

# INVESTMENT REPORT

Blitzscaling Ventures Monthly Analysis of Top Firm Deals

## Blitzscalable Companies Announcing Investment Rounds in October 2021



Equity and cap table management for startups in India



**ONCHAIN STUDIOS**  
Metaverse for NFT powered pets



**WorldCoin**  
Digital currency giving a share to every human on earth



Cryptographic platform for leveraging regulated data.



Connects buyers in North America with suppliers in Latin America.

### Statistics Commentary

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We are changing the statistics we track this month to help us better uncover trends in the behavior of the firms we track.

Are we seeing more activity outside the US? Who is the most active, is the trend toward early or later stage?

We hope you find it useful as well.

|                             |                     |
|-----------------------------|---------------------|
| Total Deals Announced       | 145                 |
| Non-US Deals                | 38                  |
| Most Active Firm (US Deals) | Andreessen Horowitz |
| Added to our Watch list     | 4                   |

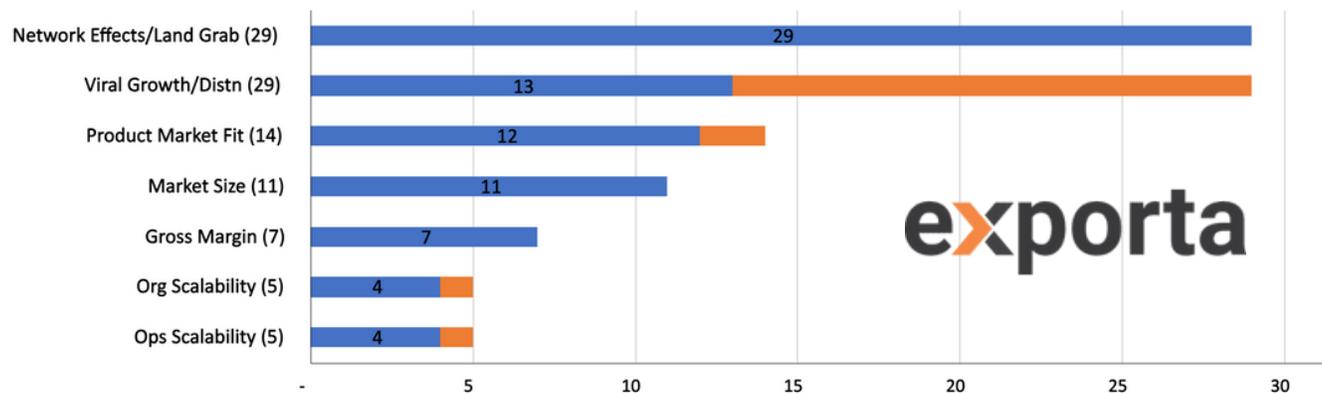
### October Round Statistics

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|            |    |         |    |
|------------|----|---------|----|
| Seed Round | 17 | C Round | 26 |
| A Round    | 30 | D Round | 10 |
| B Round    | 22 |         |    |

# Exporta Technologies- 80/100

Exporta is a B2B Marketplace connecting Wholesale and Retail buyers in North America with Suppliers in Latin America.



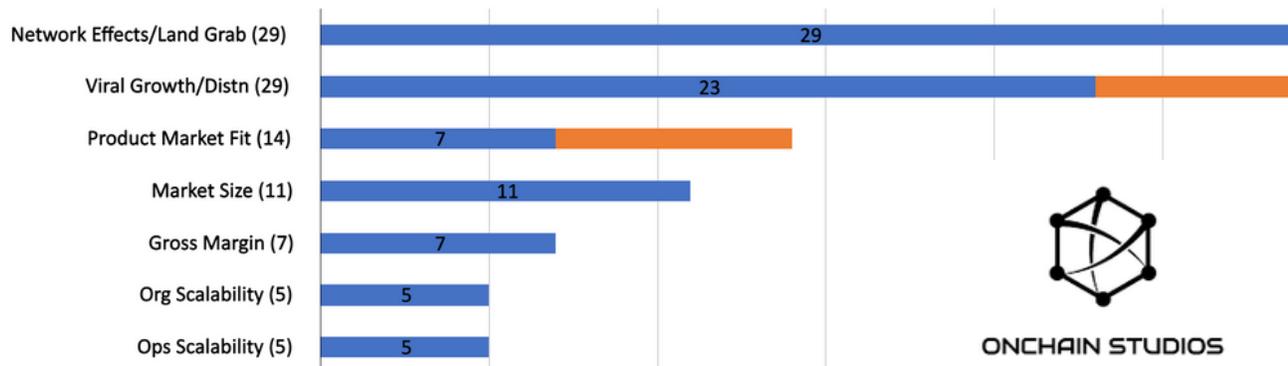
|                          |                                |
|--------------------------|--------------------------------|
| <b>Round Size</b>        | \$5 Million                    |
| <b>Investment Series</b> | Seed                           |
| <b>Noted Investors</b>   | Valor Equity Partners, Felicis |
| <b>Location</b>          | Boston, Massachusetts, USA     |
| <b>Total Raised</b>      | \$6.4 Million                  |

What is in short supply? Maybe everything, for a host of reasons. But a contributing factor is that the world's supply chain is not an efficient marketplace, and producers in certain regions struggle to create awareness of their products in the larger consumer markets. Exporta helps bridge that gap by creating a marketplace for wholesale Latin American goods for US buyers. They already have 20,000 supplier members.

This is a clear winner-take-most play, where the suppliers want to be where the most buyers are, and vice versa. Distribution, however, is a 7/10. That could improve, but for now there is a subscription fee that adds some drag to participation. But given the scale, evidently the subscribers are willing to pay. And this subscription is part of their product market fit. Only those serious enough to purchase a subscription are on the platform, so the subscription acts as a curation vehicle, without human vetting. We give PM Fit a 9/10. The market size is enormous of course. And gross margins for subscriptions and take rate are always 10/10 as well. For scalability, we are just a bit cautious at 9/10 for both aspects of it because most B2B services require human customer support, a burden that does grow with scale.

# OnChain Studios- 87/100

OnChain Studios is a software company that intends to bring ownership to interactive experiences.



|                          |                              |
|--------------------------|------------------------------|
| <b>Round Size</b>        | \$7.5 Million                |
| <b>Investment Series</b> | Seed                         |
| <b>Noted Investors</b>   | Andreessen Horowitz          |
| <b>Location</b>          | Miami, Florida, United State |
| <b>Total Raised</b>      | \$11Million                  |

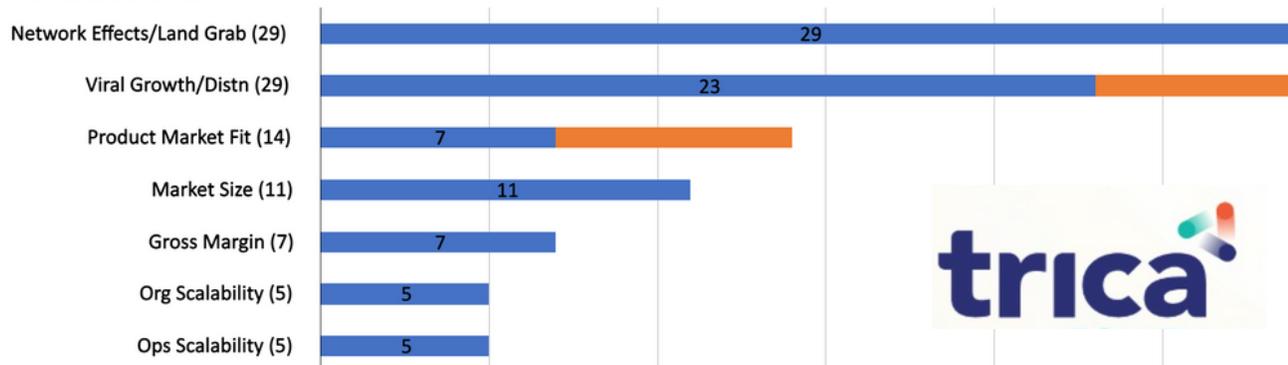
No newsletter would be complete without an NFT deal, and this month we have Onchain studios. They have a platform that makes it easy to create a meta-verse on the blockchain filled with NFTs. They are also creating "Cryptoys", which is an NFT pet you can create yourself and then participate in their meta-verse, which is the new name for MMORPGs. So, let's run through the scoring.

Cryptoys is Tomigochi or Neopets in a modern architecture. Because these pets can interact, it behaves like a social network. And as soon as we say social network, we get very high blitzscaling scores because they have strong network effects and viral growth. But we only give a 9/10 for virality here since not everyone is compelled to tell all their friends about their NFT pet. For Product Market Fit, we start with a 7/10 which is a complete guess since the game isn't live yet. Market size, gross margin, scalability, all are 10/10 as NFTs are a virtual good created nearly out of thin air.

This company is a good example of the limitations of our scoring. While the score is excellent, companies like this fail to become "the winner" more often than not, due to strong competition or weak execution. So, at the seed level we will wait and watch this one. But it certainly has great potential.

# Trica- 86/100

Trica is a unified technology solution for equity management and transactions.



|                          |                            |
|--------------------------|----------------------------|
| <b>Round Size</b>        | \$3 Million                |
| <b>Investment Series</b> | Seed                       |
| <b>Noted Investors</b>   | Accel, Kunal Shah          |
| <b>Location</b>          | Mumbai, Maharashtra, India |
| <b>Total Raised</b>      | \$3 Million                |

India has a large and fast-growing innovation economy. To support cap table tracking in the US, we have Carta. In India, there is Trica. At least, that's what Trica aspires to be. Trica also has a well-developed investor/startup marketplace a la Angel List. And you all know we like marketplaces.

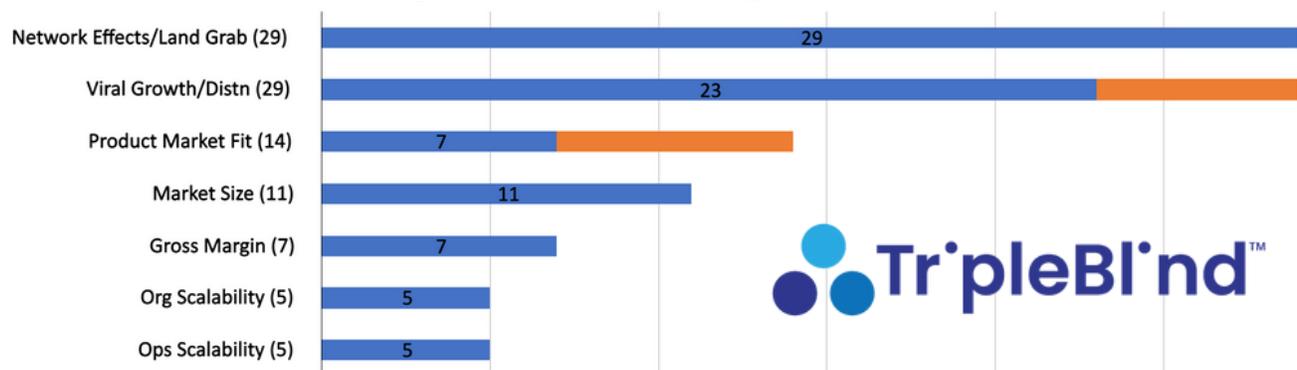
The obvious question is - why doesn't Carta use its heft to enter India? We suspect the answer lies in regulation and language. Both are solvable, but the regulatory part is difficult, and the North America market is large enough that they don't need to go through that pain. Ultimately there could be consolidation.

Regarding scoring, this is a 9/10 for winner take most. The cap table market is a land grab, and the investor discovery market is a marketplace. For viral growth, we allow a full 10/10 as investors have a portfolio, and will tell all of the companies they invest in to use Trica. For product market fit, we give them an 8, and for market size, a 10 as India is a powerhouse with a strong innovation economy. Gross margin is only an 8/10, as we anticipate a high level of service around cap tables. But that might be overly punitive. The same dynamic leads to an 8/10 for scalability.

And here we have Accel once again reaching half-way around the globe to invest. They have certainly woken up to the opportunity beyond the Bay Ar

# TripleBlind- 95/100

TripleBlind is a private data sharing company developing a cryptographic platform to share, leverage, and monetize regulated data.



**Round Size** \$24 Million

**Investment Series** Series A

**Noted Investors** General Catalyst, Mayo Clinic

**Location** Kansas City, Missouri, USA

**Total Raised** \$32 Million

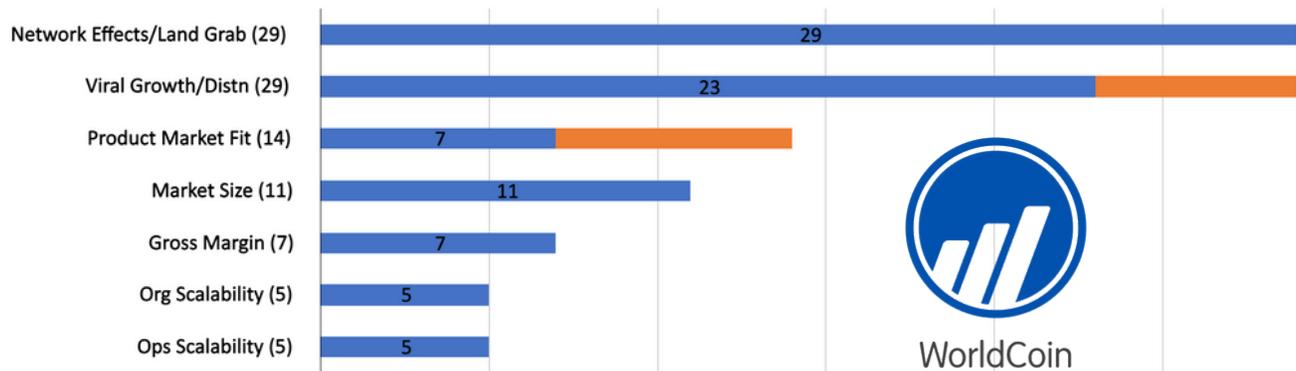
Tripleblind solves the problem of sharing medical data. HIPPA has very specific requirements on who owns health data and how it can be shared, and so most of the time it does not get shared at all. In an age where business opportunity abounds with data sharing, someone had to solve this, and finally we have Tripleblind. And it took a team from Kansas City to figure it out.

Winner take most: we originally gave it a 9, but upgraded to a 10 as there is both a land grab here and a network effect. Data can be accessed at the API level, making it incredibly sticky, and if the data is centrally available at Tripleblind, then their internal database becomes the source of truth for medical data. For distribution, once data can be shared it spreads like wildfire, similar to crossbeam.

For product market fit, they don't tell us how it works, so we can only guess. The rest of the marks are all 10/10 as the market is huge and this scales without friction.

# Worldcoin- 81/100

Worldcoin is a new global digital currency that will launch by giving a free share to every human on Earth.



|                          |                               |
|--------------------------|-------------------------------|
| <b>Round Size</b>        | \$25 Million                  |
| <b>Investment Series</b> | Series Unknwn                 |
| <b>Noted Investors</b>   | Andreessen Horowitz, Coinbase |
| <b>Location</b>          | Berlin, Berlin, Germany       |
| <b>Total Raised</b>      | \$25 Million                  |

Worldcoin wants be the single currency to rule them all. It's a bold vision, and their plan is to issue a coin to everyone on earth. That's a good start, assuming they can somehow identify every person on the planet and let them know they have one. For security, they have a piece of hardware called the orb that does retinal scans. These also need to be ubiquitous.

What this amounts to is paying everyone in the world for biometric data collection. Once you have that, you can theoretically eliminate most fraud. But it also has ethical implications.

For winner-take-most, we give it a 9/10. For viral growth, it's a 10. Product market fit is a 7/10 at best. It's a big market, but proprietary hardware is never a good way to scale. So maybe a 4/10 for operational and a 6/10 for organizational.

In the end this is one of the most creative and interesting but crazy blockchain efforts we have encountered. So, naturally Andreessen, a Web3 entrepreneur's first stop, is right there to fund it!

# October Deals

As reported by Crunchbase for the VC firms we track

| Company              | Description                                                                                                                                                                | Website                                                                 | Round               | Raise         | Lead                           | Total Raised  |
|----------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|---------------------|---------------|--------------------------------|---------------|
| TripleBlind          | TripleBlind is a private data sharing company developing a cryptographic platform to share, leverage, and monetize regulated data.                                         | <a href="https://tripleblind.ai">https://tripleblind.ai</a>             | Series A            | \$24,000,000  | General Catalyst, Mayo Clinic  | \$32,200,000  |
| OnChain Studios      | OnChain Studios is a software company that intends to bring ownership to interactive experiences.                                                                          | <a href="http://www.onchainstudios.co">http://www.onchainstudios.co</a> | Seed                | \$7,500,000   | Andreessen Horowitz            | \$11,000,000  |
| trica                | trica is a unified technology solution for equity management and transactions.                                                                                             | <a href="https://www.trica.co/">https://www.trica.co/</a>               | Seed                | \$3,000,000   | Accel, Kunal Shah              | \$3,000,000   |
| Worldcoin            | Worldcoin is a new global digital currency that will launch by giving a free share to every human on Earth.                                                                | <a href="https://worldcoin.org/">https://worldcoin.org/</a>             | Venture - Series    | \$25,000,000  | Andreessen Horowitz, Coinbase  | \$25,000,000  |
| Exporta Technologies | Exporta is a B2B Marketplace connecting Wholesale and Retail buyers in North America with Suppliers in Latin America.                                                      | <a href="https://exporta.io/">https://exporta.io/</a>                   | Seed                | \$5,000,000   | Valor Equity Partners, Felicis | \$6,300,000   |
| Seafair              | Seafair connects leading shipping companies with qualified seafarers across the world.                                                                                     | <a href="https://www.seafair.io">https://www.seafair.io</a>             | Venture - Series    | \$5,700,000   | General Catalyst               | \$6,450,000   |
| Primer               | The automation platform for payments. End-to-end payment flows with no code.                                                                                               | <a href="https://primer.io/">https://primer.io/</a>                     | Series B            | \$50,000,000  | ICONIQ Growth                  | \$73,410,287  |
| 100ms                | 100ms is a live-video infrastructure platform.                                                                                                                             | <a href="https://www.100ms.live/">https://www.100ms.live/</a>           | Seed                | \$4,500,000   | Accel                          | \$4,500,000   |
| OneRoof              | OneRoof connects people living in the same building to form a resourceful, fun, and supportive neighbor community.                                                         | <a href="https://www.oneroofapp.com">https://www.oneroofapp.com</a>     | Seed                | \$1,250,000   | General Catalyst               | \$1,250,000   |
| AirGarage            | AirGarage is the 21st century parking operator. We handle everything it takes to run your parking asset.                                                                   | <a href="https://airgarage.com">https://airgarage.com</a>               | Series A            | \$12,500,000  | Andreessen Horowitz            | \$14,750,000  |
| THORSwap             | THORSwap is a cross-chain decentralized exchange (DEX) built on THORChain.                                                                                                 | <a href="https://thorswap.finance/">https://thorswap.finance/</a>       | Initial Coin Offeri | \$3,750,000   | IDEO CoLab Ventures            | \$3,750,000   |
| IonQ                 | IONQ develops general-purpose quantum information processors to solve the world's complex problems.                                                                        | <a href="https://ionq.com">https://ionq.com</a>                         | Post-IPO Equity     | \$350,000,000 |                                | \$432,000,000 |
| OSlash               | Your software today lives in links, not disks. Find relevant links faster using OSlash.                                                                                    | <a href="https://oslash.com/">https://oslash.com/</a>                   | Seed                | \$2,500,000   | Accel                          | \$2,500,000   |
| Hawku                | <a href="http://hawku.com">http://hawku.com</a> is building the marketplace for utility and gaming NFTs. Currently Hawku provides listings, sales and data for Zed horses. | <a href="https://www.hawku.com">https://www.hawku.com</a>               | Seed                | \$4,000,000   | Lightspeed Venture Partners    | \$4,000,000   |
| EngFlow              | EngFlow is an information technology company that helps to build software faster.                                                                                          | <a href="https://www.engflow.com/">https://www.engflow.com/</a>         | Seed                | \$3,700,000   | Andreessen Horowitz            | \$3,700,000   |
| Copper Banking       | Copper is an all-digital bank built specifically for teenagers to teach them in making smart financial decisions.                                                          | <a href="https://getcopper.com/">https://getcopper.com/</a>             | Seed                | \$9,000,000   | PSL Ventures                   | \$13,300,000  |
| Gamma                | Inventing a new medium to replace the slide deck.                                                                                                                          | <a href="https://gamma.app/">https://gamma.app/</a>                     | Seed                | \$7,000,000   | Accel                          | \$7,000,000   |
| Medley               | Medley is a membership for curious, growth-minded people who want a structured, social, and accessible way to invest in themselves                                         | <a href="https://www.withmedley.com">https://www.withmedley.com</a>     | Seed                | \$3,700,000   | Andreessen Horowitz            | \$3,700,000   |
| Luma AI              | Luma AI is to enables everyone to capture and experience the world in 3D.                                                                                                  | <a href="https://lumalabs.ai/">https://lumalabs.ai/</a>                 | Seed                | \$4,300,000   | Matrix Partners                | \$4,300,000   |
| Intro                | Intro is an application that connects users over a short video call and gets personalized advice.                                                                          | <a href="https://intro.co">https://intro.co</a>                         | Seed                | \$10,000,000  | Andreessen Horowitz            | \$10,000,000  |
| Neta                 | Neta is an e-commerce platform that attempts to bridge the brick-and-mortar and online stores through social commerce services.                                            | <a href="https://neta.mx/">https://neta.mx/</a>                         | Seed                | \$4,500,000   | Kaszek                         | \$4,500,000   |
| Opal                 | Provide engineers with complete onboarding, grant granular short-lived access across the company, and automate painful compliance workflows.                               | <a href="https://opal.dev/">https://opal.dev/</a>                       | Seed                | \$1,800,000   | Greylock                       | \$1,800,000   |
| enovate3D            | enovate3D specializes in the precision additive manufacturing technology and offers 3D printing equipment, materials, & processing services.                               | <a href="http://www.enovate3d.com/">http://www.enovate3d.com/</a>       | Seed                |               |                                |               |

# October Deals

As reported by Crunchbase for the VC firms we track

| Company          | Description                                                                                                                               | Website                                                                     | Round    | Raise         | Lead                                   | Total Raised  |
|------------------|-------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|----------|---------------|----------------------------------------|---------------|
| Totality Corp    | Totality Corp specializes in various types of information technology fields that include mobile gaming, 3D technology & tool development. | <a href="https://www.totalitycorp.com">https://www.totalitycorp.com</a>     | Seed     | \$1,797,116   |                                        | \$1,797,116   |
| Vitable Health   | Vitable is a primary care plan that works for everyone. Our providers come directly to you, either virtually or through in-home visits.   | <a href="https://www.vitablehealth.com">https://www.vitablehealth.com</a>   | Seed     | \$7,200,000   | First Round Capital                    | \$8,800,000   |
| Fixposition      | Precise positioning everywhere!                                                                                                           | <a href="https://www.fixposition.com/">https://www.fixposition.com/</a>     | Seed     | \$5,950,000   | True Ventures                          | \$9,836,771   |
| Vertical Oceans  | Vertical Oceans produces the worlds best tasting, most sustainable shrimp in advanced technology aqua towers.                             | <a href="https://www.verticaloceans.com">https://www.verticaloceans.com</a> | Seed     | \$3,500,000   | Khosla Ventures                        | \$3,500,000   |
| Atlys            | Atlys makes it fast for anyone to get a visa.                                                                                             | <a href="https://www.atlys.com/">https://www.atlys.com/</a>                 | Seed     | \$4,250,000   | Andreessen Horowitz                    | \$4,250,000   |
| Cryptosys        | Cryptosys is a blockchain-based digital entertainment platform.                                                                           | <a href="https://csti.me/">https://csti.me/</a>                             | Seed     | \$7,500,000   | Andreessen Horowitz                    | \$7,500,000   |
| ModernLoop       | ModernLoop helps companies automate and streamline recruiting operations..                                                                | <a href="https://modernloop.io/">https://modernloop.io/</a>                 | Seed     | \$3,100,000   | Accel                                  | \$3,100,000   |
| Zolve            | Zolve is a fintech company that offers seamless cross-border financial services.                                                          | <a href="https://zolve.com/">https://zolve.com/</a>                         | Series A | \$40,059,154  | DST Global                             | \$55,059,154  |
| Pomelo           | Pomelo provides fintech infrastructure and financial services.                                                                            | <a href="https://pomelo.la">https://pomelo.la</a>                           | Series A | \$35,000,000  | Tiger Global Management                | \$45,000,000  |
| Element Finance  | Element is an open source protocol for fixed and variable yield markets.                                                                  | <a href="https://element.fi/">https://element.fi/</a>                       | Series A | \$32,000,000  | Polychain                              | \$36,400,000  |
| Candy Digital    | Candy Digital is an NFT company that allows MLB fans to buy and trade officially licensed nonfungible tokens.                             | <a href="https://candy.com">https://candy.com</a>                           | Series A | \$100,000,000 | Insight Partners, SoftBank Vision Fund | \$100,000,000 |
| Superplastic     | Superplastic is a character-based product and entertainment company that creates limited edition art toys, apparel, games, and animation. | <a href="https://superplastic.co">https://superplastic.co</a>               | Series A | \$20,000,000  |                                        | \$46,000,000  |
| Fellow.app       | Fellow.app is a meeting management software built for managers and their teams to power team meetings, 1-on-1s, feedback and goals.       | <a href="https://fellow.app/">https://fellow.app/</a>                       | Series A | \$24,000,000  | Craft Ventures                         | \$30,500,000  |
| Double           | Double connects busy executives with experienced part-time assistants and delegation tools — so you can save time and stay focused.       | <a href="https://withdouble.com">https://withdouble.com</a>                 | Series A | \$8,500,000   | Daphni                                 | \$14,500,000  |
| Rossum           | Rossum is an AI-based cloud document gateway for automated business communication.                                                        | <a href="http://rossum.ai/">http://rossum.ai/</a>                           | Series A | \$100,000,000 | General Catalyst                       | \$109,500,000 |
| Patina           | Patina is reinventing primary care for adults 65+ so everyone gets the healthcare and aging experience they deserve.                      | <a href="http://www.patinahealth.com">http://www.patinahealth.com</a>       | Series A | \$50,000,000  | Andreessen Horowitz, GV                | \$50,000,000  |
| Mono             | Mono creates an API financial platform that helps companies in collecting and managing bank transfer payments.                            | <a href="https://mono.co">https://mono.co</a>                               | Series A | \$15,000,000  | Tiger Global Management                | \$17,625,000  |
| Anomalo          | Anomalo allows users to continuously inspect and validate the data coming into their warehouses.                                          | <a href="https://www.anomalo.com">https://www.anomalo.com</a>               | Series A | \$33,000,000  | Norwest Venture Partners               | \$38,950,000  |
| Hex Technologies | A platform for collaborative data analytics                                                                                               | <a href="https://hex.tech">https://hex.tech</a>                             | Series A | \$16,000,000  | Redpoint                               | \$21,500,000  |
| Akridata         | Akridata is a software company built for the Autonomous world                                                                             | <a href="https://akridata.com">https://akridata.com</a>                     | Series A | \$15,000,000  | Accel, MFV Partners, TeleSoft Partners | \$16,120,000  |
| Awardco          | Awardco builds workplace culture and creates employee loyalty through value-driven recognition and rewards.                               | <a href="https://www.award.co">https://www.award.co</a>                     | Series A | \$65,000,000  | General Catalyst, Ryan Smith           | \$70,000,000  |
| Embed            | Embed develops securities execution, clearing, settlement, and custody APIs for the financial services industry.                          | <a href="https://embed.com">https://embed.com</a>                           | Series A | \$20,000,000  | TriplePoint Capital                    | \$80,000,000  |

# October Deals

As reported by Crunchbase for the VC firms we track

| Company         | Description                                                                                                                             | Website                                                                   | Round    | Raise        | Lead                                                                      | Total Raised |
|-----------------|-----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|----------|--------------|---------------------------------------------------------------------------|--------------|
| Geniebook       | Geniebook is an online, assessment-led learning tool that provides a powerful way to sharpen your academic performance.                 | <a href="https://geniebook.com/">https://geniebook.com/</a>               | Series A | \$16,600,000 | East Ventures, Lightspeed Venture Partners                                | \$17,696,186 |
| Sprinter Health | Sprinter Health is an on-demand mobile health company that sends full-time nurses and phlebotomists ("Sprinters") into the home.        | <a href="https://www.sprinterhealth.cc">https://www.sprinterhealth.cc</a> | Series A | \$33,000,000 | Andreessen Horowitz                                                       | \$37,600,000 |
| Cyabra          | Cyabra is breaking down social media to empower brands and uncover disinformation.                                                      | <a href="https://cyabra.com/">https://cyabra.com/</a>                     | Series A | \$5,600,000  | OurCrowd                                                                  | \$6,600,000  |
| Better Health   | Better Health offers an end-to-end care solution, bundling peer-support, coaching, education and home delivery of medical supplies      | <a href="https://joinbetter.com/">https://joinbetter.com/</a>             | Series A | \$10,000,000 | Caffeinated Capital, General Catalyst                                     | \$13,500,000 |
| Wizard          | Transforming ecommerce with conversational AI                                                                                           | <a href="https://www.wizard.com">https://www.wizard.com</a>               | Series A | \$50,000,000 | New Enterprise Associates                                                 | \$50,000,000 |
| Elementus       | Elementus offers a analytics platform that brings cognition to the blockchain's native transparency.                                    | <a href="https://elementus.io">https://elementus.io</a>                   | Series A | \$12,000,000 | Velvet Sea Ventures                                                       | \$16,300,000 |
| Matik           | Matik provides an online platform that generates personalized customer presentations in minutes.                                        | <a href="https://matik.io/">https://matik.io/</a>                         | Series A | \$20,000,000 | Andreessen Horowitz                                                       | \$23,100,000 |
| BRINC Drones    | BRINC Drones is focused on the public safety market, we want to use drone technology to make the world a safer place for everyone.      | <a href="https://brincdrones.com/">https://brincdrones.com/</a>           | Series A | \$25,000,000 | Index Ventures                                                            | \$25,000,000 |
| Foodology       | Foodology creates and operates digital restaurant brands made for delivery.                                                             | <a href="https://www.foodology.com.c">https://www.foodology.com.c</a>     | Series A | \$15,000,000 | Andreessen Horowitz, Base Partners                                        | \$19,500,000 |
| Countable       | Countable is a community engagement platform that powers virtual communities for large and small organizations.                         | <a href="http://www.countable.com">http://www.countable.com</a>           | Series A | \$12,000,000 | Canaan Partners                                                           | \$14,000,000 |
| Oshi Health     | Oshi Health is a virtual-first medical practice revolutionizing the diagnosis, management and treatment of digestive health conditions. | <a href="https://www.oshihealth.com/">https://www.oshihealth.com/</a>     | Series A | \$23,000,000 | Bessemer Venture Partners, Flare Capital Partners, Frist Cressey Ventures | \$29,500,000 |
| Blank Street    | Coffee, closer to you.                                                                                                                  | <a href="https://www.blankstreet.com">https://www.blankstreet.com</a>     | Series A | \$25,000,000 | General Catalyst, Tiger Global Management                                 | \$32,000,000 |
| CopyAI          | CopyAI is a startup building AI-powered copywriting tools for business customers.                                                       | <a href="https://www.copy.ai">https://www.copy.ai</a>                     | Series A | \$11,000,000 | Wing Venture Capital                                                      | \$13,900,000 |
| Zoba            | Zoba makes on-demand mobility profitable with demand forecasting and optimization.                                                      | <a href="https://www.zoba.com">https://www.zoba.com</a>                   | Series A | \$12,000,000 | NTTVC                                                                     | \$15,450,000 |
| Appsmith        | Open source project to build internal apps and workflows.                                                                               | <a href="https://www.appsmith.com">https://www.appsmith.com</a>           | Series A | \$8,000,000  | Canaan Partners                                                           | \$8,000,000  |
| Cord            | Cord is a collaborative training data platform with algorithmic features designed to automate manual annotation for computer vision.    | <a href="https://cord.tech">https://cord.tech</a>                         | Series A | \$12,500,000 | CRV                                                                       | \$17,125,000 |
| UserGems        | An AI-powered prospecting solution for revenue teams to drive bigger pipeline                                                           | <a href="https://www.usergems.com/">https://www.usergems.com/</a>         | Series A | \$20,000,000 | Craft Ventures                                                            | \$22,400,000 |
| Spot AI         | Spot AI is the simplest way to move your video security to the cloud. One dashboard for all your cameras.                               | <a href="https://www.spot.ai">https://www.spot.ai</a>                     | Series A | \$20,000,000 | Redpoint                                                                  | \$22,000,000 |
| Release         | Release simplifies development by making the creation of environments easy.                                                             | <a href="https://releasehub.com">https://releasehub.com</a>               | Series A | \$20,000,000 | CRV                                                                       | \$22,850,000 |
| Resistant AI    | Resistant AI helps to protect AI systems from targeted manipulation, adversarial machine learning attacks and advanced fraud.           | <a href="https://resistant.ai">https://resistant.ai</a>                   | Series A | \$16,600,000 | GV                                                                        | \$19,350,000 |
| Neural Magic    | Neural Magic is stealth stage machine learning company, based in Somerville MA.                                                         | <a href="http://neuralmagic.com/">http://neuralmagic.com/</a>             | Series A | \$30,000,000 | NEA                                                                       | \$50,000,000 |
| Crossing Minds  | The smartest recommendation platform for your business.                                                                                 | <a href="http://www.crossingminds.co">http://www.crossingminds.co</a>     | Series A | \$10,000,000 | Radical Ventures                                                          | \$13,500,000 |
| AutoLeap        | The #1 Software To Grow Your Auto Repair Business                                                                                       | <a href="http://autoleap.com/">http://autoleap.com/</a>                   | Series A | \$18,000,000 | Bain Capital Ventures                                                     | \$24,250,000 |
| Thyme Care      | Thyme Care is a Nashville TN-based provider of oncology care management solutions.                                                      | <a href="https://www.thymecare.com/">https://www.thymecare.com/</a>       | Series A | \$22,000,000 | AlleyCorp, Andreessen Horowitz, Frist Cressey Ventures                    | \$22,000,000 |

# October Deals

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| Company      | Description                                                                                                                           | Website                                                               | Round    | Raise         | Lead                                                                     | Total Raised    |
|--------------|---------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------|----------|---------------|--------------------------------------------------------------------------|-----------------|
| Open         | Shared mindful experiences to help friends be present together, on and offline.                                                       | <a href="https://o-p-e-n.com">https://o-p-e-n.com</a>                 | Series A | \$9,000,000   | A.Capital Ventures, Founders Fund                                        | \$14,390,000    |
| Cord         | Cord is a startup that offers a single API to add Slack-like collaboration features to any app.                                       | <a href="https://cord.com/">https://cord.com/</a>                     | Series A | \$17,500,000  | Index Ventures                                                           | \$17,500,000    |
| FTX          | FTX Exchange is a cryptocurrency exchange company that develops a mobile trading platform.                                            | <a href="https://ftx.com/">https://ftx.com/</a>                       | Series B | \$420,690,000 | Ontario Teachers' Pension Plan, Sequoia Capital                          | \$1,328,690,000 |
| Pismo        | Pismo is a provider of a cloud-based banking and payments platform.                                                                   | <a href="https://pismo.io">https://pismo.io</a>                       | Series B | \$108,000,000 | Accel, Amazon, SOFTBANK Latin America Ventures                           | \$118,000,000   |
| Embrace      | Embrace is the only observability and data platform built for mobile that empowers companies to deliver optimal mobile experiences.   | <a href="https://embrace.io/">https://embrace.io/</a>                 | Series B | \$45,000,000  | New Enterprise Associates                                                | \$57,000,000    |
| Ontra        | Ontra is a provider of technology and services for contract automation and intelligence.                                              | <a href="https://www.ontra.ai">https://www.ontra.ai</a>               | Series B | \$200,000,000 | Blackstone Group                                                         | \$240,000,000   |
| Attest       | Attest is a consumer research platform that delivers consumer data that drive predictable and repeatable growth to businesses.        | <a href="https://askattest.com">https://askattest.com</a>             | Series B | \$60,000,000  |                                                                          | \$95,100,000    |
| Cover        | Cover's mission is to make living in a thoughtfully designed and well-built home a reality for everyone.                              | <a href="https://buildcover.com/">https://buildcover.com/</a>         | Series B | \$60,000,000  | Gigafund                                                                 | \$73,300,000    |
| Dexterity    | Dexterity provides robotic systems solutions for logistics, warehouses, and supply chain.                                             | <a href="https://www.dexterity.ai">https://www.dexterity.ai</a>       | Series B | \$140,000,000 | Kleiner Perkins, Lightspeed Venture Partners                             | \$196,200,000   |
| Inkitt       | Inkitt is a digital publishing platform that uses a computer algorithm to predict book success based on reader behavior.              | <a href="http://www.inkitt.com">http://www.inkitt.com</a>             | Series B | \$59,000,000  | New Enterprise Associates                                                | \$80,000,000    |
| Elemy        | Elemy is a B2B2C platform helping provide access to in-home pediatric care for ongoing behavioral challenges, including autism.       | <a href="https://www.elemy.com/">https://www.elemy.com/</a>           | Series B | \$219,000,000 | SoftBank Vision Fund                                                     | \$323,000,000   |
| Skryrse      | Skryrse is an air mobility company on a mission to democratize the sky.                                                               | <a href="http://Skryrse.com">http://Skryrse.com</a>                   | Series B | \$200,000,000 | Fidelity Management and Research Company, Monashee Investment Management | \$240,500,000   |
| Clyde        | Clyde is a platform that connects retailers to insurance companies to launch and manage product protection programs.                  | <a href="https://www.joinclyde.com">https://www.joinclyde.com</a>     | Series B | \$41,000,000  | Headline                                                                 | \$58,000,000    |
| Hubilo       | Hubilo is an all-in-one virtual and hybrid event platform offering an engaging and interactive event experience.                      | <a href="http://www.hubilo.com">http://www.hubilo.com</a>             | Series B | \$125,000,000 | Alkeon Capital                                                           | \$153,000,000   |
| BrightHire   | BrightHire develops a performance optimization technology for recruiting teams.                                                       | <a href="https://brighthire.ai/">https://brighthire.ai/</a>           | Series B | \$20,500,000  | 01A                                                                      | \$36,000,000    |
| Anyfin       | Anyfin puts a stop to overpriced financial products to save money on private loans by taking a photo.                                 | <a href="https://anyfin.com">https://anyfin.com</a>                   | Series B | \$51,948,714  | FinTech Collective                                                       | \$106,806,110   |
| ClickHouse   | ClickHouse are the creators of an online analytical processing (OLAP) database management system.                                     | <a href="https://clickhouse.com/">https://clickhouse.com/</a>         | Series B | \$250,000,000 | Altimeter Capital, Coatue                                                | \$300,000,000   |
| Sky Mavis    | Sky Mavis is a video game developer that brings the benefits of blockchain through fun and practical applications.                    | <a href="https://www.Skymavis.com">https://www.Skymavis.com</a>       | Series B | \$152,000,000 | Andreessen Horowitz                                                      | \$161,000,000   |
| SupportLogic | SupportLogic delivers a service experience management platform that enables companies to improve service delivery.                    | <a href="https://www.supportlogic.io">https://www.supportlogic.io</a> | Series B | \$50,000,000  | General Catalyst, WestBridge Capital                                     | \$62,020,000    |
| FitOn        | FitOn is a free fitness app with more than 10M+ members who have completed over 1+ Billion workout minutes on the platform.           | <a href="https://fitonapp.com">https://fitonapp.com</a>               | Series B | \$18,000,000  | Delta-v Capital                                                          | \$30,049,000    |
| Brave Health | Brave Health is an online platform that offers therapy and medication management for psychiatric conditions to improve mental health. | <a href="https://bebravehealth.com">https://bebravehealth.com</a>     | Series B | \$10,000,000  | Able Partners, City Light Capital, Union Square Ventures                 | \$10,000,000    |
| Gretel       | Gretel helps developers to build quickly with the data and safely share it with others.                                               | <a href="https://www.gretel.ai">https://www.gretel.ai</a>             | Series B | \$52,199,996  | Anthos Capital                                                           | \$67,699,996    |

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|---------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------|----------|---------------|----------------------------------------------------------|---------------|
| Leap                      | Leap is a marketplace for Distributed Energy Resources to participate in the energy market.                                                  | <a href="https://leap.energy/">https://leap.energy/</a>                 | Series B | \$33,500,000  | Park West Asset Management                               | \$44,100,000  |
| GraphWear Technolo        | The world's first needle free continuous health monitoring platform                                                                          | <a href="http://www.graphwear.co">http://www.graphwear.co</a>           | Series B | \$20,500,000  | Mayfield Fund                                            | \$25,200,000  |
| Studs                     | Studs is a piercing studio meant to appeal to a conscious millennial and Gen-Z customer.                                                     | <a href="https://studs.com/">https://studs.com/</a>                     | Series B | \$20,000,000  | Spark Capital                                            | \$23,000,000  |
| ClickUp                   | ClickUp offers a customizable workplace productivity platform that serves all departments across an organization.                            | <a href="http://www.clickup.com">http://www.clickup.com</a>             | Series C | \$400,000,000 | Andreessen Horowitz, Tiger Global Management             | \$537,500,000 |
| Yugabyte                  | Yugabyte is an open-source distributed SQL database for customers in industries such as cybersecurity, financial markets, and IoT.           | <a href="https://www.yugabyte.com">https://www.yugabyte.com</a>         | Series C | \$188,000,000 | Sapphire                                                 | \$291,000,000 |
| Drip Capital              | Drip Capital offers trade financing product targeted towards SMEs in developing markets.                                                     | <a href="https://www.dripcapital.com/">https://www.dripcapital.com/</a> | Series C | \$40,000,000  | TI Platform Management                                   | \$375,120,000 |
| Stride Health             | Stride Health is a provider of an insurance recommendation platform designed to offer health insurance services.                             | <a href="http://www.stridehealth.com">http://www.stridehealth.com</a>   | Series C | \$47,000,000  | King River Capital                                       | \$85,900,000  |
| SimScale                  | SimScale is a web-based 3D simulation platform.                                                                                              | <a href="https://www.simscale.com/">https://www.simscale.com/</a>       | Series C | \$29,205,914  | Draper Esprit, Insight Partners                          | \$58,983,674  |
| Alchemy                   | Alchemy is a developer platform that helps companies to build reliable decentralized applications.                                           | <a href="https://alchemy.com">https://alchemy.com</a>                   | Series C | \$250,000,000 | Andreessen Horowitz                                      | \$363,903,667 |
| <a href="#">Abacus.AI</a> | Abacus.AI is a cloud services company that helps organizations design, train, and customize machine and deep learning models.                | <a href="https://abacus.ai/">https://abacus.ai/</a>                     | Series C | \$50,000,000  | Tiger Global Management                                  | \$90,250,000  |
| Crossbeam                 | Crossbeam is a collaborative data platform that helps companies build more valuable partnerships.                                            | <a href="https://www.crossbeam.com">https://www.crossbeam.com</a>       | Series C | \$76,000,000  | Andreessen Horowitz                                      | \$116,850,000 |
| Daring Foods              | Daring Foods provides plant-based chicken products as a food alternative.                                                                    | <a href="https://daring.com">https://daring.com</a>                     | Series C | \$65,000,000  | Founders Fund                                            | \$113,762,288 |
| Hibob                     | Hibob offers a mission critical, cloud-based human resources platform that allows companies to streamline HR processes and engage top talent | <a href="http://www.hibob.com/">http://www.hibob.com/</a>               | Series C | \$150,000,000 | General Atlantic                                         | \$274,000,000 |
| <a href="#">Solo.io</a>   | Solo.io develops tools to help the enterprise adapt and make the most of innovative cloud technologies.                                      | <a href="https://www.solo.io">https://www.solo.io</a>                   | Series C | \$135,000,000 | Altimeter Capital                                        | \$171,500,000 |
| Clarifai                  | Clarifai is a deep learning AI platform for computer vision, natural language processing, and data labeling.                                 | <a href="https://clarifai.com/">https://clarifai.com/</a>               | Series C | \$60,000,000  | New Enterprise Associates                                | \$100,000,000 |
| Reliable Robotics         | Reliable Robotics provides advanced automation systems for aviation companies.                                                               | <a href="http://www.reliable.co/">http://www.reliable.co/</a>           | Series C | \$100,000,000 | Coatue                                                   | \$133,500,000 |
| Workit Health             | Workit Health is a virtual clinic dedicated to medically-assisted treatment and online therapy for substance use disorder.                   | <a href="https://www.workithealth.com">https://www.workithealth.com</a> | Series C | \$90,000,000  | Insight Partners                                         | \$137,999,996 |
| Orca Security             | Orca Security provides instant-on, workload-level security for AWS, Microsoft Azure, and Google Cloud Platform.                              | <a href="https://orca.security">https://orca.security</a>               | Series C | \$190,000,000 | Temasek Holdings                                         | \$482,000,000 |
| Aquant                    | Aquant is an enterprise AI platform that uses machine learning to learn the enterprise's unique language and maximize equipment uptime.      | <a href="http://www.aquant.io">http://www.aquant.io</a>                 | Series C | \$70,000,000  | Insight Partners, Pitango Venture Capital, Qumra Capital | \$115,550,000 |
| CoinSwitch Kuber          | CoinSwitch Kuber is a cryptocurrency exchange platform allowing its users to buy and sell cryptocurrencies.                                  | <a href="https://www.coinswitch.co">https://www.coinswitch.co</a>       | Series C | \$260,000,000 | Andreessen Horowitz, Coinbase Ventures                   | \$300,603,815 |
| Wiz                       | Wiz is a cybersecurity company that allows companies to find security issues in public cloud infrastructure.                                 | <a href="https://wiz.io/">https://wiz.io/</a>                           | Series C | \$250,000,000 | Greenoaks, Insight Partners                              | \$600,000,000 |
| UnitedMasters             | UnitedMasters is a technology platform that gives musicians an alternative to exploitative record label deals.                               | <a href="https://unitedmasters.com/">https://unitedmasters.com/</a>     | Series C | \$50,000,000  | Andreessen Horowitz                                      | \$170,000,000 |
| Lightship                 | Lightship is a provider of enterprise-level and direct-to-patient clinical research solutions for decentralized clinical trials.             | <a href="https://www.lightship.com/">https://www.lightship.com/</a>     | Series C | \$40,000,000  | Brook Byers, Define Ventures                             | \$60,000,000  |
| Rippling                  | Rippling is a human resource management company that offers an all in one platform to help manage HR and IT operations.                      | <a href="https://www.rippling.com">https://www.rippling.com</a>         | Series C | \$250,000,000 | Sequoia Capital Global Equities                          | \$447,000,000 |
| Weights & Biases          | Weights & Biases provides a developer-first MLOps platform that offers performance visualization tools for machine learning.                 | <a href="https://www.wandb.ai">https://www.wandb.ai</a>                 | Series C | \$135,000,000 | Bond, Felicis Ventures                                   | \$200,000,000 |

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|------------------|---------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------|--------------------------|-----------------|------------------------------------------------------------------------|-----------------|
| All Day Kitchens | Virtual Kitchen operates as a food tech and logistics company that focuses on building delivery-optimized kitchens.                         | <a href="https://alldaykitchens.com">https://alldaykitchens.com</a>         | Series C                 | \$65,000,000    | Lightspeed Venture Partners                                            | \$120,256,549   |
| Modern Treasury  | Modern Treasury offers a payment operations platform used to simplify and modernize business payments.                                      | <a href="https://www.moderntreasury.com">https://www.moderntreasury.com</a> | Series C                 | \$85,000,000    | Altimeter Capital                                                      | \$133,000,000   |
| Notion           | Notion is the all-in-one workspace for your notes, tasks, wikis, and databases                                                              | <a href="https://www.notion.so">https://www.notion.so</a>                   | Series C                 | \$275,000,000   | Coatue, Sequoia Capital                                                | \$343,199,697   |
| Chronosphere     | Chronosphere develops a scalable, reliable, and customizable monitoring solution built for cloud-native applications.                       | <a href="http://www.chronosphere.io">http://www.chronosphere.io</a>         | Series C                 | \$200,000,000   | General Atlantic                                                       | \$254,400,000   |
| Deel             | Deel is a payroll and compliance platform for international employees and contractors.                                                      | <a href="https://www.letsdeel.com">https://www.letsdeel.com</a>             | Series D                 | \$425,000,000   | Coatue                                                                 | \$629,000,000   |
| Dragos           | Dragos is an industrial cybersecurity company that detects and responds to threats in industrial controls systems.                          | <a href="https://www.dragos.com">https://www.dragos.com</a>                 | Series D                 | \$200,000,000   | BlackRock, Koch Disruptive Technologies                                | \$364,200,000   |
| Acko             | Acko is a digital insurance company with a license to underwrite and distribute bite-sized insurance products.                              | <a href="https://www.acko.com/">https://www.acko.com/</a>                   | Series D                 | \$255,000,000   | General Atlantic, Multiples Alternate Asset Management Private Limited | \$458,000,000   |
| Electric         | Electric is an information technology company that helps businesses manage their IT security, support, and devices in real-time.            | <a href="https://www.electric.ai">https://www.electric.ai</a>               | Series D                 | \$90,000,000    | GGV Capital                                                            | \$188,750,000   |
| Outschool        | Outschool is a marketplace of live online classes for kids that connects learners, parents, and teachers together.                          | <a href="https://outschool.com/">https://outschool.com/</a>                 | Series D                 | \$110,000,000   | Bond, Tiger Global Management                                          | \$240,220,000   |
| Swile            | Swile is a digital solutions provider for employee benefits with an all-in-one smartcard and an app for team life.                          | <a href="https://www.swile.co/">https://www.swile.co/</a>                   | Series D                 | \$200,000,000   | SoftBank                                                               | \$325,880,034   |
| Devoted Health   | Devoted Health is a healthcare company serving seniors and giving them a health care plan with personal guides and world-class technology.  | <a href="https://devoted.com">https://devoted.com</a>                       | Series D                 | \$1,150,000,000 | SoftBank Vision Fund, Uprising Ventures                                | \$1,962,000,000 |
| Tekion           | Tekion is a cloud-built platform with advanced machine learning and AI capabilities for a personalized and seamless consumer experience.    | <a href="http://www.tekion.com/">http://www.tekion.com/</a>                 | Series D                 | \$250,000,000   | Alkeon Capital, Durable Capital Partners                               | \$435,100,000   |
| Zum              | Züm provides child transportation for school districts and busy families.                                                                   | <a href="http://www.ridezum.com">http://www.ridezum.com</a>                 | Series D                 | \$130,000,000   | SoftBank Vision Fund                                                   | \$201,000,000   |
| Scripbox         | Scripbox is an online mutual funds investment platform.                                                                                     | <a href="https://scripbox.com/">https://scripbox.com/</a>                   | Series D                 | \$10,500,000    | Accel                                                                  | \$34,000,000    |
| Devo             | Devo is a cybersecurity company that provides cloud-native logging and security analytics for organizations.                                | <a href="http://www.devo.com">http://www.devo.com</a>                       | Series E                 | \$250,000,000   | TCV                                                                    | \$381,000,000   |
| Personio         | Personio is a developer of an HR management and recruiting platform for SMEs and startups.                                                  | <a href="https://www.personio.com">https://www.personio.com</a>             | Series E                 | \$269,655,132   | Greenoaks                                                              | \$523,988,078   |
| BetterUp         | BetterUp is a mobile-based leadership development platform used by Fortune 500 companies.                                                   | <a href="https://www.betterup.com">https://www.betterup.com</a>             | Series E                 | \$300,000,000   | ICONIQ Growth, Lightspeed Venture Partners, Wellington Management      | \$569,800,000   |
| Honor            | Honor is a senior care network and technology platform that offers personalized care to improve the in-home care experience.                | <a href="http://joinhonor.com">http://joinhonor.com</a>                     | Series E                 | \$70,000,000    | Baillie Gifford                                                        | \$625,000,000   |
| Aura             | Aura is a unified digital threat protection platform that makes security simple for everyone.                                               | <a href="https://www.aura.com/">https://www.aura.com/</a>                   | Series F                 | \$200,000,000   | Madrone Capital Partners                                               | \$500,000,000   |
| TripActions      | TripActions provides a platform to help companies streamline elements of business travel like: payments, rentals, and bookings.             | <a href="http://tripactions.com">http://tripactions.com</a>                 | Series F                 | \$275,000,000   | Greenoaks                                                              | \$1,536,500,000 |
| Cato Networks    | Cato Networks is a provider of a SASE platform that converges SD-WAN and security into a cloud-native service.                              | <a href="http://www.catonetworks.com">http://www.catonetworks.com</a>       | Series F                 | \$200,000,000   | Lightspeed Venture Partners                                            | \$532,000,000   |
| Domino Data Lab  | Domino Data Lab provides a platform that utilizes data science and AI for collaboration, model deployment, and centralizing infrastructure. | <a href="https://www.dominodatalab.com">https://www.dominodatalab.com</a>   | Series F                 | \$100,000,000   | Great Hill Partners                                                    | \$223,600,000   |
| DroneBase        | DroneBase is an aerial data analytics platform that provides aerial drone services.                                                         | <a href="http://www.dronebase.com">http://www.dronebase.com</a>             | Venture - Series I       | \$20,000,000    | Euclidean Capital                                                      | \$58,957,370    |
| DroneBase        | DroneBase is an aerial data analytics platform that provides aerial drone services.                                                         | <a href="http://www.dronebase.com">http://www.dronebase.com</a>             | Venture - Series I       | \$20,000,000    | Euclidean Capital                                                      | \$58,957,370    |
| B12              | The all-in-one solution to help your business succeed online, including websites, SEO, online scheduling, payments, and more                | <a href="https://b12.io">https://b12.io</a>                                 | Venture - Series I       | \$15,700,000    | Tola Capital                                                           | \$28,100,000    |
| Kiswe            | Kiswe is a video technology startup providing live media solutions to sports and entertainment content owners.                              | <a href="http://kiswe.com/">http://kiswe.com/</a>                           | Venture - Series Unknown |                 | Sony Innovation Fund                                                   | \$37,840,116    |
| Art Blocks       | Art Blocks allows digital artists to have their work react to alphanumeric figures generated by the Ethereum blockchain.                    | <a href="https://artblocks.io">https://artblocks.io</a>                     | Venture - Series I       | \$6,000,000     | True Ventures                                                          | \$6,000,000     |
| Builder          | Builder is the first and only headless CMS with full visual drag and drop editing.                                                          | <a href="https://builder.io/">https://builder.io/</a>                       | Venture - Series I       | \$14,000,000    | Greylock                                                               | \$17,250,000    |