YALE
UNDERGRADUATE
CAPITAL PARTNERS

YALE STARTUP PITCHBOOK

An Analyzed Collection of Startups at Yale for Investors

Version 1
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TRANSCRIBEGLASS

https://www.transcribeglass.com/

madhavl@transcribeglass.com San Francisco, CA

Accurate, instant subtitles on smart glasses

Stage: Launched - Revenue

Industry: Technology, Healthcare & Biotechnology

Number of Employees: 2

Raised: $400k non-dilutive funds from Pfizer, U.S. State Department, universities

Investment Sought: $4.5M seed to capitalize on demand and expand platform

FOUNDING TEAM

Madhav Lavakre
CEO
Yale C.S, ex-MIT Media Lab (Audio AI). Indian Presidential Medal. 8 years working on solving this problem

Nirbhay Narang
CTO
3× YC engineer. First hire @ 2 Mental Health AI startups. 8VC fellow. Cornell C.S. Human-Centered AI expertise.

PROBLEM

- 1.5B people with hearing loss; 88% struggle to follow speech
- Traditional hearing aids cost $10–50 K, putting them out of reach
- 80% non-usage rate for hearing aids; OTC devices see 30–50% returns
- Phone-based captioning forces users to look away, missing visual cues (lip-reading, facial expressions) and environmental awareness

SOLUTION

- World's first AI-powered smart glasses that subtitle conversations in real time for people with hearing loss, directly in their field of view
- Proprietary tech run locally for <200ms response, noise-robust transcription, and full privacy
- Keeps eyes on the speaker - preserves natural engagement, lip-reading
- Planning for horizontal expansion into other assistive-intelligence markets (vision loss, dyslexia, dementia): egocentric, contextual, real-time health AI embedded in head-worn interfaces

BUSINESS MODEL

- One-time unit price of $389 with healthy margins + $20/month subscription (80% gross margin) with $1,590 LTV
- $240k in revenue in 15 weeks, 50h+ monthly use, <8% returns
- GTM: D2C e-commerce, traditional health channels (audiologists, opticians), plus FDA approval for VA + healthcare

MARKET

- Initial serviceable market ≈600 M moderate-to-profound users
- SAM: $216 billion (at $360/year/user) - with early focus on high-need VA/clinical segments
- Proven WTP $700 + $50/month pricing

COMPETITION

- Conventional hearing aids - Costly, analog tech with high buy-in friction and poor real-world performance
- OTC amplifiers/ earbuds: low accuracy and high return rates (30–50%)
- Smartphone apps: Screen transcription missing environmental cues
- General AR headsets: Bulky, lack on-device speech AI for hearing loss

Pitchbook Opinion

TranscribeGlass stands out for the founding team's AI experience, passion, and persistence, working on this startup for 8+ years. Their viral social-media launch (75M+ TikTok views) and early traction from customers demonstrate authentic product-market fit, followed by a clear and effective GTM strategy. They boast attractive and recurring revenue, with clear expansion paths into new applications. By seeding smart-glasses adoption through high-impact health use cases, they're uniquely positioned to capture a massive, under-penetrated assistive-technology market, affecting 3B+ people.

DAEMO AI

https://www.daemo.ai/

jimmy.carter@yale.edu New Haven, CT

Daemo AI = painkiller for backend deployment

Stage: Launched - Pre-Revenue

Industry: B2B SAAS

Number of Employees: 2

Raised: $25k SAFE for MVP

Investment Sought: $500k towards hiring a super talented 3rd engineer, marketing, and sales

FOUNDING TEAM

Srikar Godilla
Co-Founder
Yale CS, LLM research, experience at previous startups (Prepared 911 AI, Bluespace.AI)

Jimmy Carter
Co-Founder
Yale MechE, email automation @ Goldman Sachs, full-stack development at startups, 2D/3D design & filmmaking

PROBLEM

- Enterprises spend millions on database engineers to manage their ever more complex databases.
- Engineers spend time managing, optimizing, and scaling databases – process riddled with inefficiencies, costly in both time and resources, and a major bottleneck to innovation.
- AI race accentuating inefficiencies in database management

SOLUTION

- Building the world's first AI Database Engineer, eliminating the need for Database Administrators & Database Engineers at scale
- Replaces entire subteams, automating schema design, performance tuning, scaling, and security.
- The agent is proactive - capable of autonomously detecting inefficiencies in databases and rectifying them in real-time.

BUSINESS MODEL

- 1.5 months in. MVP built. 52 active users. 20GB+ of data already flowed through Daemo-generated endpoints.
- Predicted to hit $2 million ARR 2025, $15 million ARR 2028, $50 million ARR 2030.

MARKET

- The Database Management Systems (DBMS) market is projected to grow from $94B (2024) to $153B+ by 2027 (IDC, 2024).
- AI is expected to drive 50%+ of database growth as enterprises move toward automation (Gartner, 2024).

COMPETITION

- Prisma/Mongoose ORM - deeply integrated with the database but no AI agent to autonomously and proactively manage the database.
- Cursor/GitHub Copilot are indirect competitors, not focused on managing databases, and no deep database integration.

Pitchbook Opinion

Recent strong interest from MongoDB executives signals that Daemo AI provides a unique offering in a non-crowded, widely used space. The YUCP team sat in on a client pitch, and saw the founders write down new features to meet client needs, and deployed all within two weeks. This rapid ability to adapt to client use cases strongly positions Daemo AI to beat competition in the space, as well as to meet the hyper-specific needs of Enterprise clients.

LEANCON

https://www.leancon.ai/

ziv@leancon.ai New York, USA

AI-powered platform automating construction project planning and management, reducing time and costs

Stage: Launched - Revenue

Industry: Real Estate & PropTech, Technology

Number of Employees: 7

Raised: $500K from MBA Ventures, Fusion, and Second Century Ventures

Investment Sought: Closing a funding round between $3.5M-$4.5M to support growth and development

FOUNDING TEAM

Ziv Levi

CEO

10+ years in construction project engineering; managed $700M+ in complex projects; MBA from Yale, B.Sc. in Civil Structural Engineering

Sapir Tubul

CTO

Former project engineer, software developer, and data scientist; dual B.Sc. in Civil Engineering & CS, and M.Sc. in CS from Technion

PROBLEM

- Traditional construction planning is time-consuming, often taking months and involving large teams.
- High costs associated with extensive human resources and prolonged timelines.
- Inefficiencies lead to delays and budget overruns in construction projects.

SOLUTION

- AI-powered platform automates project planning and management, reducing the process from months to approximately seven minutes.
- The system generates precise schedules and manages resources effectively, optimizing workflows and preventing bottlenecks.
- Provides clear financial insights by calculating project expenses and cash flow throughout the project lifecycle.

BUSINESS MODEL

- B2B, cloud-based platform offering per-project pricing. $150K in revenue with an additional $350-500K in projected future revenue
- Plans to transition to subscription-based models aligned with clients' annual project volumes.

MARKET

- Targets the construction and real estate sectors, focusing on pre-construction managers.
- The construction industry is vast, with significant opportunities for efficiency improvements.
- Emphasis on clients managing numerous projects annually, benefiting from streamlined planning processes.

COMPETITION

- While specific direct competitors are not detailed, the industry includes traditional construction planning firms and emerging tech solutions.
- Unique value proposition lies in its rapid, AI-driven planning capabilities.

Pitchbook Opinion

LeanCon is transforming construction planning by replacing traditional, labor-intensive processes with AI-driven automation. This innovation significantly reduces project planning time and costs, offering substantial value to construction firms. Key challenges include expanding market adoption and navigating the increasingly competitive AI landscape.

VERUSTRUCT

https://www.verustruct.com/

nick.callegari@yale.edu New Haven, CT

Suite of robotic construction technologies for onsite residential construction that's better, faster, cheaper, and beautiful

Stage: Technology R&D - Pre-revenue

Industry: Technology, Financial Services & FinTech

Number of Employees: 10+

Raised: $93.5k in non-dilutive funding

Investment Sought: $2.7M USD to support TSF technology R&D, hiring, overhead, and operational expenses

FOUNDING TEAM

Nick Callegari
Founder
MBA @Yale, M.Eng in Mechanical Engineering @UC Berkeley, and BSE in Mechanical & Aerospace Engineering @Princeton. Structural engineer for the Dragon II spacecraft at SpaceX

PROBLEM

- There is a global housing supply crisis, with 4.5M homes needed to close the gap in the US alone
- Traditional solutions growing more expensive with tariffs, inflation, and rising labor costs; 41% reduction in US construction labor by 2031

SOLUTION

- A suite of robotic construction technologies to automate residential construction, leveraging the latest concrete technology and ML to lay foundations, print smooth load-bearing walls, install trusses, and automate electrical harnessing, plumbing, and insulation installation
- Flagship technology utilizes patent-pending translational slip form technology to print. Use sensors and imaging tech to assess wall integrity and generate inspection reports in real-time
- Houses constructed on site in a fraction of the time (weeks vs. years), for much less (~$68 PSF vs $275 PSF in CT), and with architectural styles and features that meet community needs

BUSINESS MODEL

- B2B company that plans to sell residential construction services to real estate developers, delivering varying size housing units
- Currently developing core technology suite. Raised $93.5k in non-dilutive funding through grants, awards, and pitch competitions

MARKET

- US single-family housing market is estimated to be $1.89 trillion based on current housing shortage of 4.5M homes; with 5% US market capture at $100k margin/house, putting the opportunity at $22.5B

COMPETITION

- ICON, a construction 3D printing company, recently closed a $56M Series C, with $500M raised to date. But, Verustruct uses no gantry and integrates heating and piping systems, leading to cheaper per-sq-ft cost
- D.R Horton and Lennar Corp: traditional residential construction competitors accounting for 24.6% of the US market share in 2023

Pitchbook Opinion

VeruStruct's suite of patent-pending robotic construction technologies seems promising to cut on-site homebuilding timelines from years to weeks and dramatically reduce costs in a large industry. VeruStruct's no-gantry approach and integrated systems could disrupt incumbent builders and 3D-printing firms by offering faster, more flexible, and cost-effective construction. Though led by a founder with SpaceX structural engineering experience, it is still pre-revenue and focused on R&D, implying execution risk remains as they scale their technology and validate market demand.

MORPHIC

https://morphic.edgeone.app/

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Trust infrastructure for autonomous AI, we're securing the agentic future where agents transact, verify, and scale autonomously

Stage: Proof of Concept

Industry: Technology

Number of Employees: 2

Raised: S320k from angel investors

Investment Sought: S1-2M pre seed

FOUNDING TEAM

Austin Cai
Co-Founder
Yale MBA. Built web3 communities from 30 to 1000+ members. 4+ years experience of technical sales in SaaS. Ex Salesforce & JPMorgan

Liam Ren
Co-founder
Tsinghua & Oxford University. 5+ years of research on TEE-blockchain systems. Published 8 papers in blockchain and information security (e.g., ICDCS, ACSAC, TIFS)

PROBLEM

- A looming agentic economy - an anticipated 80 Trillion daily agentic operations. Creates an "Infrastructure Gap" and an "Agent Accountability Gap" at a time of incredible growth
- There is no verifiable identity for agents, o universal governance or security protocols for machine-to-machine interactions and a lack of auditable trails for autonomous actions

SOLUTION

- Morphic's Trustless Agent to Internet Layer (TAIL) verifies, governs, and incentivizes all autonomous agent interactions
- TEEs + Blockchain + EigenLayer: A robust trifecta for unparalleled security, verifiability, and bootstrapped economic trust
- Proactive support for MCP, A2A, positioning TAIL

BUSINESS MODEL

- Transaction fees for each agent-to-service interaction routed through TAIL, plus one-time and recurring agent verification charges
- Tiered plans for developers and enterprises for access to advanced tools, analytics dashboards, and higher transaction throughput
- Premium offerings for regulated sectors to generate on-demand audit trails, compliance reports, and AI-risk management tools

MARKET

- TAM ($232 B): Entire infrastructure for the "agent economy" (identity, governance, billing, audit) across all sectors
- SOM ($4.64B): AI-powered developer and data agents accessing high-frequency APIs where cryptographic trust and verifiability are critical

COMPETITION

- Agent SDKs & frameworks (Lyzr, LangChain, Coze, AutoGPT) focus on orchestration but lack unified trust and billing.
- Cloud providers (AWS Lambda, GCP Cloud Run) offer centralized compute without decentralized verifiability or policy governance
- Web3/TEE projects (Sahara, Phala, Oasis) address hosting, compute, or privacy but not a full registry-to-billing trust laye

Pitchbook Opinion

Morphic presents a compelling vision for addressing the imminent "agent economy" by offering a trust layer that uniquely combines identity registration, policy enforcement, verifiable execution, and billing for autonomous agents. The founding team's expertise in TEE-blockchain research gives confidence in their ability to execute. Though there is no public information on traction to date, the convergence of TEE, EigenLayer, and on-chain proofs suggests Morphic could become foundational infrastructure for secure, compliant agent-driven services in a huge, booming market.

COEGIL AI

https://coegil.com/

michael@coegil.com NYC and Westport, CT, USA

Coegil is an all-in-one AI platform that's the fastest path for businesses to build, deploy, and scale custom AI solutions— from data pipelines to AI agents

Stage: Launched - Revenue

Industry: B2B SAAS

Number of Employees: 2

Raised: Bootstrapped

Investment Sought: $10M for rapid customer acquisition, continued development of features for AI novices, agent builders and AI accelerators

FOUNDING TEAM

Michael Guadarrama
CEO
25+ years quant and management expertise, Bridgewater Associates, DARPA, and Merrill Lynch. Caltech - Physics

Mike Levine
CTO
10+ years systems engineering expertise, a cloud solutions architect, and a trader at Bridgewater Associates. Yale - Comp Sci

PROBLEM

- Multiple vendor & data integrations that are complex, expensive, and require an expert team lead to an 85% AI project failure rate
- 95% of US companies are SMEs that are unwilling to pay millions of dollars for AI solutions

SOLUTION

- Provides an all-in-one AI platform enabling SMEs to build and deploy custom AI solutions, from data pipelines to generative AI agents, in days rather than years
- Simplifies AI adoption by offering a unified AI operating system with storage, automation, analytics, and machine learning, along with ready-to-use AI accelerators for common business needs.
- Integrates seamlessly with existing enterprise technology, eliminating the complexity and cost associated with traditional AI implementations

BUSINESS MODEL

- B2B subscription model, charging $3-15k/month for AI Lab to manage org. resources (>95% margin), $25-250/month for development workstations, plus a 25% commission on cloud and AI products
- $1M ARR, and projected to hit $6.1M in 2025, and $23M in 2026

MARKET

- The AI market is valued at $150B in 2023, and projected to reach $450B 2028. As Coegil AI continues to build out their offering, they predict that their TAM will reach $53bn by 2026

COMPETITION

- Competes with enterprise AI platforms like Palantir, DataRobot, and H2O.ai that offer AI-driven analytics and automation, but these offer slower and more expensive build outs for the custom solutions
- Cloud providers are indirect competitors, as they develop a suite of native AI tools. But Coegil AI offers far cheaper custom solutions without the need for a whole development team

Pitchbook Opinion

Coegil AI led by a capable team of enterprise and technical experience, has bootstrapped the buildout of their AI platform. With strong revenue growth, projected to hit $5M+ in 2025, and clear product market fit in the SME market often overlooked by competitors, they're poised to capture a slice of the exploding AI application market. A capital injection will be directed largely into rapid customer acquisition, as opposed to platform development, offering high and immediate ROI.

UFARMX

www.ufarmx.com

zanders@ufarmx.com Dover, DE

A fintech platform that helps banks lend to African farmers using 30+ geospatial and socioeconomic data points

Stage: Launched - Revenue

Industry: Technology, Financial Services & FinTech

Number of Employees: 20+

Raised: Techstars Chicago AI Accelerator. $1.7M term sheet from West African bank.

Investment Sought: $1M to expand farmer network, sales team & dev of enterprise platform

FOUNDING TEAM

Alexander Zanders
CEO, Co-founder
3x founder. Saw struggles of farmers via own successful organic farm in Nigeria

Andrea Kamara-Dunbar
COO, Co-founder
2x founder - exited successfully. Forbes 30 under 30. Recognized as one of Africa's youngest change-makers

Dean Iwuchukwu
CTO
7 years experience as SWE. PM at Fidelity and Ezenius, focused on AI/ML

PROBLEM

- 90% of Africa's 600M farmers lack access to credit
- Banks struggle to assess risk without verifiable data
- Manual loan processes inhibit scale

SOLUTION

- UFarmX digitizes farmer financing using a proprietary credit scoring engine
- 30+ data points per farmer, with plug-and-play APIs for financial institutions
- Input-based loans - purchase seeds, fertilizer etc.
- Sub-10% loan default rate, far lower than competitors

BUSINESS MODEL

- B2B SaaS for lenders and agribusinesses
- Integration + platform fees
- Application and loan processing fees
- Revenue share from financed inputs

MARKET

- $75B agri-finance gap. $500bn agribusiness today, projected to be $1trn by 2029
- They've digitized 42,000+ acres and validated their model in 3 countries

COMPETITION

- Apollo Agriculture: UFarmX offers market access and full value chain support, beyond just input financing
- ThriveAgric: UFarmX provides continuous tools and infrastructure, not just seasonal funding
- AgriPredict: UFarmX supports the full farming cycle, not just diagnostics
- FarmDrive: UFarmX goes beyond credit scoring to deliver complete farm-to-market solutions

Pitchbook Opinion

UFarmX's team of serial entrepreneurs is building a rocketship, and is backed by Techstars and the West African Bank. Their loans have 3x yield and 2x revenue of local farmers, while generating $781 for UFarmX per farmer - a feat recognized by the IFC World Bank. They have generated over $3.5M in GMV to date, and are on track to serve 50,000 farmers by 2026, hitting $40m ARR.

SPIKEFORE

www.spikefore.ai

laura@spikefore.ai Zurich, Switzerland

Spikefore is an AI-driven platform that turns scattered team communication into unified, real-time project intelligence for managers

Stage: Launched - Pre-seed

Industry: Technology

Number of Employees: 20+

Raised: Not yet.

Investment Sought: $500k pre-seed to grow their developer team to accelerate product development

FOUNDING TEAM

Laura Herren
Co-Founder
Yale MA Stats and Data Science, ETH Zurich MSc Mathematics. SWE at ergon and freelance AI developer. IT Business Analyst in Financial Services @Accenture

Tim Herren
Co-founder
University of Zurich Msc Biostatistics, BA Banking and Finance, minor in stats. Venture Capital Fellow, Plug and Play Tech Center. President ETH Entrepreneur Club

PROBLEM

- Critical updates are buried across emails, Slack, and other tools
- No real-time visibility into project risks and priorities
- Hybrid work has amplified communication overload for managers
- Existing tools don't provide the focused, contextual support project leaders need

SOLUTION

- Spikefore consolidates communications into a centralized dashboard
- Prioritized action items based on urgency and user-defined preferences
- Project-based message clustering with risk flagging
- Manual project definitions for enhanced control
- In-platform responses and briefing-style summaries

BUSINESS MODEL

- B2B SaaS targeting communication-heavy, high-stakes industries such as construction and logistics
- Entry via paid pilot programs with mid-sized firms
- Transition to scalable per-seat or per-project licensing

MARKET

- $7B SAM in coordination-heavy sectors: construction, logistics, infrastructure
- Advances in LLMs now allow smart, context-aware workflow automation

COMPETITION

- Superhuman streamlines personal email, but doesn't handle Slack or project-level visibility: Spikefore integrates multiple channels and focuses on team-wide, project-centric insights
- Lindy / Make rely on AI agents that need constant prompting and risk automation errors: Spikefore blends AI with human oversight, giving managers control over how projects are tracked and flagged
- DIY internal tools are fragmented, hard to maintain, and often lack real-time intelligence: Spikefore offers a purpose-built, scalable solution with smart alerts and centralized dashboards

Pitchbook Opinion

Spikefore is a strong pre-seed opportunity targeting a real and urgent problem: communication overload in complex, project-based industries. The brother-sister duo founders are technically strong, user-focused, and already showing early traction through live pilots and industry recognition, winning the Young Innovator Award at Davos Innovation Week at WEF 2025. With clear differentiation and solid timing, Spikefore has strong potential for breakout growth.

GENERAL NEURO

https://generalneuro.com/

(978) 877-9213 alec.sheffield@yale.edu New Haven, CT

NeuroLingo, a wearable neurostimulation device that accelerates adult language learning

Stage: Early Revenue

Industry: Technology, Healthcare & Biotechnology, Education & EdTech

Number of Employees: 5+

Raised: $500K pre-seed (friends & family)

Investment Sought: $1–1.5M seed round for 1k+ unit sales for efficacy data, marketing, user base growth

FOUNDING TEAM

Alec Sheffield
CEO/CSO
Yale Neuroscience PhD, expertise in non-invasive brain stimulation

Luke Knoble
CTO
Former Boeing/Penumbra engineer, medical tech experience

PROBLEM

- Adults face steep barriers in acquiring new languages due to reduced neuroplasticity after childhood
- Existing language learning tools require thousands of hours and rarely deliver consistent success

SOLUTION

- Consumer-ready device using transcranial electrical stimulation (tES) to accelerate language learning
- Bluetooth-enabled, user-friendly interface integrated with mobile app
- Backed by clinical research and designed for plug-and-play usability

BUSINESS MODEL

- B2C hardware sales targeting tech-savvy early adopters and language learners
- NeuroLingo Model 1 at $150/unit; NeuroLingo Pro at $500 + $20/month software subscription

MARKET

- $115B global D2C language learning market, growing rapidly
- 25M active language learners and 40M wearable users in the U.S. alone
- Initial focus: biohackers and tech enthusiasts → expand to broader language learning market

COMPETITION

- Language apps (e.g., Duolingo, Rosetta Stone) – no hardware component
- Neurotech firms (focused on clinical use cases, e.g., depression) – not addressing education
- DIY neurostimulation – not scalable or user-friendly

Pitchbook Opinion

General Neuro offers an innovative approach to adult language acquisition by combining neuroscience and consumer wearables, with a strong founding team and promising early results. However, the startup's success will hinge on achieving significant market traction, ensuring product usability for a broader consumer base, demonstrating proven learning efficacy, and navigating any potential regulatory hurdles in the neurotech space.

SHELLVIVE

https://www.shellvive.org/

614-432-2870 zy349@yale.edu New Haven, CT

ShellVive repurposes oyster shell waste into sustainable filtration media for water treatment and carbon capture

Stage: Prototyping & Pilot Testing

Industry: Consumer Products & Services

Number of Employees: 5

Raised: S5,500 from university grants

Investment Sought: S4.5M for lab & equipment (S1.5M), pilot testing (S1.8M), and scaling & market entry (S1.2M)

FOUNDING TEAM

Daniel Yang
CEO
Yale SOM. 3 years in water treatment and compliance

Aidan Meese
Chief Science Officer
7 years in environmental engineering, PhD in wastewater treatment at Yale

Frank Cheng
COO
Yale SOM. 5 years in supply chain optimization and operations

PROBLEM

- Industrial and household water filtration relies on activated carbon, which is costly and environmentally damaging
- Existing filtration methods require frequent reactivation, leading to high waste and emissions

SOLUTION

- VIVAL 1.0 repurposes oyster shells into high-efficiency filtration media that perform comparably to activated carbon at half the cost
- Their process yields 75% usable product per ton, significantly reducing waste and CO2 emissions
- VIVAL 1.0 can filter 50 gallons of water per day, has a lifespan 2-3 times longer than synthetic filtration media, and can be reused in industrial applications after household use

BUSINESS MODEL

- B2B, selling filtration media to filter manufacturers and industrial users
- Potential expansion into B2C once regulatory approvals are secured

MARKET

- Water filtration market size: $35.7 billion total addressable market (TAM), with a serviceable obtainable market (SOM) of $47-190 million
- ShellVive targets battery manufacturing, semiconductor, plating, and household drinking water sectors
- Growing aquafarming and seafood recycling trends increase raw material availability

COMPETITION

- Major competitors include Curare and Ingevity, both producing activated carbon and exploring membrane-based technologies
- Tidal Vision (Alaska-based startup) uses crab shells for bacterial filtration but operates in a niche market
- ShellVive is among the first to commercialize bio-friendly filtration media on a large scale

Pitchbook Opinion

ShellVive is developing a cost-efficient, eco-friendly alternative to activated carbon for water filtration. With strong research backing and access to abundant oyster shell waste (through oyster recycling centers partnerships), the company has a unique opportunity in a growing market. Key challenges include scaling production, meeting regulatory standards, and securing sufficient funding for commercialization.

FLUENT FUTURES

https://www.fluentfutures.net

tisa.biswas@yale.edu New Haven, CT

A fully virtual, youth-led platform that provides free, virtual bilingual English lessons to refugee and immigrant children

Stage: Early-stage: pilot programs with 75+ students in Ukraine, Costa Rica, and Colombia. Registered 501(c)(3) Nonprofit

Industry: Social Impact & Non-Profit

Number of Employees: 5+

Raised: Not yet.

Investment Sought: $200K by 2026 for grants and partnerships, launch a summer social media internship, and expand student access across underserved US communities

FOUNDING TEAM

Tisa Biswas
Co-Founder
Yale Undergrad

Melissa Chowdhury
Co-founder
Babson undergrad

PROBLEM

- 250M+ children globally face limited access to quality, affordable English education
- Most ESL programs lack native language support and personalization
- Refugee and immigrant children often feel isolated and unsupported in traditional classroom settings

SOLUTION

- Free, personalized ESL instruction: One-on-one or group zoom classes led by bilingual student volunteers
- Scalable Model: Volunteer-led chapters at universities such as Yale, Babson, and Cornell

BUSINESS MODEL

- Nonprofit (501(c))(3)) and free for all students
- Funding Sources: Grants (Riley's Way Foundation, Mildred's Dream Foundation), Donors (individual, corporate), Fundraisers & pitch competitions

MARKET

- Immediate Reach: 100+ students in pilot programs
- Languages Supported: Spanish, Ukrainian/Russian, Bengali, Arabic, Mandarin
- Global Demand: Over 250M children need English skills to access education and jobs
- Expansion Plan: NYC → Greater Boston → Global Chapters

COMPETITION

- Paid Tutoring Platforms: VIPKid, Cambly (too expensive for their target users)
- Apps: Duolingo, Babbel (however, these methods lack personalized and emotional support)
- Non-profits: Paper Airplanes, RefuSHE (not youth-led or child focused)

Pitchbook Opinion

Fluent Futures is redefining ESL education for underserved children through a scalable, student-powered nonprofit model. With its strong early traction, high-profile recognition, and partnerships with schools, the organization hopes to fill a gap left by traditional ESL providers. The overall mission is compelling and there has been proof of concept with their execution thus far, but broader adoption will require expanded student access, deeper partnerships, and a strong funding strategy.