah

Capital Raised

- Amount: \$5M
- Post Money Valuation: \$25M
- Round: Seed

Currently Raising: No

Core Team:

- Caleb Hicks (Founder, CEO)
- Kevin Morrill (Cofounder, Operations)
- Cahlan Sharp (Cofounder, Engineering)

Product

SchoolAI helps teachers design and share chatbots, games, and tutors that adapt to every student – and surface real-time insights that get students, teachers, leaders, and families on the same page.

Potential

100M K12 classrooms and 500M+ households with school aged children. We operate in the K12 instructional tool space, then expand into school services and home products.

Investors:

- Next View Ventures
- The GP
- Peterson Ventures
- Homebrew
- John Danner
- Dan Carroll

Predictability

Free for classrooms, site licenses for schools, districts, and states for premium content, unlimited student use, shared workspaces, and staff augmentation. Supporting 300k students monthly.

Purpose

Make magic for students and the people who support them by learning what they need, and rallying every resource to deliver it in real time.

Schoolytics

K12

The logo for Schoolytics, featuring the word "Schoolytics" in a sans-serif font. The "S" is dark green, "chooly" is black, and "tics" is a lighter green.

[schoolytics.com](https://www.schoolytics.com)

Headquarters: Washington, D.C.

Capital Raised

- Amount: \$3.5 M
- Post Money Valuation: \$13.5 M
- Round: Seed

Currently Raising: No

Core Team:

- Aaron Wertman
(Co-Founder, CEO)
- Courtney Monk
(Co-Founder, COO)

Product

Schoolytics transforms data into insight and action, pairing powerful data products with a single pane of glass on student data, consolidating siloed information from multiple systems.

Potential

Student data systems are a \$5B market in the US alone. With a robust data moat established, Schoolytics is pushing beyond data dashboards into the next generation of data products for schools.

Investors:

- Haystack Ventures
- Audacious Ventures

Predictability

Schoolytics operates with a B2B model selling direct to K12 districts, pricing on a per student basis. Schoolytics has partnerships with +40 US school districts and charter networks in the US to date.

Purpose

Schoolytics' mission is to help schools improve student outcomes with data-driven decisions, whole-child support, and actionable insights.

Vedika AI

K12



<https://www.vedika.ai>

Headquarters: Delhi, India

Capital Raised

- Amount: \$50,000
- Post Money Valuation: \$1.5M
- Round: Angel

Currently Raising: Yes

Core Team:

- Dhruv Sampat (Co-Founder & CEO)
- Ankit gupta (Co-Founder & CTO)
- Anirudh Khaitan (Co-Founder & CRO)

Product

Vedika works directly with schools offering personalized test preparation and remediation. We empower schools with AI teaching staff, eliminating the need for expensive tuition centers & edtech apps.

Potential

Vedika's TAM is \$87B. There are 1.5M schools in India and 220 M students. We initially will operate in India and then expand globally.

Investors:

- Ankur Varma (Angel)

Predictability

Vedika.AI operates on a SaaS subscription model for schools, charging approximately \$10000/year. We offer a pilot program to our schools for two months before getting into a contract.

Purpose

Vedika empowers teachers & students with AI for personalized learning, eliminating reliance on costly coaching centers, and re-energizing schools.

The background features a gradient from deep purple on the left to bright orange on the right. Scattered throughout are numerous 3D rectangular blocks of varying sizes and orientations, some appearing to float or be part of a larger structure. The blocks are semi-transparent, allowing the background colors to show through them.

Higher Ed

Atypical AI

K12-Workforce Infrastructure



atypicalai.com

Headquarters: USA

Capital Raised

- Amount: \$4M
- Post Money Valuation:
- Round: Pre Seed

Currently Raising: maybe

Core Team:

- Bethanie Drake-Maples, Founder and CEO
- Kevin Wiggen, CTO
- James Genon, Head of Product & Ops
- Nate Edwards, Head of Design

Product

We build full-stack, AI-native capabilities grounded on customer content and aligned with their pedagogy. You can choose point solutions, or integrate them into a system in our platform for better top and bottom line outcomes.

Potential

We partner with the largest publishers, universities and colleges, human tutoring platforms, corporations and edtech companies to help them deploy AI experiences. Addressable TAM is over \$60B.

Investors:

- Bloomberg Beta
- Schmidt Ventures
- Edtech experts
- AI experts

Predictability

By delivering the highest quality and also most cost effective AI/LLM experiences, we are chosen to deliver over in-house AI teams, even after they try it themselves. We charge a tech license and per-user or institution model.

Purpose

We help publishers scale best-in-class AI experiences in education, making them competitive in an AI-native world, enabling them to upsell, expand markets, and improve learning outcomes.

Careerflow.ai

Higher Ed / Workforce Learning



careerflow.ai

Headquarters: Sunnyvale, CA

Capital Raised

- Amount: \$0.8M
- Post Money Valuation: \$12M
- Round: Pre-seed

Currently Raising: Yes (Seed)

Core Team:

- [Puneet Kohli](#)
(Co-founder & CEO)
- [Nikita Gupta](#)
(Co-founder & COO)

Product

Careerflow.ai provides AI-enabled career tools for job seekers and career services providers, improving job search efficiency and enabling higher placement outcomes across industries.

Potential

Careerflow.ai's TAM is \$60B with over 1.2B Information Workers and over 90K higher ed institutes providing career services globally. We primarily optimize for the US market, with global ambitions.

Investors:

- Techstars
- Ganas Ventures
- Oasis Capital
- Greylock Ventures
Scout Program
- Rise Ventures
- Angels and Family
Offices

Predictability

Careerflow.ai operates with a B2C (job seekers) and B2B2C (career services) SaaS model, with over 450K+ individuals served and 10+ organizational partners across Higher Ed, Workforce Dev, and more.

Purpose

Careerflow.ai helps individuals to land their dream careers and helps career services scale their operations while increasing their quality of service.

Ed Machina

Higher Education

Ed Machina

edmachina.com

Headquarters: NY, USA

Capital Raised

- Amount: \$1.8M
- Post Money Valuation: 8M\$
- Round: Seed

Currently Raising: No

Core Team:

- Yamil Rabbat
(Co-Founder & CEO)
- Juan Petrello
(Co-founder & CTO)

Product

Ed Machina is an AI-Powered SaaS platform that optimizes student retention and experience from K-12 on, in real time. We integrate, identify at risk students and automate actions to fully engage in universities' performance. We focus in three KPI's: Retention (revenue), OpEx and Student participation

Potential

Ed Machina's TAM is \$64B composed of universities, K-12 institutions, OPMs and Lifelong learning platforms in LATAM (including Brazil), Spain and the US. We are fully operational in Argentina, Mexico, Peru, Costa Rica, Spain, Dominican Republic, Colombia, Panama, Ecuador, Chile and Honduras, with some of the largest institutions as customers: Tec de Monterrey, Laureate Education, Lottus Education, Universidad Siglo 21. We are launching our Brazil operations in Q3 2024

Investors:

- ReThink Capital
- Potencia Ventures
- Avalanche Ventures
- Winnipeg Ventures
- Angels (founder of AP Latam and Despegar.com)

Predictability

Ed Machina operates with a B2B, subscription model. We integrate our platform in a plug and play fashion to the University's core systems starting with the LMS and SIS free of charge to deliver predictable value since day 1. The average ticket size per contract is \$165K in 3-years contracts. We offer free pilots and we managed to increase student participation by 6%, retention by 4% and Reduce Opex by 7%

Purpose

Ed Machina helps universities across Latin America to improve its OpEx and Revenue, leveraging AI towards students engagement and retention by not only identifying at-risk students, but also automation actions.

Enroll ml

Higher Education



enrollml.com

Headquarters: Dillon, Co

Capital Raised

- Amount: \$1.8M
- Post Money Valuation: \$21M
- Round: Seed + SAFE

Currently Raising: Yes

Core Team:

- Geoff Baird - Founder / CEO
- Joe Juhnke - CTO
- Amber Toro - Dir Data Science
- Teege Mettill - Dir Customer Success

Product

Enroll ml guides college admissions teams to improve the enrollment yield of their applicant and admit pools with machine learning and gamification

Potential

- 4500 Colleges and Universities
- 30,000 Graduate Programs
- Enroll ml is applicable for any enrollment / recruitment challenge
- Many institutions will deploy multiple enroll ml instances (i.e. one for on-ground, and one for online)

Investors:

- Old Willow Partners

Predictability

- Subscriptions based pricing starts at \$50K/yr and increases based on total enrollment size
- 3 year agreements
- 2023 averaged 1 new customer per month
- 2024 averaging 2 new customers per month

Purpose

Enroll ML lowers student acquisition costs and mitigates recruiting bias, broadening access to higher education for all.

GPTZero

K12, Higher Education



gptzero.me

Headquarters: NYC

Capital Raised

- Amount: \$3.5M
- Round: Seed

Currently Raising: No

Core Team:

- Edward Tian (CEO)
- Alex Cui (CTO)
- Jonathan White (Chief of Staff)

Product

GPTZero is the leading AI-text detection platform. We give over 3M users the ability to distinguish human-written text from AI-generated text, and enable responsible adoption of AI.

Potential

As AI is increasingly adopted both in education and in larger industries, there will be a >\$100B market for helping producers and consumers of content responsibly interact with AI.

Investors:

- Uncork
- Neo

Predictability

In our first 12 months our \$3.5M of ARR has been driven by individual educators paying for ~\$200/year plans. Now we are starting to sell multi-seat institutional contracts as well as exploring enterprise use cases.

Purpose

We view AI growth as both an inevitability and an opportunity. As students, teachers, and professionals adopt LLMs, we are here to enable responsible usage and to preserve what's human in communication.

Jamworks

Higher Education



Jamworks

Jamworks.com

Headquarters: Surrey, UK

Capital Raised

- Amount: \$1.2M
- Post Money Valuation: \$12.5M
- Round: Pre-Seed

Currently Raising: Yes

Core Team:

- Conner Nudd (CEO and Co-Founder)
- Stuart Winter (Exec Chair and Co-Founder)
- Alex Krasnov (Snr Product Manager)
- Andrew Dobrozhansky (Tech Lead)

Product

Jamworks' AI learning companion with powerful accessibility and personalisation serves UDL. We enable students to capture, engage and absorb with all content, with safe and secure, institutional-ready AI.

Potential

Jamworks TAM is \$106bn. With an initial focus on Higher Ed in the US / UK, we have thousands of student users, tens of Uni installs and more than 70 trials underway.

Investors:

- Joerg Sponer
- Zar Amrolia
- Drew Bradford

Predictability

Certified in the UK for the Disabled Student Allowance, we have licenses for individual students all the way up to Campus wide packages. We sell directly but now have major partner interest.

Purpose

Each student learns differently (UDL) - Jamworks' inclusive AI companion empowers learning for students of all abilities, in their own way at their own pace ensuring the best outcomes.

Meadow

Higher Education



meadowfi.com

Headquarters: NYC

Capital Raised

- Amount: 4M
- Post Money Valuation: 17M
- Round: Seed

Currently Raising: No

Core Team:

- Alfredo Brillembourg (CEO)
- Amy Jenkins (COO)
- Pietro Rea (Head of Engineering)
- Gareth Dismore (Head of Product)

Product

The Meadow Platform helps universities improve enrollment, retention, and payment outcomes by combining financial aid, billing, and payments into a single streamlined experience from application to graduation.

Potential

Our immediate focus is on transforming the \$500 billion university payments industry where over 40%+ is paid out-of-pocket from students and families directly (and over 25% remains offline). Our room to grow beyond that is exponential.

Investors:

- Susa Ventures
- AlleyCorp
- Giant Ventures
- Treble Capital

Predictability

We have a proven GTM strategy based on land and expand. In the last year we have nearly tripled the number of schools we work with, 10X'd ARR YoY, and proven our ability to predictably upsell from our wedge product, Meadow Price, to Meadow Pay.

Purpose

We believe higher education is the #1 pathway to economic mobility. We aim to be a leading vertical software and payments provider for higher ed that tackles the dual complexities of the tuition payment process for students and accounts receivables for institutions.

Quizard AI

Higher Education



quizard.ai

Headquarters: NYC, USA

Capital Raised

- Amount: \$830k
- Post Money Valuation: \$10M
- Round: Pre-Seed

Currently Raising: No

Core Team:

- Michael Giardino (Co-Founder & CEO)
- Sidhant Bendre (Co-founder & CTO)
- Achraf Golli (Co-founder & CPO)

Product

Quizard is a personalized AI learning assistant that integrates with student data sources to map out their knowledge, enabling individualized learning experiences and tailored study plans.

Potential

Our total addressable market is the \$123B global tutoring market. We are initially targeting the US college student market, which includes over 15 million students across 5,000+ institutions.

Investors:

- Neo
- Adam Freed
- Cal Henderson
- Maria Zhang
- Russell Kaplan
- Jay Hack
- Jacob Bank

Predictability

Quizard generates \$1.8M ARR and has seen 400% revenue growth this academic year. The product operates on a B2C freemium model.

Purpose

We are leveraging AI to democratize access to personalized learning experiences for every student and, ultimately, every human.

SpaceBasic

Higher Education



spacebasic.com

Headquarters: Delaware

Capital Raised

- Amount:
- Post Money Valuation:
- Round: Seed

Currently Raising: Series A in Q3, 2024

Core Team:

- Madhavi Shankar (Co-Founder & CEO)
- Indu Navar (Co-Founder)

Product

With automated campus housing, integrated payments, smart access control and digital cafeteria, SpaceBasic enables students to easily navigate the university experience, while our AI solution empowers universities with actionable insights, leading to 3x cost savings and 7x faster operations.

Potential

Over 80% of universities in Asia use little to no technology outside of the classroom. SpaceBasic's TAM is \$7.3B, growing 3% y-o-y. Our SAAS platform, with over 250,000 users across 60+ universities, is Asia's largest AI-driven campus and housing automation solution. Operating in India, we've entered SEA and plan US expansion.

Investors:

- Turbostart Corp
- SucSeed Ventures
- Epic Angles
- Angels from founding team 500 Global, Blackstone, Google

Predictability

SpaceBasic operates on a B2B SAAS model, charging universities a 'per student per annum' subscription fee upon sign-up.

Purpose

SpaceBasic empowers universities and student housing communities drive student success through a connected campus experience. With SpaceBasic, educators spend less time on tasks and more time with students.



udocz.com

Headquarters: Mexico City

Capital Raised

- Amount: \$2.2M
- Post Money Valuation: \$9M
- Round: Seed

Currently Raising: No

Core Team:

- Carlos Effio (Co-founder & CEO)
- Ricardo García (Co-founder & EM)
- Raúl Guichard (CTO)
- Carolina Valenzuela (COO)

Product

uDocz is Latin America's largest learning platform for university students. We provide subject specific class materials and custom help at 5x less than the average cost of tutoring.

Potential

We are helping the 100M LATAM college age population learn and master whatever they are studying. Our UGC approach allows us to provide personalized and adaptive learning at scale.

Investors:

- GSV Ventures
- Salkantay VC
- Latitud Ventures

Predictability

We operate on a UGC freemium model. Access to class materials is free, but subscriptions are required for premium features. This model allows for rapid growth and high margin recurring revenue.

Purpose

Obtaining a university degree is the most reliable path for economic mobility. With a 50% enrollment rate and only half graduating, Latin America faces a pressing challenge.

The background features a smooth gradient from deep purple on the left to bright orange on the right. Scattered across this gradient are numerous 3D rectangular bars of varying lengths and orientations, some appearing to float or be stacked, creating a dynamic, architectural feel.

Adult Consumer Learning

BoldVoice

Adult Consumer Learning



[Boldvoice.com](https://boldvoice.com)

Headquarters: New York

Capital Raised

- Amount: +\$5m
- Round: Pre-series A

Currently Raising: No

Core Team:

- Anada Lakra
(Co-Founder & CEO)
- Ilya Usorov
(Co-Founder & CTO)

Product

BoldVoice is an accent training app for the 1 billion non-native English speakers. Users learn to speak fluent English via video lessons from Hollywood accent coaches & AI-powered voice feedback.

Potential

We have started by addressing the US market of 40M immigrants (\$4B TAM) and will expand to reach the 250M non-native English speaking professionals globally (\$38B TAM).

Investors:

- Y Combinator
- Flybridge Capital
- XFund
- Corazon
- Liquid2

Predictability

We offer consumer subscriptions at \$150/year. We also partner with companies to help them upskill their employees at scale. In less than 3 years, BoldVoice has surpassed 1 million users.

Purpose

BoldVoice is built for immigrants, by immigrants. Our mission is to empower every non-native English speaker to find confidence in their voice and to succeed in their careers.

Edison

Adult Consumer Learning



somosedison.com

Headquarters: Buenos Aires,
Arg

Capital Raised

- Amount: \$0.25M
- Post Money Valuation: \$4M
- Round: Pre Seed

Currently Raising: No

Core Team:

- Tomas Fortin (CEO)
- Matias Kahl (COO)
- Alejandro Mashad (Head of Strategy)
- Alexander Sanchez (Head of Product)
- Luciana Liniado (Head of Education)

Product

Edison is the platform where Spanish-speaking experts build and launch their live courses. From building the curriculum with our guidance, to automating course ops, sales funnel, and web creation.

Potential

We're now focused in the Spanish-speaking Upskilling Market (+40B). Next, we'll provide our platform to higher ed institutions, and after that we'll open more languages, reaching a +400B market.

Investors:

- Guido Kovalskys
- Jaime Macaya
- Xeibo Capital
- Murchison Ventures
- Andres Anavi

Predictability

We've already launched 160 courses, sold 3100 seats, at an average ticket price of \$130 and growing. We stay with 35% of course earnings and students arrive organically through instructor's audiences.

Purpose

Edison exists to empower top experts to share their knowledge through effective education. We're the place where disruptive ideas are shared in community to catalyze society towards the future.

Sizzle

Adult Consumer Learning



szl.ai

Headquarters: NYC, NY

Capital Raised

- Amount: \$7.5M
- Post Money Valuation: \$30M
- Round: Seed

Currently Raising: Yes

Core Team:

- Jerome Pesenti (Founder)
- Alex Tambellini (Founding Engr)
- Jeshua Bratman (Founding Engr)
- Keith Hall (Founding Engr)
- Matthew Pegula (Founding Engr)
- Matthew Guo (Founding Designer)
- Patricia Pesenti (Operations)
- Sameera Salari (Founding Product Lead)
- Saman Haqqi (Founding Marketing Lead)

Investors:

- Owl Ventures
- 8VC

Product

Sizzle combines generative AI, recommender systems and proprietary models to make learning amazing for all and as engaging, personalized and effective as social media.

Potential

Sizzle targets all learners globally, including 614M secondary students, \$87B corporate learning programs, and lifelong online learners estimated to be a \$240B market.

Predictability

Sizzle is a direct-to-learner app and it's currently free - to make learning accessible for all. Future versions of Sizzle will be monetized for adults but learning with Sizzle for high school students will be free.

Purpose

Use AI to build a world where every student has access to an AI-powered tutor that adapts to their needs and creates a unique learning experience that's engaging and effective.

Stimuler

Adult Consumer Learning



Stimuler.tech

Headquarters: Bengaluru,
India

Capital Raised

- Amount: \$1Mn
- Post Money Valuation: \$4.16
- Round: Seed

Currently Raising: No

Core Team:

- Akshay Akash
(Co-founder & CEO)
- Ankit Kumar Pandey
(Co-founder & Chief of AI)
- Anesh Srivastav
(Cofounder & CPO)
- Akshat Baranwal
(Cofounder & CTO)

Product

Stimuler's mobile app uses audio and generative AI models to help English as a second language (ESL) speakers globally, practice and enhance their Conversational fluency in English.

Potential

There are more than 1Bn ESL learners struggling with speaking and conversational proficiency in English. Over 800Mn are already using direct (tutors, apps) or indirect learning channels (eg. Youtube).

Investors:

- Lightspeed
- Rebright Partners

Predictability

The app has a freemium subscription based model. In last 14 months, we have gone from 15k to 1MM+ Installs (190+ countries), over 8000 paying users and won Google Play's Best AI App of 2023 (India)

Purpose

English is the social currency of 21st century- and our goal is to use AI to help billions gain it and propel in their career and education! Using AI for good is, according to us, it's real use case :)

Voys AI

Adult Consumer Learning



[Voys.ai](https://voys.ai)

Headquarters: Istanbul,
Turkey ¹

Currently Raising: Yes

Core Team:

- Serdar Şahin
(Founder & CEO)
- Esra Ar (Co-founder
& CSO)

Product

Voys AI is the innovator behind Story Master, the only AI-driven language learning app that guides learners along any stage of their English journey.

Potential

The digital language learning market is estimated to grow to \$40 billion by 2030, with a CAGR of 20%. There are 1.4 Billion English language learners in the world. Speaking is the most difficult skill in language learning. No app provides an AI-native learning experience to any level of learner.

Investors:

- Bootstrapped

Predictability

Story Master operates with a B2C subscription model. Users can try up to five lessons until they have to pay a monthly or annual subscription fee (\$19.99/mo or \$119.99/year).

Purpose

Voys AI aims to help billions of people around the world become fluent in English just with the help of their phone, no matter which level they are starting from.

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Workforce

Josh Talks

Workforce Learning



Joshtalks.com

Headquarters: Gurugram, India

Capital Raised

- Amount: \$4.5M
- Post Money Valuation: \$23M
- Round: Pre-Series A

Currently Raising: No

Core Team:

- Supriya Paul (Co-Founder & CEO)
- Shobhit Banga (Co-founder)
- Harsh Gupta (Head of Tech & product)
- Dev Chaudhary (Head of Josh Talks)
- Varun Khara (Head of Brand-Marketing)

Investors:

- Michael & Susan Dell Foundation
- Media Development Investment Fund
- Ankur Capital

Product

Josh Talks raises youth's aspirations through stories of relatable role models to inspire action. Going beyond inspiration, our app Josh Skills helps youth from lower income households speak in English confidently boosting their employability at the price of just 6\$.

Potential

Josh Talks' TAM is \$9.5B, focusing on empowering India's youth aged 18-35, primarily in tier 2, 3, and 4 regions. Our beachhead market includes providing skills and inspiration to this demographic, with core operations in India

Predictability

Josh Talks uses its YouTube platform and targeted marketing to funnel users to its Skills app, creating a community for English learners. Priced at INR 499 per course, it has 9.5 Million downloads and 453k paying users, boosting their employability.

Purpose

Currently 145M Indians live below the poverty line. Josh Talks provides them the exposure and opportunities needed to enhance their lives. We do this by sharing inspirational stories and providing them with employability skills that can give them access to decent work.

Pace AI

Workforce Learning



Paceapp.ai

Headquarters: San Francisco, USA

Capital Raised

- Amount: \$910K
- Post Money Valuation: \$5M
- Round: Pre-Seed

Currently Raising: No

Core Team:

- Victoria Pu (CEO)
- My Tran (CPO)

Product

Pace AI bridges the gap between workforce training and English language literacy. Our AI transforms any content into personalized English language lessons for different student levels.

Potential

ESL in Adult Education is an underserved market with an \$11B TAM. Traditional adult ESL classrooms continue to rely on worksheets and static content libraries.

Investors:

- GSV Ventures
- Antigravity Capital
- Transcend Network Fund
- E14

Predictability

Pace AI operates with a B2B model. We charge institutions a licensing fee based on active student seats per month.

Purpose

We're solving the U.S "brain waste" crisis by fast-tracking technical English acquisition for the 60% of adult immigrants without a postsecondary degree who are un(der)employed due to lack of English.

Sparkwise

Workforce Learning



Sparkwise.co

Headquarters: Remote

Capital Raised

- Amount: \$2.6M
- Post Money Valuation: \$18M
- Round: Seed

Currently Raising: No

Core Team:

- Vince Jeong
(Co-founder & CEO)
- Romain Lévy
(Co-founder & COO)
- Ari Bader-Natal
(Co-founder & CTO)

Product

Sparkwise radically scales engaging live group learning with an AI-powered platform that lets people connect, solve challenges, and practice skills together in self-directed small groups.

Potential

Sparkwise's TAM is \$170B (L&D for knowledge workers). Our beachhead vertical is professional services. Our top geographies are US, Canada, UK, and Australia.

Investors:

- Emerge Education
- JFFVentures
- Vitalize VC
- Figure 8 Investments
- Avalanche VC
- On Deck

Predictability

We charge by learner usage. We (1) sell directly to companies and (2) partner with experts and learning providers to scale their offerings on our platform. ~70 clients. 90% learner satisfaction.

Purpose

We want to give *all* professionals—not just senior executives or those at elite firms with outsized L&D budgets—access to world-class live learning that transforms capabilities and careers.

TAP 3D

Workforce Learning



Tap3d.com

Dallas, Texas

Capital Raised

- Amount: 4M
- Post Money Valuation: 13M
- Round: Seed

Currently Raising: No

Core Team:

- Jason Spyres
(Co-Founder & CEO)
- Tim Raftis
(Co-Founder & CPO)
- Travis Cossairt
(Co-Founder & CTO)

Product

TAP creates next generation training for vocational and manufacturing talent, utilizing VR and 3d simulations, paired with online materials and dashboards that supports technician related roles.

Potential

TAM is currently 500M, focused on Texas, New York, Arizona and Oregon with the CHIPs act. TAP will expand to a national presence, and is working in Stealth which will increase its TAM dramatically

Investors:

- 8VC
- GSV Ventures

Predictability

Charges industry for upskilling existing employees on a per seat basis and colleges to access their training platform. Customers include semiconductor manufacturers, SUNY, and other colleges.

Purpose

TAP helps people envision (and identify-to) a success that they have yet to see for themselves. We open people's aperture of self ability via tactile and immersive learning, and support their journey

Uplimit

Enterprise



uplimit.com

Headquarters: Bay Area

Capital Raised

- Amount: \$8.5M
- Post Money Valuation: Undisclosed
- Round: Seed

Core Team:

- Julia Stiglitz (CEO and Co-Founder)
- Sourabh Bajaj (CTO and Co-Founder)
- Jake Samuelson (CPO and Co-Founder)
- Zayd Badwan (Head of Enterprise)
- Amber Tennant (Head of Ops)

Investors:

- GSV
- Greylock
- Cowboy Ventures
- Angel investors include Greg Brockman (Co-Founder of OpenAI) and Mustafa Suleyman (Co-Founder Deepmind)

Product

Uplimit is an AI learning platform helping companies create, run and scale learning experiences that deliver real outcomes for both the learner and the enterprise.

Potential

Corporate learning is \$400B+ market much of which is currently services. AI is poised to disrupt this.

Predictability

Uplimit operates as a B2B SaaS model. We're thrilled to be working with Fortune 500 customers like Kraft Heinz and innovative growth companies like Databricks.

Purpose

There is a massive need for adult upskilling and skilling and this need is only accelerating with AI. We need solutions that can drive learner engagement and outcomes.

UpSmith

Workforce Learning



upsmith.com

Headquarters: Dallas, TX
(Remote)

Capital Raised

- Amount: \$8.3M
- Post Money Valuation: Undisclosed
- Round: Seed

Currently Raising: No

Core Team:

- Wyatt Smith (Founder & CEO)
- Andy Luther (Head of Engineering)
- Santo Brocato (Head of Operations)

Product

Boost helps skilled trades companies win by gamifying technician experiences. With Boost, employers grow revenue, improve output, and lower costs by recognizing and rewarding value-creating behaviors.

Potential

UpSmith operates in a \$2T+ labor market for construction, manufacturing, and skilled trades companies. These industries collectively face a one million worker shortage, poised to triple by 2030.

Investors:

- Hannah Grey Ventures
- GSV
- Asymmetric
- a16z
- Cubit Capital
- TechNexus
- Crow Holdings
- Kimbel Mechanical
- CIV
- Crescent Ridge
- Karman Ventures

Predictability

UpSmith operates in a B2B enterprise SaaS model. Skilled trades companies pay to license the Boost technology platform to gamify technician experiences, generating 10x+ revenue over platform fees.

Purpose

UpSmith combats the skilled labor shortage by helping trades businesses solve workforce productivity challenges through recruiting, rewarding, and retaining a new generation of builders.

Vani.Coach

Workplace Learning



vani.coach

Headquarters: Pune, India

Capital Raised

- Amount: \$1.2M
- Post Money Valuation: \$27.5m
- Round: Seed

Currently Raising: No

Core Team:

- Ashish Jha
(Co-Founder & CEO)
- Rashmi Jha
(Co-founder & CPO)
- Arpit Mishra
(Co-founder & CTO)

Product

Vani, an AI App-as-a-Coach, helps working professionals communicate effectively. With proprietary data of 500k hours in recordings, the AI is fine tuned to emulate a personal communication coach.

Potential

Vani's TAM is \$35B. In India, there are 18k enterprises with 1k+ employees. At ~\$80k average ACV, 10% of the B2B enterprise segment alone has \$144m ARR potential, expandable to 3x globally.

Investors:

- Angel Investors

Predictability

Vani operates with a B2B model. Companies sign up annual contracts, \$40/seat/month, with an average ACV of \$80k. Vani has grown from \$1m ARR to \$11m ARR within 15 months, with over 120 customers.

Purpose

Millions of talented professionals fail to realise their potential because they can't communicate well. With personalised coaching, we can empower them and simultaneously improve business outcomes.