BLITZSCALING REPORT

Blitzscaling Ventures Monthly Analysis of Top Firm Deals

Blitzscalable Companies Announcing

Investment Rounds in August

Accelerate the BizDev process by
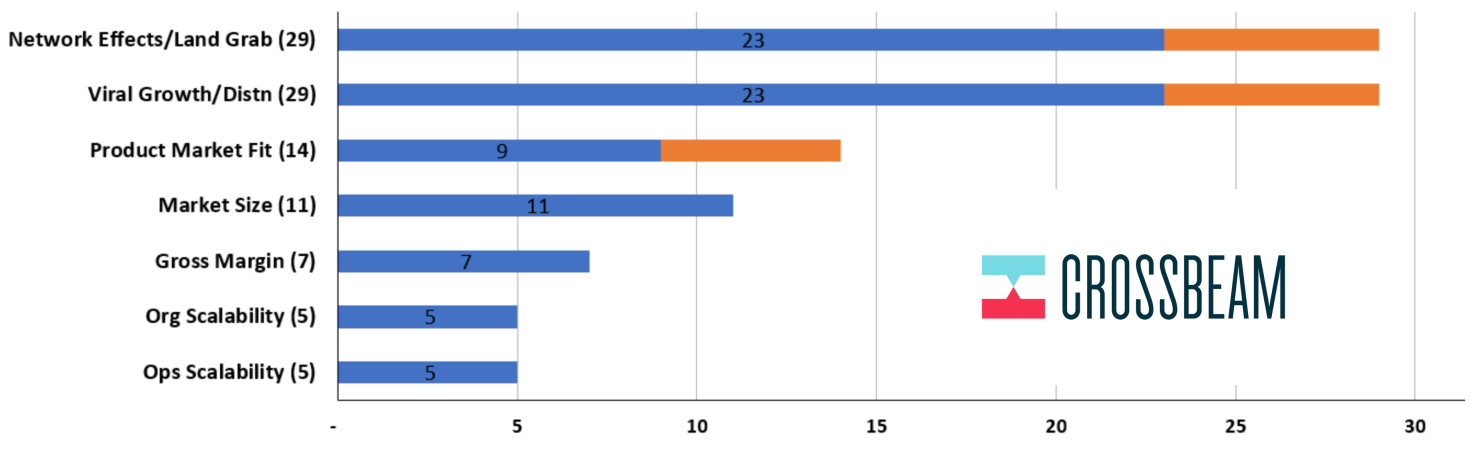finding customer overlap with partners

August Deal Statistics

At 53 total, August was an unusually light deal announcement month. But the pool includes a very strong candidate for Blitzsclaing.

Total Deals Announced	53
Follow-On Investments	21
Initial Investments	32
B2B	41
B2C	12
Possible Candidates	11
Added to our Watch list	1
Rounds over $100M	11

BLITZSCALING
VENTURES

Crossbeam

Crossbeam finds overlapping customers and prospects with your partners while keeping the rest of your data private and secure.

Round Size	$25 Million
Investment Series	Series B
Noted Investors	Redpoint
Location	Philadelphia
Total Raised	$40 Million

Crossbeam aims to be the leading clearinghouse for exchanging high-value contacts with others that have equally high-value contacts. Want to co-market with American Express but don't have a way in? Offer for trade your relationship with MasterCard, and someone on the Crossbeam network will hand you that Amex introduction and save you months of door-knocking.   At scale, they can accelerate the biz dev process by enabling companies to securely share their target customer/partner lists and identify partnership opportunities.

Crossbeam earned a blitzscaling score of 83/100, underpinned by powerful network effects and potential for viral distribution. Because this service has the potential to materially accelerate revenue growth, we estimate these network effects will lead to viral growth. We are a bit cautious on product market fit here - the complexity of the product and the day-zero issues are things we need to learn more about. The remaining elements of the business were fantastic; the market for CRM software is extensive, and as a software product, it earned full marks for gross margins and scalability. We love it; Crossbeam well earned a spot on our list of companies to dig into further.

August Deals

As reported by Crunchbase for the VC firms we track

Octane AI	Venture - Series	Octane AI is a real-time marketing platform that enables brands to run marketing campaigns on Facebook Messenger, SMS, and on-site.	http://octaneai.com
Juni Learning	Series A	Juni Learning is an online academy for accelerated learning.	https://junilearning.com/
Turing	Seed	Hire the best remote software developers, pre-vetted for a Silicon Valley bar. Find Remote U.S Software engineering jobs.	https://turing.com
Omaze	Series B	Omaze is an online fundraising platform that offers once-in-a-lifetime experiences and prizes to support nonprofits around the world.	https://www.omaze.com/
GRID	Series A	GRID empowers every-day Excel users to turn their spreadsheets into modern web applications without learning any new skills.	http://grid.is/
Coda	Series C	Coda is a new document that brings words, data, and teams together.	https://coda.io/
Reify Health	Series B	Reify Health is a cloud-based software company that develops tools for the clinical trial ecosystem.	http://www.reifyhealth.com
Uniswap	Series A	Uniswap is a protocol for trading and automated liquidity provision on ethereum.	https://uniswap.org/
Brightline	Series A	Brightline is a med-tech company that provides behavioral healthcare services for children and their families.	https://www.hellobrightline.com/
Ginger	Series D	Ginger is an on-demand mental health company providing around-the-clock access to emotional support via coaching, therapy and psychiatry.	http://ginger.io
Rigetti Computing	Series C	Rigetti Computing is a full-stack quantum computing company that designs and manufactures integrated circuits.	http://www.rigetti.com/
SiFive	Series E	SiFive is a platform offering open-source semiconductor technology and software automation.	https://www.sifive.com/
Klara	Series A	Klara is an end-to-end virtual care platform that helps practices stay connected with their patients.	https://www.klara.com/
Redis Labs	Series F	Redis Labs provides an in-memory database platform for applications and different services.	http://redislabs.com
Berbix	Series A	Berbix develops identity verification software that uses machine learning techniques to instantly spot fraud.	https://www.berbix.com
Grafana Labs	Series B	Grafana Labs is an open source software platform built to support monitoring, visualization, and metric analytics.	http://grafana.com
VertaAI	Series A	VertaAI builds software infrastructure to help enterprise data science and machine learning (ML) teams develop and deploy ML models.	https://www.verta.ai/
Shopmonkey	Series B	Shopmonkey provides a process management software designed for auto repair shops.	http://www.shopmonkey.io
Parsable	Series D	Parsable offers a connected worker platform for industrial workers with modern digital tools to improve productivity, quality and safety.	http://parsable.com/
Pachyderm	Series B	Pachyderm is an enterprise-grade data science platform that makes explainable, repeatable, and scalable AI/ML a reality.	https://www.pachyderm.com
Dataiku	Series D	Dataiku operates as an enterprise artificial intelligence and machine-learning platform.	http://www.dataiku.com/
Nurx	Series C	Nurx is a healthcare company offering at-home STI testing allowing treatment for genital and oral herpes, and emergency contraception.	https://www.nurx.com/
Finix	Series B	Finix is a payments infrastructure platform that facilitates real-time push-to-card payments.	http://www.finixpayments.com
Split Software	Series C	Split Software is a feature delivery platform that builds software for engineering teams to build products.	https://www.split.io/
Qualified.com	Series A	Qualified.com is a B2B marketer that allows buyers and sales reps to connect through real-time website conversations.	https://www.qualified.com
Zibo	Seed	Zibo is a landlord platform with financial services and property insights.	https://www.zibo.co/
RevenueCat	Series A	RevenueCat is an in-app subscription platform that makes it easy to build and manage app subscriptions.	https://www.revenuecat.com/
Arevo	Series B	Arevo develops technology to enable direct digital additive manufacturing of parts for end use applications in high volume.	https://arevo.com/
WorkPatterns	Seed	WorkPatterns is a platform that helps improve team communication and accountability.	https://www.workpatterns.com/
Carrot Fertility	Series B	Carrot Fertility helps employers offer their workers fertility benefits that are flexible, transparent, and cost-conscious.	https://www.get-carrot.com

August Deals Continued
As reported by Crunchbase for the VC firms we track

Company	Round	Description	Website
WorkPatterns	Seed	WorkPatterns is a platform that helps improve team communication and accountability.	https://www.workpatterns.com/
Carrot Fertility	Series B	Carrot Fertility helps employers offer their workers fertility benefits that are flexible, transparent, and cost-conscious.	https://www.get-carrot.com
Crossbeam	Series B	Crossbeam finds overlapping customers and prospects with your partners while keeping the rest of your data private and secure.	https://www.crossbeam.com/
Dapper Labs	Series A	Dapper Labs is a consumer-focused Flow blockchain product made for fun and games and supports digital collectibles.	https://www.dapperlabs.com/
Moov	Seed	Moov is a portable, extensible, open-source platform for embedding banking services within any application	https://moov.io
Yotpo	Series E	Yotpo is a commerce marketing cloud with advanced solutions for customer reviews, visual marketing, loyalty, and referrals.	http://www.yotpo.com
Truera	Seed	Truera provides a Model Intelligence platform for enterprises to analyze machine learning.	https://truera.com/
Censys	Series A	Censys is a cybersecurity company that offers Internet-wide continuous visibility and real-time risk assessment.	https://censys.io/
Skillshare	Series D	Skillshare is an ed-tech platform offering online learning for creative fields.	http://skillshare.com
Blend	Series F	Blend is a SaaS platform for lenders to speed up and simplify applications for mortgages and consumer loans.	https://www.blend.com
Mux	Series C	Mux Video is an API that enables developers to build unique live and on-demand video experiences.	https://mux.com
Lyra Health	Series D	Lyra helps businesses find the best care for the mental and emotional well-being of their employees.	http://www.lyrahealth.com
Omio	Venture - Series	Omio offers a multi-mode search tool that compares and combines rail, air, bus, and car for destinations.	https://www.omio.com/
Steno	Seed	Steno offers court reporting and other litigation support services on a deferred-payment, non-recourse basis.	https://steno.com
Parabola	Series A	Parabola is a drag-and-drop visual programming platform that lets everyone create custom reports, workflows, integrations, and more.	https://www.parabola.io/
Rippling	Series B	Rippling is a human resource management company that manages employees' payroll, benefits, devices, and apps.	https://www.rippling.com/
Eduvanz	Series A	Eduvanz is new, innovative finance company, which is completely revolutionizing the student loan market.	https://eduvanz.com/
GreyNoise Intelli	Seed	GreyNoise is a cybersecurity company that reduces false positives by filtering pointless Internet background noise	https://greynoise.io
Gong	Series D	Gong.io is a revenue intelligence platform that delivers insights at scale.	https://www.gong.io/
Yellow Card	Seed	Yellow Card is the easiest and most convenient way to buy and sell Bitcoin and other cryptocurrencies—no bank account required.	https://www.yellowcard.io/
Farmers Busines	Series F	Farmers Business Network is a farmer-to-farmer network developed to help farmers optimize their financial performances.	https://www.fbn.com/
Epic Games	Venture - Series	Epic Games is an American video game and software company that creates games and offers its game engine technology to other developers.	http://epicgames.com
Orum.io	Seed	Orum.io is a New York-based company that develops a platform that creates instant wallets through financial software.	https://www.orum.io/
The Nudge	Seed	The Nudge is a text-based planning service used to help people explore their city.	https://www.nudgetext.com
Buildkite	Series A	Buildkite is a platform for running fast, secure, and scalable continuous integration pipelines on your own infrastructure.	https://buildkite.com/