

The new LLM Apps revolutionize Artificial Intelligence.

100

AI STARTUPS

That have already raised at least
\$500,000 and that you can also
launch today.

APPLICABLE IN YOUR COMPANY

Projects for over 30 industries.

JULIO COLOMER, CEO AI ACCELERA

100 AI Startups

That have already raised at least \$500,000
and that you can also start today.

Julio Colomer, CEO AI Accelera

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Introduction

How can you make money with the new Artificial Intelligence?

Learn about the 100 AI startups that have raised at least \$500,000 before their first year of existence.

In 2023, over 90% of the startups that have come out of the main Silicon Valley accelerator are related to Artificial Intelligence.

More specifically, they are related to the new LLM Apps (LLM Applications).

Discover the keys to these new business models and how to apply them to your own startup or your current company.

For each of the 100 startups, you will learn:

- The problem they solve.
- The details of the solution they offer.
- A technical analysis of their product.
- Identifying data of the company and its founders.

At the end of the book, you will learn how to create LLM Apps and find external help.

This book and all the actions of the AI Accelera (AIaccelera.com) aim to make the enormous potential of Artificial Intelligence applied to business available to companies, professionals, startups, training centers, and students worldwide.

Julio Colomer.

CEO AI Accelera.

About the Author

Julio Colomer is the CEO of AI Accelera (AIaccelera.com), a consultancy dedicated to making the enormous potential of Artificial Intelligence applied to business available to companies, professionals, startups, training centers, and students worldwide.

He is the author of the book "Keys to Artificial Intelligence". He has a hybrid business/software professional background. He holds a degree in Business Administration and an MBA from the ESADE Business School, as well as being a full-stack software engineer from DevBootCamp in San Francisco (California).

He has taken several of the world's most innovative Artificial Intelligence programs, notably those from Stanford University.

He has spent 10 years in Silicon Valley (California, USA), where he worked at several tech multinationals.

He founded the tech startup voted by venture capital investors as the #36 most innovative nationally. In this startup, he programmed version 1.0 of the software, recruited and led an international team in the USA and Spain, closed 5 investment rounds, and had the support of over 30 highly reputed investors and 12 high-level strategic advisors, including the global vice-president of Dell Computers and the vice-presidents of Cloudfare, Flyware, and Carto.

He has taken the Startup School program from Y-Combinator and won the startup competition of a national accelerator.

Immigration Lawyers

AI Assistant to expedite immigration lawyer processes

Casehopper

Industry.

Immigration lawyers.

Problem.

Streamlining immigration procedures.

Customer.

Immigration lawyers.

Technical Components of the LLM App.

- AI Agent.
- Access to private applications.
- Access to private knowledge sources.

Introduction.

Casehopper emerges as an AI-driven tool for immigration lawyers.

Its main mission is to simplify and speed up the process of turning client records into high-quality legal documents in a matter of minutes.

Problem.

The challenge faced by immigration lawyers is significant.

Drafting and reviewing legal documents requires considerable effort and time. They must manage multiple cases simultaneously, always maintaining accuracy and speed in their work.

Applying for visas and permanent residencies becomes a complicated maze, not only for clients but also for these professionals, demanding much of their time.

Solution.

Casehopper's AI Agent facilitates the creation of legal documents, from reference letters to writings and affidavits.

Lawyers can send an admission form to their clients and, once the answers are received, they seamlessly integrate with existing records, instantly generating a polished and professional document.

This tool uses advanced LLM models, combines client information with references on immigration laws, and produces a document that not only effectively defends the client but also meets legal qualification criteria.

It also offers additional customization options, accepting templates from lawyers or writing samples from the client to tailor the document to a specific style and structure.

Among the main features of Casehopper, the following stand out:

- First Draft Generation. Overcome your writer's block and generate a first draft in minutes.
- Document Library. Choose any immigration application and easily generate supporting documents.
- Custom Form. Use pre-built form templates or create your own. Share with your client and synchronize responses seamlessly.
- Leverage Your Templates. Upload your own templates to generate drafts in your style. Or leave it to Casehopper for a more creative outcome.

- Seamless Integration. Integrate with your existing workflow using our web application or the Word add-on.
- Confidentiality.

Founders.

The entrepreneurs behind Casehopper are Anu and Juan. Both, with extensive experience in the sector, identified the need to simplify the drafting of legal documents for immigration lawyers. Their passion for technology and law led them to come together and embark on this project with the firm belief of making the life of immigration lawyers a bit simpler and more efficient.

Website.

<http://www.casehopper.com>

Custom AI Agents

AI Assistant to create custom AI agents - company #1

Spine AI

Industry.

Businesses.

Problem.

Task automation.

Customer.

CTO or AI Team.

Technical Components of the LLM App.

- AI Agent.
- Chatbot.
- Integration with private APIs.
- Access to private databases.
- Access to private knowledge sources.
- Accepts multimodal input data.

Introduction.

Spine AI comes with the promise of revolutionizing how businesses integrate artificial intelligence assistants into their products. Instead of navigating through complex interfaces, users can now instruct these AI agents (also called "co-pilots") to execute complex tasks in products like JIRA, thus optimizing the workflow and enhancing user experience.

Problem.

Integrating artificial intelligence agents into business products is a complex task that requires deep knowledge in both artificial intelligence and engineering.

Companies seek to simplify complex workflows and turn them into natural language-based interfaces. However, developing reliable AI agents capable

of performing a wide range of functions demands a significant investment of time and resources. Adding complex features, like custom reports and integrations, can further prolong the development cycle.

Solution.

Spine AI provides the perfect solution to this issue.

With Spine AI, you can launch your AI agent without needing an AI team. Spine provides constant maintenance, ensuring your AI agent remains up-to-date and efficient.

Spine helps you implement a conversational interface capable of doing everything your product can do. Robust, stable, and built on your existing APIs with minimal technical effort.

Spine works directly with your APIs to create an advanced AI agent available directly from your application.

Perform bulk actions and execute multi-step workflows with just one request. If your software can perform an action, Spine can too. Offers more than simple text-based prompts. Spine can accept and analyze a wide range of formats (images, etc) as input data to manage even more flexible workflows.

Integrate an AI assistant with your documentation. Help users troubleshoot, find solutions, and explore features in context. Extract valuable insights from your data using natural language questions. Spine can query your database, process the information, and return precise intelligence.

Works with any product. Whether you're an emerging startup or an established business software, if you have a REST or GraphQL API, Spine works for you. Documented or not. Private or public. As long as you use APIs to execute your operations, our AI agent can do it too.

Built in your environment. All Spine needs is access to your API.

Faster deployment. Reduce response time and forget about trial and error, in-house AI training, or even the need to hire an ML engineer. Spine requires no additional knowledge or technical effort from your team.

Stable and smooth. Ensure a consistent customer experience with proprietary tools and solutions that extend LLMs with more mature software and ML techniques.

Secure by default. Spine invokes APIs using the authentication token via API keys or OAuth2. Access is limited to user permissions, just like the rest of your interface.

Spine AI will help you determine the best workflows to deploy, providing reliable answers without compromising the depth and performance of the output.

Founders.

Akshay and Ashwin, the co-founders of Spine AI, have a relationship that dates back over a decade starting at the University of Waterloo. Over the years, they have collaborated with over 45 companies, integrating LLM-related technologies, and generating a clear return on investment for these organizations.

Website.

www.getspine.ai

AI Assistant to create custom AI agents - company #2

Sola

Industry.

Business. Legal, financial, insurance, health.

Problem.

Automation of simple tasks.

Client.

Business. Legal, financial, insurance, health.

Technical Components of the LLM Application (LLM App).

- AI Agent.

Introduction.

Sola is the perfect AI agent for Process Automation.

This tool is designed to automate tasks such as data entry, information extraction, and file management, all through LLMs and computer vision.

Problem.

Imagine a scenario where you need to extract information from a customer ticket, use it to file a legal request in its respective state, and then store the resulting confirmation details. Automating such flows can be cumbersome, as engineers have to map all possible error routes before implementation.

This task might require weeks or even months of rigorous testing, with frequent reengineering as elements change. Furthermore, the increasing security measures in browser and desktop applications make request-based automation increasingly challenging. Therefore, it makes more sense to automate from a client-side perspective.

Solution.

Sola allows you to simulate any manual and repetitive workflow with an AI agent.

The platform assists automation-oriented teams in building robust AI agents to handle tedious tasks through LLMs and computer vision, seamlessly integrating into the standard workflow.

Sola works with companies in the legal, financial, insurance, and health sectors, enabling developers for your team and process mining in your existing workflow.

With Sola, you can create enhanced AI workflows, transforming your data entry, scraping, and storage operations. Gain full control and transparency over all processes with a centralized, intuitive tool and API integrations for developers.

Founders.

Jess and Neil have been friends since their freshman year at MIT and have collaborated on numerous occasions before founding Sola.

Neil has researched CV and LLMs at MIT, focusing on multimodal RL models and developing ML in startups in areas like computational biology, fraud detection, health, and agriculture.

Jess studied mathematics and computer science at MIT and has worked in finance and startups in sectors such as medicine, fashion, and cryptocurrency.

Website.

<https://www.sola-solutions.com/>

AI Assistant to create custom AI agents - company

#3

Reworkd AI

Industry.

Individual users.

Problem.

Planning and task automation.

Client.

Individual user.

Technical Components of the LLM Application (LLM App).

- ReAct AI Agents (Reasoning and Acting).
- Access to chatGPT-4.
- Connection with external APIs.
- Access to web search.

Introduction.

Reworkd AI is the innovative solution that links businesses to automation through artificial intelligence agents. Thanks to its intuitive and no-code platform, it allows companies to eliminate repetitive tasks and speed up their operations with AI agents, all while seamlessly integrating with their current tech stack.

Problem.

Currently, many companies base their operations on tasks that require manual human intervention and are time-consuming. With the emergence of AI agents, these companies seek to automate these processes in ways that existing tools cannot achieve.

The Reworkd AI team identified major problems with AI agents such as:

- "hallucination," where they invent information not based on facts;
- unproductive loops due to their struggle to understand the current context of a task;
- or a probability of failure that only increases with long-lasting agents.

Solution.

Reworkd AI has devised a solution to these challenges by combining AI agents with a structured workflow system. This allows companies to formalize and codify their essential processes accurately, while enabling AI agents to reason about a problem's nuances.

For example, a B2B company in their pilot program provides data to over 30,000 different clients. They used Reworkd to create a workflow that sends an AI agent through each client's website, validating their compliance against a set of unstructured rules. Based on these results, the platform automatically tracks their clients. Result: a process that previously required weeks of manual intervention now only takes hours with Reworkd.

Reworkd AI's Pro Package includes the creation of 30 AgentGPT agents per day with access to chatGPT-4, unlimited web search access, and access to the latest available plugins.

AgentGPT allows you to set up and deploy autonomous AI agents. Name your customized AI and have it undertake any imaginable goal. It will try to reach the goal by thinking of tasks to do, executing them, and learning from the results.

Founders.

The team behind Reworkd AI consists of Asim Shrestha, CEO and former software engineer at AWS, specialized in internal backend services; Adam Watkins, CTO and former software engineer at Article, with experience in AI/ML at BC Cancer Research; and Srijan Subedi, COO and former program associate at Stemcell Technologies, who has conducted research focused on biological therapies for people with severe asthma.

Startup website.

reworkd.ai

AI Assistant to create custom AI agents - company #4

Magic Loops

Industry.

Users.

Problem.

Simplify the creation of simple software programs.

Client.

Users.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Magic Loops emerges as an innovative proposal for programming using generative artificial intelligence.

It combines LLMs and code to facilitate the creation and execution of simple automations.

Problem.

In today's world, when one wishes to automate a repetitive task or workflow, users face various challenges. They might try using no-code/low-code tools but bump into limitations.

Another option might be to employ ChatGPT, but they encounter difficulties handling numbers and repetitiveness. These problems often lead users to seek help from engineers, generating further complications and delays in processes that should be more agile.

Solution.

Magic Loops' goal is to give everyone the superpower of programming, without having to learn to code.

Magic Loops starts from the belief that no-code and low-code tools are too limited, while programming IDEs tend to be too complex.

Magic Loops proposes a simple solution: just describe the task you want your computer to perform, and Magic Loop will automatically generate a loop (mini-program) to carry it out.

Full control is given over the loop, allowing changes and modifications until it fits the user's needs.

The loop can run on set schedules or by sending an email or webhook.

Each loop can include code, prompts, and integrations with external APIs.

The result of each loop can be a text message, an email, or a webhook.

Once the loop has been tested, it can be shared, and Magic Loops takes care of hosting it.

Founders.

Adam and Mihai are the entrepreneurs behind Magic Loops. Recognizing the growing automation needs in the digital age, they've combined their skills and knowledge to provide a solution that integrates generative artificial intelligence and programming, thus simplifying the automation process for users of all levels.

Website.

<https://magicloops.dev>

Stock Market Analysis

AI assistant for Stock Market Analysis

Quill AI

Industry.

Stock Market Analysis.

Problem.

Junior Stock Information Analyst.

Customer.

Stockbroker.

Technical components of the LLM App.

- Chatbot to search and analyze stock information.
- Online search.
- Online link to the information sources cited by the chatbot.
- Financial information analysis.
- Creation of financial content.
- Data analysis and visualization.

Introduction.

Quill AI introduces itself as an innovative tool that promises to simplify and speed up financial research.

This tool not only extracts relevant information from the SEC (Securities and Exchange Commission) files, but it also allows investors to analyze stocks more efficiently and quickly.

Problem.

Investors often find themselves immersed in extensive readings of SEC files looking for key information to incorporate into their models or reports.

Current artificial intelligence-based information extraction tools do not adequately cite sources, making their audit difficult, and are not specifically designed to analyze financial documents.

In addition, current stock analysis systems require a tedious process to obtain meaningful lists of investment opportunities.

Solution.

Quill AI offers a comprehensive solution with its web application that allows you to search for key information in financial documents in a Q&A format.

It also has a natural language-based analysis application that allows users to request stocks that match specific criteria.

The highlight is that Quill does not just summarize the information: it guides you directly to the source, making the task of auditing results easier.

Highlighted Features:

- Search in SEC files and Earning Calls.
- Search and analyze stocks that match your criteria using natural language. Forget about wasting time adjusting search filters.
- Generate editable Investment Memos. Enter your past memos to receive memos that fit your company's style.
- Work with Data. Manipulate CSVs using natural language. Build tables, write formulas, and generate graphs just by asking.
- Search through Datarooms. Perform semantic searches on multiple documents at once. Get insights on a complete dataroom in a Q&A format.

Founders.

Kartik Donepudi, the entrepreneur behind Quill AI, is committed to making financial research more accessible and efficient.

Website.

quillai.com

Customer service

AI assistant for handling phone calls

Humanlike

Industry.

Business.

Problem.

Streamlining phone customer service.

Customer.

Business.

Technical components of the LLM App.

- Voice AI agent.
- Schedule appointments.
- Converse with the client.
- Manage phone payments.
- Contact service providers.
- Speak in different languages.

Introduction.

Humanlike emerges as a solution for businesses with intensive operations looking to optimize and enhance their phone services.

With a realistic AI-driven voice, Humanlike offers voice bots that handle tasks such as appointment bookings, customer service, and phone payments, overcoming the limitations and issues associated with traditional call centers.

Problem.

Much of economic activity is conducted over the phone. In the healthcare sector alone, around 3.2 billion calls are made annually.

Many businesses choose to outsource these operations to call centers or Business Process Outsourcing (BPO) companies. However, this option presents several significant challenges:

- Inferior quality: Mistakes are common, language barriers can frustrate customers, and maintaining consistency is a challenge.
- Reduced productivity: Many call centers charge per agent and per hour, which does not incentivize efficiency.
- Hidden training costs: Companies spend a lot of time and resources retraining call center agents due to the high turnover in these types of roles.

Solution.

Humanlike uses cutting-edge artificial intelligence models to produce realistic voice bots capable of interacting and transacting on behalf of businesses.

These bots are available 24/7, can negotiate on behalf of the company, adapt to call volume, and can speak languages that are typically more expensive to hire in the US, such as Spanish and French.

Humanlike clients use the platform for multiple purposes. For instance, a real estate company uses the platform to maintain a 24/7 maintenance phone line available for hundreds of thousands of tenants. If a tenant reports an emergency, such as a leak, Humanlike takes on the task of making dozens of calls to dispatch a local plumber.

Founders.

Vash and Andy, the entrepreneurs behind Humanlike, are long-time friends and have experience in artificial intelligence research and product development in recognized companies such as Snorkel AI, Uber AI Labs, and Stripe.

Website.

www.humanlike.app

AI assistant for customer service - company #1

Octo

Industry.

Customer support.

Problem.

Streamlining tasks for the customer support team.

Customer.

Customer support teams.

Technical components of the LLM App.

- AI Agent.
- Access to private knowledge sources.
- Access to private APIs.

Introduction.

Octo is an AI solution aimed at replacing outsourced customer support, allowing for the instant resolution of 70% of support tickets.

Problem.

Conversations with over 100 support teams revealed that they lack tools to build efficient chatbots. Even simple issues like refunds are frequently escalated to human agents. One client spent 6 months building their chatbot only for it to eventually resolve less than 15% of tickets.

Solution.

Octo offers straightforward integration with CRM, help center articles, and internal systems through APIs. This allows for the creation of human-level AI agents from historical data.

Key features of Octo include:

- Actions via APIs: approximately 80% of tickets require fetching personalized data or taking actions on behalf of customers.
- Learning from previous tickets: significantly increases accuracy and reduces AI "hallucinations."
- Multi-party conversations: often, the work of human agents involves tasks outside of the ticket, such as investigating delays with couriers.

Leading Amazon brands and fintech unicorns are using Octo to replace 70% of their support team. By connecting Octo to their APIs, it's possible to act on behalf of the customer and instantly resolve a wide range of issues, from returns to investigations.

Founders.

Octo is powered by Nadav's experience as AI Director at Alibaba, where he developed and launched LLM Models to enhance search on Alibaba. The idea for Octo was born when Ohad launched an AI support chatbot that led Roundforest to \$1B GMV.

Website.

<https://www.getocto.ai>

AI assistant for Customer Service - company #2

Hyperlight

Industry.

Customer support.

Problem.

Streamlining customer support tasks over phone and chat.

Customer.

Customer support teams.

Technical components of the LLM App.

- AI Agent.
- Access to private applications.

Introduction.

Hyperlight is a startup dedicated to building AI customer support agents that communicate with users through phone and chat.

These agents not only have a natural speaking tone, but they also integrate with internal systems to resolve issues quickly and efficiently.

Problem.

Inadequate customer support is not only frustrating for consumers, but it can also harm a company's reputation.

Building an excellent support team is a major challenge. Outsourcing this service is causing significant reputation issues for many companies, compounded by other problems such as the difficulty of quickly scaling the support team to adapt to changes in demand or high turnover rates, given that support roles can be stressful, leading 30-40% of representatives to change annually, thus generating significant training costs for the company.

Solution.

Hyperlight proposes AI customer support agents that offer high-quality and consistent responses across all channels.

These agents can adapt as per demand, thus eliminating customer wait times, and integrate with internal systems to execute business logic.

For example, if a customer calls about internet connectivity issues, the agent can help troubleshoot the router problem before scheduling an appointment with a technician. Or if someone forgot their debit PIN, the agent can authenticate the user by asking security questions before processing a PIN change. In this way, Hyperlight promises to significantly reduce wait times and enhance the overall customer experience.

Hyperlight can be customized for any industry. Some examples include:

- E-Commerce: Hyperlight's AI agents review orders, process returns, and recommend items.
- Financial Services: Hyperlight's AI agents assist with card management, billing, and recommend the best financial products.
- Insurance: Hyperlight's AI agents help clients file new claims and explain complex policy coverages.

Founders.

Jonathan and Alec, the entrepreneurs behind Hyperlight, met at Yale University. With prior experience at Instagram, Snorkel AI, Benchling, and other ML startups, and having conducted AI research in robotics, healthcare, and drug discovery, they felt frustrated by the current state of customer support.

Website.

<https://hyperlight.ai/>

AI assistant for Customer Service - company #3

RightPage

Industry.

Customer service and support teams.

Problem.

Streamlining customer and support services.

Customer.

Customer service and support teams.

Technical components of the LLM App.

- AI Agent.
- Access to private applications.
- Access to private databases.
- Access to private knowledge sources.
- Communication via chat.

Introduction.

RightPage is the startup behind Agent Assist, a tool promising to revolutionize the customer service sector by enabling agents to resolve complex issues in half the time.

Only six weeks since its launch, it has already been adopted by a dozen mid-sized companies, making a noticeable difference in thousands of support tickets each week.

Problem.

Handling customer service tickets can be a complicated, time-consuming process.

Support agents often find themselves faced with the task of dealing with partial information, having to navigate multiple windows to gain context, guidelines, and craft responses.

This not only affects the efficiency and accuracy of support operations but also the job satisfaction of the team.

Solution.

RightPage's proposal focuses on enabling support teams to resolve complex requests in record times.

Through deep integration with Zendesk, their platform Agent Assist has won the appreciation of both agents and support leaders.

Besides offering high-quality pre-written answers and actionable recommendations, the platform syncs with a wide variety of data sources like Zendesk Guide, Confluence, Notion, and Slack, ensuring up-to-date solutions and answers without the usual cumbersome maintenance.

Their commitment to security and adaptability is also evident, offering features such as redacting personally identifiable information and adhering to SOC II regulations.

Key functionalities of RightPage include:

- Empowers customer service agents by providing context, cross-references from content sources, and preliminary answers. Agents receive instant summaries of the current request, recent interactions with the requester, and suggested macros, tags, and reference materials.
- Provides instant answers to internal teams. Enables internal teams across your company to get instant answers and references to their product support questions.
- Chat Assistance. Delight your customers with access to accurate and instant answers to their questions. Escalate issues to your human agents when necessary.

- Seamlessly supports multi-brand, multi-product, and multi-language teams.
- Recommends and uses macro answers as a starting point to write preliminary personalized responses to customers.

Founders.

Michael Brady, the CEO and developer behind RightPage, is an enthusiast about using AI to enhance and empower teams.

Arjun Murthy, on the other hand, oversees operations and customer success at the startup. With experience working with support teams at McKinsey, Arjun has developed a deep understanding of the challenges these teams face.

Website.

<https://rightpage.com>

Audit

AI assistant for the auditor

Agentive

Industry.

Audit.

Problem.

Streamlining the work of the auditors.

Customer.

Auditors.

Technical components of the LLM App.

- AI Agent.
- Access to external knowledge sources.
- Integration with external APIs.

Introduction.

Agentive emerges as a startup aiming to assist auditors in their daily tasks.

This solution presents itself as an AI agent that allows for the analysis of financial records, execution of audit procedures, and drafting of documentation with an efficiency ten times greater than usual.

Problem.

During audit procedures, staff spend approximately 40% of their time searching, extracting, and manipulating data. Another 20% is invested in preparing audit documentation.

Despite current technological aids like OCR, the process remains laborious and repetitive. Coupled with the standardization of procedures and similarity in documentation year after year, it leads to dissatisfaction among audit staff, resulting in high turnover and diminished interest in the profession.

Solution.

Agentive offers a solution using LLMs specially designed for use cases in accounting and audit.

The platform provides a spreadsheet editor and a document viewer in the browser, where auditors can use natural language to have Agentive's AI agent analyze evidence, perform procedures, and draft documentation efficiently.

Agentive facilitates the review of AI-generated data, allowing easy tracing of results back to their source, optimizing the review process.

Features of Agentive's AI agent include:

- Text/Table Extraction: Allows for extracting text and data from documents, such as PDFs, for further analysis or transfer to spreadsheets.
- Compliance Verification: Analyzes documents to check compliance with regulations and standards, providing detailed reports on any non-compliance.
- Content Search and Retrieval: Conducts advanced content searches in documents, identifying phrases, keywords, or patterns and retrieving relevant sections.
- Natural Language Queries: Extracts information from spreadsheets using natural language queries, eliminating the need for complex formulas.
- Reconciliations: Validates data within documents by contrasting them with other sources, such as spreadsheets, highlighting discrepancies that require investigation.

- Natural Language Summaries: Generates written summaries of financial data in spreadsheets, facilitating rapid understanding of data.

Founders.

Danny Alberson and Kyle Saunders, with experience at EY and Deloitte respectively, join forces with Vidyasagar, an AI expert from Google, to form the entrepreneurial team behind Agentive. Together, they are building this tool with the aim of revolutionizing the way audits are conducted.

Website.

www.goagentive.com

Banking and Fintech

AI assistant for Ensuring Compliance

Greenlite

Industry.

Banking and Fintech.

Problem.

Automating the tasks of the compliance team.

Customer.

Banking and Fintech.

Technical components of the LLM App.

- AI Agent.
- Access to private knowledge sources.
- Integration with private applications.

Introduction.

Greenlite supports fintech companies' growth with a compliance AI agent that handles routine AML (anti-money laundering) and KYC (know your customer) tasks, allowing the client's team to focus on more crucial tasks.

Problem.

Fintech compliance teams pour millions into manual AML and KYC reviews.

Fintechs typically choose to outsource analysts or consultants to complete these reviews.

These workflows assigned to outsourced teams are routine and clearly defined and require risk-based decisions to be escalated to a fintech company's full-time employee.

Managing these outsourced analysts is costly and intricate. It's estimated that only 15% of an AML investigator's time is genuinely spent investigating, letting backlogs grow and increasing the risks of significant fines.

Solution.

Greenlite's AI agents learn the alert review process and work 24/7 to complete basic KYC and AML tasks.

They use LLMs and over 200 data sources to act on false positives, investigate high-risk clients, and create narratives ready for audits.

Any suspicious activity is escalated to the fintech company's full-time employees, allowing you to maintain control over risk-based decisions.

How it works:

1. Choose where you need to supplement your staff.
2. Add your policy, data sources, and inaccuracy thresholds.
3. Review escalated cases.
4. Schedule a demo to see how Greenlite can help you scale your compliance operations with AI instead of outsourced teams.

Benefits of Greenlite:

- Higher quality, transparency, and control over reviews.
- Significant savings using automated systems instead of human reviewers.
- Unlock growth with near-instant compliance capacity, allowing your team to focus on higher-priority initiatives.

Founders.

Behind Greenlite are Alex and Will, two fintech world entrepreneurs. Will, with a notable past on Facebook's AML platform, has combated financial crimes across various spheres, from payments to e-commerce. He also

played a key role in building the compliance infrastructure at Paxos, an emerging fintech with over 10 million global crypto wallets.

Alex, with a background at Dropbox as an engineer and product manager, also stood out at Flixed, where he led product development from its inception.

Website.

<https://www.greenlite.ai/>

AI assistant for Banking Professionals' Content Creation

Onnix

Industry.

Banking.

Problem.

Streamlining the preparation of banking professionals' documents.

Customer.

Banking.

Technical components of the LLM App.

- AI Agent.
- Access to private knowledge sources.
- Access to private databases.

Introduction.

Onnix emerges as a solution specifically designed for the banking sector. Integrating artificial intelligence and the most modern Data Science tools, Onnix presents a no-code platform promising to optimize and accelerate workflows in banking.

Problem.

Banking professionals are valued for the advice they provide. Sound advice is based on intelligence, market experience, and rigorous analysis. Bankers hire the best and brightest because accumulating intellectual capital should translate into better, more differentiated advice.

However, today, most bankers spend the vast majority of their day fixing slides and performing analyses that could be done in a fraction of the time using modern tools. Instead of spending more time considering alternative analyses to uncover unique insights or focusing on the narrative, nearly

everyone has found themselves trapped with manual workflows that need to be finalized to respond to a client request.

Iteration can be cumbersome, and there are several inefficiencies waiting for people to review and junior team members to make corresponding changes. We cut presentations multiple times, often because decision-makers operate with incomplete information or the story hasn't had enough time to develop yet.

Solution.

Onnix revolutionizes banking workflow by connecting with team data sources and offering a no-code LLM-based solution.

Onnix seeks to free bankers from senseless, routine processes so they can spend more time leveraging their intellect to devise robust and creative insights for clients.

In recent decades, there has been a growing gap between the skills of teams trained in data science and coding and those who haven't when generating deep insights. That gap no longer needs to exist in banking. The promise of LLMs like GPT has allowed the construction of a bridge where everyone can harness the power of modern data analysis tools to get advanced insights quickly.

Being cautious with AI is reasonable. In the banking industry, the competitive edge will always be human. We see generative AI as an aid, not a replacement.

At its core, solid, reliable advice has been and will always be the result of a banker's thinking, instinct, and intellect.

Onnix accelerates and drives the necessary process to arrive at sound, reliable advice, knowing that, ultimately, it is the human who is and will continue to make a difference.

Key features offered by Onnix include:

- Create custom presentations according to the CEO's preferences 10 times faster. Onnix learns from old presentations to set up slides through simple indications. Produce data and mock up slides quickly so you can focus on observations and the story. Editing presentations takes a fraction of the time. View analysis results directly and reconfigure presentations. Onnix can manage comments and formats.

- Run data analysis and generate results through indications. Upload files or create Excel sheets fully integrated with FactSet, CapIQ, or your preferred data provider just by indicating to Onnix. Onnix leverages powerful AI and data science languages to offer a no-code platform for banking teams, generating deeper, high-quality insights from data that might not have been possible with Excel alone.

- Get answers from your data providers instantly. Ask Onnix anything from FactSet, CapIQ, or your preferred data provider, and it will provide answers with traceable sources. Onnix connects to your data sources and knows all available content. Choose how to display results and send answers directly via email or messaging apps.

Founders.

The team of entrepreneurs behind Onnix is undoubtedly one of its strongest pillars.

Mrinal Singh, with experience at Lazard, knows firsthand the needs of banking tools. Alongside him is Milan Bhandari, former Palantir, an expert in building AI and ML tools. And Jake Johnson, with a past at Microsoft, brings his product management knowledge, acting as the bridge between client needs and technical solutions.

Website.

<https://www.onnix.ai>

AI assistant for Customer Service in Banking and Fintech

Cascading AI

Industry.

Banking and Fintech.

Problem.

Automating customer service tasks.

Customer.

Banking and Fintech customer service team.

Technical components of the LLM App.

- AI Agent.
- Chatbot.
- Access to private applications.
- Compliance with banking security standards.
- Access to private knowledge sources.
- Access to SMS and email.

Introduction.

Cascading AI presents itself as a solution to automate tedious manual processes in banking. With the implementation of artificial intelligence agents, banks and fintech companies can accelerate and optimize processes, from account opening to customer service, reducing costs and improving efficiency.

Problem.

Banks face enormous challenges when trying to manage old systems and growing service portfolios. Every day, thousands of service requests flood the staff of a medium-sized bank. In the realm of loans, officials spend hours trying to get the necessary documentation from applicants. Simple errors, like a letter error in a transfer, can halt thousands of payments each

day. Current solutions, such as robotic process automation (RPA) and traditional chatbots, have been unable to effectively address these issues.

40% of banking CEOs see AI as one of their top priorities in 2023.

However, for many banks, "AI" remains a buzzword on a PowerPoint slide for too long. Cascading AI provides the infrastructure to take them from exploration to deployment in weeks, saving them time and money:

- time savings per week: 20h.
- cost savings per loan officer: \$34,000.
- increase in conversion rate: 60%.

Solution.

Cascading AI's AI agents integrate with the bank's existing IT infrastructure, learning to use their systems and working with unstructured financial data to automate key processes. These AI agents can "see", using computer vision to read documents and integrate with existing systems. They can also "speak" using conversational artificial intelligence to communicate with clients or colleagues. Most importantly, these agents are aligned with banking compliance regulations and policies, ensuring safe and compliant operations.

Among the most relevant features that Cascading AI offers, the following stand out:

- Process requests: Cascading AI uses LLMs to communicate with customers, collect documents (bank statements, payment receipts, etc.), and send the completed loan file to your LOS (Loan Origination System).
- Improve your loan experience: Guide loan applicants conversationally through the loan process. Whether it's a personal, car, mortgage, or commercial loan, let your AI assistant immediately contact applicants to offer them the best customer experience.

- Import stipulations and requirements from your LOS: We automatically display all documents required to complete a loan file, directly from your LOS.
- Request documents automatically via SMS or E-Mail: Let your AI assistant have a pleasant conversation with applicants to obtain all necessary documents, such as bank statements, W2s, 1099s, form 1003, and many more.
- Analyze documents to provide relevant insights: Our AI analyzes all sent documents, clarifies potential inconsistencies with the applicant, and presents them in a simple panel for the loan officer.
- Send extracted data to your LOS: With a single click, you can automatically incorporate your client into your LOS via APIs or through the user interface.

Founders.

Lukas Haffer and Isaiah Williams are the entrepreneurs behind Cascading AI. Lukas, a Stanford GSB graduate, has rich experience in implementing central banking systems, while Isaiah, coming from Stanford CS, has spent years building conversational AI and ML applications. Together, with their complementary backgrounds, they are taking the banking industry to the next phase of digitization and efficiency.

Website.

www.cascading.ai

Construction

AI assistant for Searching Data in construction documents

Constructable

Industry.

Construction.

Problem.

Accelerate data searching.

Customer.

Construction companies.

Technical components of the LLM App.

- AI Agent.
- Access to private knowledge sources.
- Access to private APIs.
- Access to private databases.

Introduction.

Constructable is a startup that integrates construction management tools, email, chat, and documents, bringing to life a knowledge base powered by AI specific to construction projects.

Problem.

Construction teams spend an excessive amount of time searching for data scattered across multiple locations. Construction projects are complex, and the constant changes generate a vast amount of documentation.

For instance, a team in San Francisco completed a three-year project with a 2000-page plan that underwent hundreds of modifications, 2300 change orders, and thousands of proposals. Searching for information in emails, chat systems, and document management systems consumed hours each week.

Not finding precise information quickly is detrimental to a project. Many teams hire staff to filter data, but they still run the risk of using outdated or incorrect information.

Solution.

Constructable is the solution for swiftly locating any information and resolving queries about a construction project.

It aggregates documents and communications from file management systems, construction management software, emails, and chat applications, facilitating a quick response to any question and locating the relevant documentation.

With Constructable, teams can compare offers, find updated plans, visualize pending RFIs (Request For Information), detect changes in orders, know contractors' schedules, and obtain manual data.

Founders.

Behind Constructable are John, Molly, and Emma, former product and engineering leaders in the proptech world.

They worked together for 10 years at Appfolio, where Emma held the role of VP of Product, John was the VP of Engineering, and Molly led product growth. Molly's connection to the construction world is personal, as her father, husband, and brother-in-law are contractors. This experience has allowed her to closely experience the challenges of the sector, fueling her passion to introduce innovative technology into the industry.

Website.

www.constructable.app

Contracting with the Public Administration

AI assistant for Searching Opportunities to contract with the Public Administration

Sweetspot

Industry.

Contracting with the public administration.

Problem.

Enhance the search for contracting opportunities with the public administration.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- LLM App.
- Semantic search functionality.

Introduction.

Sweetspot is an innovative tool for searching and accessing government contracts.

Thanks to the power of artificial intelligence, this platform connects companies with the most relevant government contracts in a matter of seconds.

Problem.

Finding government contracts on SAM.gov has become a nightmare, especially for small businesses. The current system is messy, complex, and heavily relies on keyword search, which often leads to irrelevant results.

This situation discourages small businesses looking for opportunities to contract with the public administration.

The unfriendly interface adds an additional layer of difficulty, resulting in a frustrating experience for users.

Solution.

Sweetspot employs a combination of semantic and lexical search to streamline the process of searching for government contracts.

Companies can now discover various relevant opportunities with a single query, eliminating the need for multiple time-consuming keyword searches.

The solution proposed by Sweetspot is especially useful for startups that need to find suitable contracts quickly and efficiently.

Founders.

Sachin Subramanian and Philip are the entrepreneurs behind Sweetspot. They have known each other since their freshman year of college. They have participated together in numerous hackathons, and both worked at Coinbase.

The idea for Sweetspot arose after talking to a friend who worked in a real estate firm and spent his day searching for federal contracts related to real estate. The poor search experience on the official portal was the trigger for them to decide to create a solution to the problem.

Website.

www.sweetspot.so

Data Science

AI assistant for Business Data Analysis

Vizly

Industry.

Business Intelligence (BI).

Problem.

Streamlining Business Intelligence (BI) data analysis.

Customer.

Business Intelligence (BI) teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.
- Access to private databases.

Introduction.

Vizly offers an innovative solution to the world of business data analysis.

This artificial intelligence data analysis tool operates entirely on the company's premises, allowing users to query their databases using natural language without exposing sensitive data to external APIs.

Problem.

Even as companies are evolving towards data-centric cultures, the adoption of Business Intelligence (BI) tools remains low, with rates holding steady at only 15%.

These tools tend to be complex and require considerable learning time. This results in overloaded data teams, with analysts spending a large part of their day responding to a barrage of data-related queries.

Solution.

Vizly presents itself as an extremely simple BI tool that operates entirely within the company's premises.

With Vizly, there is no need for expensive hardware as it is powerful and compact enough to operate even on an individual MacBook.

A single employee can set up Vizly on their computer by simply selecting the data sources and sharing a link with their non-technical colleagues. Through this link, anyone in the company can explore the shared data sources using natural language. All of this happens securely behind the firewall, ensuring that data never leaves the corporate network.

Founders.

Sami and Ali are the entrepreneurs behind Vizly. They met at McGill University and have been friends for nearly a decade. Together, they built and sold "YouTube Party", a project that reached over 300,000 weekly active users. Now, with their accumulated experience at NASA and Apple, they are determined to revolutionize BI tools for businesses.

Website.

<https://vizly.fyi/>

AI assistant for Business Data Analysis - company #1

Latentspace

Industry.

Business.

Problem.

Streamlining data analysis.

Customer.

Business. Data analysis.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.

Introduction.

Latentspace is a startup designed to streamline spreadsheet-related tasks.

By integrating with LLM models, this platform aims to offer the next generation of artificial intelligence-powered assistants.

Problem.

In today's data-driven world, gaining quick and accurate insights is essential. However, when looking to make a data-based decision, challenges abound: seeking help from an overburdened data analyst, trying to decipher the SQL query, or experimenting with unproven AI tools.

There's also the constant fear that company data might be used to train external models, compromising privacy and security.

Solution.

Latentspace has developed an AI agent to facilitate data-related tasks.

To use it, simply upload a CSV file and gain instant insights.

From there, you can interact with the AI agent to ask questions and continue the conversation until you get the desired answers in much less time than usual.

This Data Assistant not only provides quick answers without the need to consult a data team or write an SQL query but can also automatically detect anomalies, correlations, and trends in the data.

Presentation of the founders:

Qasim and Mariam are the entrepreneurs behind Latentspace. Together, they are leveraging the latest generation language models to build smart agents that help optimize data-related workflows.

Website.

www.latentspace.dev

AI assistant for Data Analysis - company #2

Egress

Industry.

Business.

Problem.

Streamline business data management.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private APIs.
- Access to private databases.

Introduction.

Egress is the artificial intelligence layer that manages company data. Its goal is to help businesses act on the data stored in their databases or warehouses without having to write a single line of SQL.

Problem.

Successful companies like Airbnb and Uber have greatly benefited from having strong, centralized data teams.

However, the reality in many businesses is that the data team is overwhelmed by requests, or there is no such team at all.

These bottlenecks prevent stakeholders from accessing the quantitative information they need to make informed decisions and act accordingly.

Solution.

Egress has developed a tool that assists non-technical users in data transformation, allowing them to act on it afterward.

Users define the data sources, describe the table they want to see created, and Egress generates the necessary SQL code. The result can be reviewed directly in the Egress editor.

Once a table is created, teams can operationalize their data.

For example, an Account Executive could create a table of users approaching their plan's limit and automate personalized outreach through integration with the email manager's API.

Founders.

Alex and Matt are the entrepreneurs behind Egress. They met at Harvard, where both recently completed their bachelor's degrees. During his studies, Alex gained experience as a software engineer at Microsoft and as a data engineer at a consulting firm. On the other hand, Matt worked at Pear VC in the venture capital field.

Website.

www.tryegress.com

Software Developers

AI assistant for resolving production issues

Metoro

Industry.

Software developers.

Problem.

Troubleshooting in production software applications.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Metoro, powered by artificial intelligence, is transforming the way problems in production software applications are solved. This AI agent can reveal relevant metrics and logs, perform an analysis of the root cause of the problem, and propose solutions.

It integrates seamlessly with existing observability systems, such as DataDog, Grafana, and Elastic.

Problem.

Production systems have an inherent complexity that makes it challenging to identify metrics and logs associated with potential failures. This task becomes even more daunting when the code was written by a different developer than the one reviewing it or if one is not familiar with the system.

Solution.

Metoro is an AI agent that operates like an expert engineer. It understands the system's structure and proceeds to debug your services one after another, updating its hypothesis with each discovery.

Once its task is complete, Metoro presents the investigation results through an interactive dashboard. This summary includes a hypothesis about the root cause of the problem, possible solutions, and relevant logs and metrics from each service it examined.

Best of all, Metoro accesses the data from your observability stack without the need for changes in infrastructure or the application.

Founders.

Chris and Tom, former distributed systems engineers at renowned companies such as Palantir and Jump Trading, are the entrepreneurial team behind Metoro. Inspired by their experience and the challenges they faced daily, they set out to develop the debugging tool they always wished they had.

Website.

<https://metoro.io>

AI assistant for coding - company #1

Sweep

Industry.

Software developer.

Problem.

Streamlining software development.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Integration with private applications.

Introduction.

Sweep enters the world of development as a junior developer powered by artificial intelligence capable of handling minor tasks in your code.

With the potential to write, fix, and debug, Sweep promises to be a revolutionary tool for development teams.

Problem.

Managing routine tasks in software development can result in a significant loss of productivity, especially when it's clear that they could be automated.

Low-level tasks like minor fixes, tests, documentation, or refactorings consume time and can be frustrating for the programmer.

Solution.

Sweep has been designed to receive feedback and information from different directions, behaving like a good junior developer.

Among its capabilities, Sweep can:

- Attend comments from senior developers, correcting itself and retrying the task based on those comments.
- Fix its own code when there are failures in GitHub Actions runs, including linting tools, tests, and builds.
- Slow mode: Sweep takes the necessary time to tackle longer tasks.
- Read and write extensive files: Sweep can manage files with over 2000 lines of code.
- Configuration through sweep.yaml: Customize Sweep at the repository level and have it use a development branch.

Founders.

Behind the innovative tool Sweep are Kevin and William. These entrepreneurs identified that certain tasks in software engineering were so basic that they could be automated. That's how Sweep was born.

Website.

<https://sweep.dev/>

AI assistant for coding - company #2

CodeStory

Industry.

Software developers.

Problem.

Streamlining software development.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Integration with private applications.

Introduction.

CodeStory introduces itself as a platform that integrates an AI agent into your programming environment.

CodeStory is capable of executing complex tasks, taking productivity to a higher level.

Problem.

Programmers often break down their tasks into small, independent chunks.

Take, for example, the task of adding a widget to display sales numbers on a website. This might require:

- 1) Queries to the database to fetch data.
- 2) Exposing an API route for frontend data.
- 3) UI and API integration on the frontend.

The task involves finding and making appropriate changes in several parts and connecting them. While this can be done independently and in parallel, there's a limit to what an engineer can handle at once.

Solution.

Instead of humans assisting AI agents, it's the AI that assists humans.

The first version of the solution works as an extension for the VSCode programming editor. Some of its key features include:

- The agent can scan your code, navigate through it, find the right places to edit, make changes, and check its work before reporting back to you.
- Debugs issues in the code.
- Understands unfamiliar code.
- Clears all your technical debt.
- You can ask in natural language. Can't remember the name of a particular class or method? Describe it in a few words.
- Debug and explore. Describe a problem in your codebase and let the AI agent navigate, identify, solve, and test the solution.
- Git. View a summary of related changes since your last commit.
- Git. Commit message helper. Writing good commit messages is hard; we do half the work discussing the "what" so you can focus on the "why".
- One-click migration from VSCode. All your VSCode settings and extensions can be imported in a single step.

Founders.

Naresh and Sandeep are the co-founders of CodeStory.ai and close friends for over a decade. They met during our first year of college. Since then, Sandeep has worked as a technical lead in testing infrastructure at Meta, has built development tools for engineers, and has been one of the founding engineers in startups and fintech.

Website.

<https://codestory.ai>

AI assistant for Searching Software Product Documentation

Kapa.ai

Industry.

LLM App Engineers.

Problem.

Enhancing software product documentation search.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.

Introduction.

Kapa.ai is a solution designed for businesses offering products to developers. Its aim is to improve the developer experience and significantly reduce the need for technical support using AI-powered support bots.

Problem.

Developers often face challenges when searching through the documentation of software products.

From the product support side, the constant interruption of their work to answer questions that could have been answered by good documentation is a significant waste of time and resources.

Solution.

What Kapa.ai has built is essentially an AI agent for documentations.

By deploying a Retrieval-Augmented Generation (RAG) stack, it allows developer-facing businesses to integrate any technical documentation into an LLM model and expose it to their user community to solve queries.

This solution relies on a state-of-the-art crawling infrastructure that ensures high-quality data is kept up-to-date and is compatible with the LLMs.

Companies like Langchain, Anyscale, and Netlify are already leveraging Kapa.ai, not just to reduce their support but also to identify gaps in their documentation and products.

Founders.

Emil and Finn are the entrepreneurs behind Kapa.ai.

Finn, as the CTO, brings his experience in building low-latency trading systems at Bloomberg, along with his sales skills acquired at Goldman Sachs and JPMorgan.

On the other hand, Emil, the company's CEO, handles most business aspects with his experience as an Engagement Manager at McKinsey & Company, although he's also actively involved in development, a skill he acquired working in applied AI startups.

Website.

<https://www.kapa.ai/>

AI assistant for Documenting Software Code

ten.dev

Industry.

Software developers.

Problem.

Enhancing the documentation of software programs.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private databases.

Introduction.

Ten.dev is an AI agent that assists software development teams in storing and retrieving the documentation accompanying their software code, ensuring greater understanding and collaboration.

Problem.

Software developers value good documentation. However, there's a crucial issue: developers don't like writing it.

If the code is not documented, the only way to understand the context in which it was written is to ask the original developer (if they can be reached) and hope they recall the details.

Solution.

The ten.dev AI agent asks thoughtful questions to developers about their code as they write it. Capturing this information while it's still fresh in the developers' minds results in higher-quality documentation.

This documentation is stored alongside the code, allowing other developers to refer to it at any time via chat.

Founders.

Eoin, Liam, and Eoghan hail from Limerick, Ireland. Eoin and Eoghan conducted doctoral research in deep learning at the University of Limerick. Liam holds a master's degree in computer engineering from the same university.

Website.

<https://ten.dev>

AI assistant for Onboarding the new developer in the software team

Quack AI

Industry.

Software development.

Problem.

Onboarding the new developer to the software team.

Customer.

Software development team.

Technical Components of the LLM Application (LLM App).

- AI Agent for guiding the new software engineer in team collaboration.

Introduction.

Quack AI is a startup that aids large software companies to operate with the efficiency of the most successful open-source projects.

Its goal is for top-tier developers in these organizations to contribute to crucial projects regardless of which team they belong to.

Problem.

Successful Open Source projects are borne from well-organized communities where information is shared and valued. Recognizing the success of this working mode, corporate giants like Microsoft and IBM are adopting 'innersourcing', a strategy that fosters ownership, improves communication, and increases productivity.

However, much like many disorganized OSS projects, the wide range of pull requests and varied expertise can be overwhelming.

Solution.

Quack AI has a dual approach:

- Clarity for maintainers (web interface): empowers maintainers with a framework to streamline contribution processes. Through an intuitive interface, maintainers can design, curate, and sequence the optimal steps for smooth project collaboration.
- Guidance for developers (VSCode extension): with the IDE extension, developers are not just supported but also made efficient. It helps pinpoint the right issues, ensures alignment with contribution flows, and keeps focus on the project's priorities.

Founders.

The founder of Quack AI defines himself as a "Deep Learning engineer by day and Open Source author by night". Besides being among the top contributors to the PyTorch library, he has led the development of Mindee's open-source OCR library, a development tools company, and has firsthand experienced how the most effective open-source communities are structured to achieve high engagement and productivity.

Website.

<https://www.quack-ai.com/>

AI assistant for Streamlining Log Management

Structured

Industry.

Software developers.

Problem.

Streamlining log management.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- LLM App.

Introduction.

In the world of software applications, engineers constantly face the challenge of sifting through overwhelming logs.

Enter Structured, a tool that transforms these intricate logs into easily understandable insights, all with the aid of artificial intelligence.

Problem.

Modern applications have become intricate, making it challenging for engineers to gauge their performance. The sheer volume of logs can be daunting, making it hard for engineers to find the information they truly need.

Analyzing these logs and identifying crucial patterns becomes a herculean task.

Solution.

Structured provides a solution that identifies patterns in logs, patterns that would be hard or impossible for humans to see.

It can correlate data from various sources, improving efficiency in error detection.

With features like "Log Chat", engineers can ask direct questions and get instant answers about their system.

"Log Summarizer" condenses intricate logs into insightful summaries, while "Guided Explorer" aids those new to log analysis or those in need of guidance.

Founders.

Amrutha Gujjar and Shivam Singhal are the entrepreneurs behind Structured. Both studied together at the University of Washington, where they graduated in Computer Science.

They later worked as software engineers at Facebook, developing real-time observability infrastructure and applying artificial intelligence at scale.

Shivam has published pioneering research in machine learning and robotics, while Amrutha has built and scaled data labeling and entity management systems used by numerous scientific research teams.

Website.

<https://www.structuredlabs.io/>

AI assistant for Software Application Security

Remy Security

Industry.

Software application security.

Problem.

Streamlining the management of software application security.

Customer.

Software application security teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Remy Security is dedicated to assisting computer security teams in conducting reviews more swiftly and effectively.

By using LLMs (language models) to analyze security design documents, Remy produces specific insights and pertinent questions for the authors.

Problem.

Security design reviews are crucial during the software development cycle as they catch risks before they evolve into future issues.

It's much costlier to address security breaches than to look for potential weaknesses during the design stage. However, reviewing these designs can be a significant challenge: there are infinite threats to consider, and it's easy to overlook key risk areas, even for experts.

Meetings between the security team and the engineering team to discuss the context of the security design and the risks to consider can be messy, costly, and time-consuming.

Moreover, security teams are often understaffed, with a common 1:60 staff ratio between security and engineering, which often leads them to skip reviews or delay the development cycle.

Solution.

Remy identifies the designs that the security team should review and conducts an initial inspection of these using LLMs.

It then presents its assessment to the security team members, who make final decisions on the questions or comments to be made in the document.

Engineers can view a list of security designs pending review, see their risk levels, and prioritize the most relevant ones.

For each document, Remy generates questions and comments, leveraging the capabilities of LLMs to provide insights focused on the specific risks of each design.

Founders.

Sten and Kevin are the entrepreneurs behind Remy Security. With a clear and passionate vision of the importance of proactive security in today's tech world, they have joined forces and skills to provide more agile and precise solutions in the realm of security design reviews.

Website.

<https://www.remysec.com/>

AI assistant for End-to-End Testing

Contour

Industry.

Software developers.

Problem.

Streamlining End-to-End tests of software applications.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Contour has burst onto the software development scene to allow the implementation and maintenance of E2E (End-to-End) tests through simple natural language instructions.

With data-driven AI agents, Contour smartly executes user interface paths, reducing inconsistencies and saving engineering and quality teams time.

Problem.

Designing and maintaining E2E tests is a daunting task. Any change in the user interface can break the test suite, making the test system's maintenance more costly than its provided value.

As a software application evolves, keeping its test suite up to date becomes an increasingly complex and tedious task.

Solution.

Contour revolutionizes the way E2E testing is managed. Instead of dealing with hundreds of lines of code or designing user interface flows manually, with Contour, it's possible to write a single command to create a new automated test for the user interface.

Moreover, when tests fail due to updates in the UI, Contour automatically suggests an updated script, making it easier to monitor the tests' state.

Among Contour's main features include:

- Use natural language to create new agents or deploy existing ones.
- Connect session repetitions so your agents can learn from the true user interface paths.
- Automatic test agent deployment. Execute tests smartly based on what code has changed, saving time and resources.

Founders.

Arvind Subramanian and Vamsi Saladi, the entrepreneurs behind Contour, know firsthand the pain of E2E testing. Both have released products without prior testing, facing multiple errors after launch.

Website.

www.trycontour.com

AI assistant for Streamlining Front-End Development with React

Tempo Labs

Industry.

Software developers.

Problem.

Streamlining Front-End Development with React.

Customer.

Software developers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.

Introduction.

Tempo Labs has revolutionized the world of design and prototyping with an AI-based tool that allows designers and developers to accelerate the user interface construction process.

Their proposition is simple yet powerful: a design and prototyping tool that generates high-quality React code.

Problem.

Software development companies frequently ponder how they can speed up the pace of development and prototyping.

Multiple low-code tools have emerged in the market, but they often fall short of expectations due to the lack of integration with existing codebases.

Figma is a popular tool for testing concepts, but its prototypes are often low fidelity and require too much time to implement in production.

Solution.

The answer to this problem is Tempo. This tool is designed to integrate with any React project, allowing designers to collaborate directly on the codebase with engineers.

Thanks to its AI-driven engine, Tempo can generate between 60% and 80% of the necessary front-end code for any feature. This frees up engineers to focus on writing the program's business logic instead of CSS.

By eliminating the design-to-code translation process, Tempo helps teams bring their ideas to production ten times faster.

Founders.

Kevin and Peter are the entrepreneurs behind Tempo Labs. In their previous startup, they identified this critical need in the design and development market and decided to address it.

Website.

<https://www.tempolabs.ai/>

Law Firms

AI assistant for Client Acquisition in a Law Firm

Hidden Hand

Industry.

Law firms.

Problem.

Streamline the acquisition of new clients.

Customer.

Law firms.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private knowledge sources.
- Access to private APIs.
- Access to private databases.

Introduction.

Hidden Hand is an innovative startup that uses artificial intelligence to streamline and improve the process of acquiring clients in law firms, reducing the time of this process by 30%.

This advancement allows legal firms to focus more on providing better representation to their clients.

Problem.

In the U.S., there are approximately 450,000 law firms, many of which are specialized, focused on specific areas such as personal injuries or worker compensation.

Firms face a main problem: the process of acquiring clients, which involves properly identifying potential clients and carrying out the integration of contracts, insurance, documents, among others.

It is essential for lawyers to establish a human connection and demonstrate empathy to acquire and retain a client.

The outdated systems on which many legal firms rely and the resistance to change due to the importance of the human factor in lawyering further complicate this task.

Solution.

The solution proposed by Hidden Hand combines the best of automation and human interaction to speed up the process without losing the personal connection.

The platform creates personalized chatbots and aesthetically pleasing capture forms for tasks that do not require human intervention.

Potential clients are always given the option to communicate with a real person.

The platform has the ability to automatically follow up with clients to obtain missing information and connect automatically with any case management software, keeping everything centralized.

Instead of manually entering information, Hidden Hand extracts data or documents from conversations and enters them automatically, saving time and ensuring the privacy and security of these conversations according to the guidelines of the American Bar Association (ABA).

Founders.

Bennett is the founder of Hidden Hand. His expertise lies in building machine learning systems for reliable decision-making. Before embarking on this project, Bennett had a sports betting background that yielded 250% returns in NBA and MLB seasons.

His inspiration for this project comes from his family, mostly made up of lawyers. While not a lawyer, his skill in machine learning and his familiarity with the dynamics of small firms led him to create Hidden Hand to help these businesses be more efficient.

Website.

www.hiddenhand.io

Education

AI assistant for Teacher Content Creation

Flint

Industry.

Education.

Problem.

Streamline the creation of teacher content.

Customer.

Education.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private databases.

Introduction.

Flint is a tool designed to assist elementary (K-12) teachers in their daily work. This tool promises to save over 10 hours a week in creating and differentiating educational content.

Problem.

The demand and workload for teachers have exponentially increased in recent years. Creating classroom activities, worksheets, quizzes, and other materials consumes a significant amount of time and effort, pushing many educators to the brink of burnout and limiting their ability to individually cater to each student.

Solution.

Using artificial intelligence, Flint allows educators to create classroom activities, worksheets, quizzes, and other educational materials in a matter of seconds.

It also offers the capability to differentiate content based on each student's needs and align everything with curriculum standards.

Unlike ChatGPT, Flint does not use student data to train AI models. Additionally, Flint allows administrators to control access through invitations, view usage trends, and request the chat history of students.

Flint offers support for multiple models, personalized AI roles, document uploads and linking, and AI tasks.

Founders.

Flint is the product of the vision and effort of Jinseo and Sohan. These two entrepreneurs, after creating a startup in the videoconferencing field during the pandemic, decided to tackle the challenges faced by K-12 teachers.

Website.

<http://flintk12.com/>

AI assistant for Elementary Students

Studdy

Industry.

Students.

Problem.

Tutor for students.

Customer.

Parents of students, students.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Multimodal.

Introduction.

Studdy is an AI tutor available 24/7 to assist students with their studies. If a student has a question about the material they're studying, they can simply snap a picture and get instant help from Studdy.

Problem.

Students' learning is often hindered by a lack of access to personalized assistance. Over 65% of eighth-grade students in the U.S. do not have a "proficient" level in reading comprehension and math.

Classes are too large to allow individualized attention from teachers, and families can't provide the necessary support at home due to a lack of familiarity with the material.

Solution.

Studdy was designed to be an effective and accessible educational tool. With it, students can:

- Break down problems into simple steps.
- Ask unlimited questions.
- Get page summaries.
- Test their reading comprehension.
- Be assessed to ensure they understand the material.
- View problems and visualizations.
- Communicate at their grade level and in their own language.
- And much more.

Unlike other tools like ChatGPT, Studdy is specifically designed for students, meaning it's optimized to provide an effective learning experience.

Founders.

Michael Lam and his partner Alex developed Studdy inspired by their own experiences as students. Alex, who dropped out of college at 19, has been looking for ways to improve education ever since. Michael has worked in the ed-tech and AI sector at companies like Photomath and Speak, where he helped develop a GPT3 and 4 based language tutor. Both teamed up to create Studdy after working together at Starcity.

Website.

www.studdy.ai

Software as a Service companies

AI assistant for Subscription Retention Enhancement

Subsets

Industry.

Subscription-based businesses. SaaS companies.

Problem.

Improve retention in subscription-based businesses.

Customer.

Subscription-based businesses. SaaS companies.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private knowledge sources.
- Access to private databases.
- Access to private APIs.

Introduction.

Subsets is an application to enhance customer retention in subscription-based businesses.

Through the implementation of artificial intelligence, this platform enables businesses to understand, engage, and retain subscribers in a personalized and effective manner.

Problem.

Subscription businesses lose between 20% and 40% of their subscribers annually.

CRM teams lack effective tools to determine current subscriber needs, preventing them from making the most of their subscription. Subscribers

are often flooded with marketing emails containing impersonal and irrelevant information that does not encourage active engagement.

Until now, AI-based retention solutions have been primarily designed for engineers and not for sales staff.

Solution.

Subsets acts as the retention IA agent for subscription businesses.

Its platform empowers CRM teams to understand, engage, and retain subscribers through personalized AI-based retention initiatives.

Initiatives proven to be effective get automated and are continuously executed on subscriber audiences.

By identifying initiatives that work across different subscription businesses, Subsets can recommend actions that offer a quick return on investment. The end result is a boost in Customer Lifetime Value (CLV) by over 20% and an extension of the subscription duration by up to 6 months.

Among Subsets' most notable features are:

- Understand what makes subscribers stay. Analyze key factors driving retention across your customer journey.
- Execute personalized retention campaigns. Generate unique retention strategies based on the needs and desires of your customer groups.
- Automate successful campaigns. Remove the guesswork from campaigns by experimenting first and automating what works.
- Seamless integrations. Directly connect to your systems and databases.

Founders.

The entrepreneurial team behind Subsets consists of Oliver, Martin, Matias, and Nikolai.

Oliver has previously worked as a machine learning engineer.

Martin has spent two years in management consulting helping businesses scale AI applications.

Matias has worked as a software engineer at companies like Amazon and Microsoft.

Lastly, Nikolai has experience in automated marketing and revenue operations in a fast-growing SaaS company.

Website.

www.subsets.com

Work teams

AI assistant for Processing Work Meetings - company #1

Sidenote

Industry.

Work meetings.

Problem.

Streamline tasks derived from work meetings.

Customer.

Work teams.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private applications.

Introduction.

Sidenote is a Chrome extension capable of transforming your meeting notes into drafted emails, calendar invites, tickets, and reminders.

Thanks to its AI agent, it analyzes your notes after a meeting, takes care of your pending tasks, and keeps track of everything else so you never lose sight of a pending task.

Problem.

Have you ever forgotten to follow up on something you promised during a meeting? These situations can lead to delays or misunderstandings that affect productivity.

Sidenote presents itself as the solution to this problem by automating these tasks.

Solution.

Sidenote eases the burden of having to remember all the pending tasks by analyzing your notes, detecting action items, and completing them for you.

Currently, this tool can perform tasks such as:

- Setting up a follow-up meeting for next week.
- Assigning a task to the design team in the project management software.
- Drafting an email to the project team with the new deadlines.
- Adding a "to-do" to finalize a proposal.

Sidenote is compatible with platforms like Notion, Google Docs, Google Calendar, Linear, and many more.

Sidenote aspires to become your personalized AI assistant, automating all the repetitive parts of your daily work. This includes integrating with more platforms and allowing users to create customized automations for unique workflows.

Founders.

Behind Sidenote are Jason, Scott, and Schwinn. They met at a student residence at Stanford University and have been working together on innovative projects ever since.

Website.

<https://www.sidenote.ai>

AI assistant for Processing Work Meetings - company #2

Arcimus

Industry.

Business.

Problem.

Automate note-taking in work meetings.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- AI Agent.

Introduction.

Arcimus emerges as an innovative solution in the world of corporate meetings.

We've all been there: we leave a meeting and realize we've missed valuable information or failed to jot down key points. Arcimus acts as a "second brain", using artificial intelligence to ensure no detail is ever missed.

Problem.

Communication in the corporate realm presents many challenges. One of the main issues is the loss of valuable information after meetings.

Forgotten information can include relevant touchpoints, duplicated tasks, and product feedback, which are essential for an organization's progress and efficiency.

Solution.

Arcimus presents itself as the artificial intelligence bot that joins your meetings and takes notes for you.

It goes beyond being just a note-taker: it allows users to choose what they want to capture from the meeting through a predefined outline or script.

Moreover, Arcimus seamlessly integrates with your favorite note-taking app.

Add it to your meetings, and once the meeting is over, the notes will automatically be generated in your Google Docs.

Founders.

Hussein Syed and Omar are the entrepreneurs behind Arcimus. Together they have identified and addressed a persistent problem in corporate communication, elevating efficiency and organization to a new level in the realm of work meetings.

Website.

<https://www.arcimus.com/>

Legal Teams

AI assistant for Legal Inquiries

Atla

Industry.

Legal.

Problem.

Streamline legal inquiries.

Customer.

Law firms, legal teams.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private knowledge sources.
- Provides links to consulted sources.

Introduction.

Atla is an AI agent designed to simplify and streamline legal inquiries.

This assistant summarizes legal documents, allows users to pose additional questions, and generates reliable answers.

Legal teams in companies like Volkswagen and N26 are already using this AI agent to summarize thousands of documents and gain legal insights.

Problem.

LLMs make mistakes. Legal teams can't afford that luxury.

To avoid errors, corporate legal advisors have overly relied on external law firms, consuming a significant portion of their budgets.

Rigorous legal research is tedious: on average, legal professionals spend 5 hours reviewing 45 documents to answer a single question.

Solution.

Atla empowers legal departments to answer questions reliably.

Simply send a legal inquiry to Atla to obtain concise insights from credible sources, tailored to the specific context.

Atla's AI agent analyzes thousands of pages of legal jargon, enabling in-house lawyers to conduct research in a matter of seconds.

How it works:

1. Enter a legal question, for example, "What are the legal requirements to implement a remote work policy for employees?"
2. Research relevant sources.
3. Receive reliable answers.

Founders.

Roman and Maurice are the entrepreneurs behind Atla. Both, passionate about legal safety in the field of artificial intelligence, are committed to creating AI agents that are useful and reliable.

Website.

<https://www.atla-ai.com/>

Corporate events

AI assistant for Organizing Corporate Events

Nowadays

Industry.

Corporate event organization.

Problem.

Streamline the preparation of corporate events.

Customer.

Corporate event organization teams.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private knowledge sources.

Introduction.

Nowadays is a solution designed to transform the way we plan corporate events, simplifying and automating repetitive tasks and allowing organizers to focus on what truly matters.

Problem.

Corporate event organizers are constantly overwhelmed with calls and emails. With tight schedules and the pressure to ensure a successful event, many are investing in full-time assistants or costly tools that cost them over \$100,000 a year.

Solution.

Nowadays is the first AI agent designed specifically for corporate event planning.

Users simply share event details, and Nowadays automatically handles contacting venues and vendors, managing emails and calls, and ensuring they stay within budget.

Looking for a venue with a golf course? Nowadays has it covered. Need nearby activities? Consider it done. Want to stay under a specific budget? No problem.

What sets Nowadays apart is its ability to adapt and customize according to each client's needs and tastes, offering a truly unique event planning experience.

Among Nowadays' most notable features are:

- Automation of repetitive tasks in event planning.
- Customized and tailored venue and vendor searches.
- Efficient management of emails and calls.
- Adaptive tool that learns from user preferences to offer tailored solutions.

Founders.

The sisters Anna and Amy are the entrepreneurs behind Nowadays. Anna is a software engineer with experience at DoorDash, Amazon, and Datadog, and has organized events for over 1,300 students at MIT.

Amy, on the other hand, has strong experience in strategy and operations roles at companies like Google, Meta, and McKinsey and has organized events for over 2,000 students at John Hopkins University.

Website.

<http://getnowadays.com/>

Chip manufacturing

AI assistant for Chip Manufacturing

Silimate

Industry.

Chip manufacturing.

Problem.

Streamline chip production.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private knowledge sources.

Introduction.

Silimate emerges as a revolutionary tool in the semiconductor world aimed at accelerating and simplifying chip design.

This platform seeks to allow chip designers to spend all their time on the true essence of their work: designing, rather than wasting time on complex workflows.

Problem.

Current chip design poses several challenges.

- It's unintuitive, relying on Makefiles, TCL scripts, and a plethora of knowledge that isn't easy to scale.
- It's fragmented, as every company has numerous ad hoc scripts trying to replicate the bits and pieces of a silicon chip flow, leading to a waste of time and money. These implementations are primitive, fragile, and complicated to maintain or improve.

As a result, chip designers spend between 30% and 70% of their time (depending on where they are in the design cycle) debugging flow errors, writing specific scripts, or analyzing gigabytes of log files.

Solution.

Silimate presents itself as a comprehensive solution for chip design. This platform acts as an AI agent that facilitates the process in the stages of construction, understanding, and experimentation:

- Construction: allows automatic building and running of any part of their simulation/RTL2GDS flows with a toolbox that natively understands silicon dependencies.
- Understanding: automatically analyzes and visualizes results over time, correlating design changes with result quality.
- Experimentation: gathers user-defined parameter constraints and objective metric results, then runs design experiments to optimize.

Founders.

Ann and Akash are the entrepreneurs behind Silimate. Both used to design chips and, thanks to their experience, recognized the challenges faced by these professionals.

Website.

www.silimate.com

Finance

AI assistant for Financial Control

Fynt

Industry.

Business.

Problem.

Streamlining financial control.

Customer.

Controller, Chief Financial Officer.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Secure integration with banking applications.
- Integration with external applications.
- Access to private knowledge sources.

Introduction.

Fynt is a tool that empowers internal financial teams by allowing them to connect all commercial bank accounts, accounting software, and ERPs to accelerate decision-making, extract and enrich data, and automate reconciliation.

Its technology summarizes financial documents and spreadsheets, automates invoice and bank reconciliation, and allows questions about the data, such as "How much did we spend on materials last quarter?"

Problem.

As a company grows, Finance teams are overwhelmed with manual tasks that hamper decision-making. From extracting and categorizing bank and document data to reconciliation, financial teams often have to manually review all banks, invoices, and sales contracts, moving data from one source to another, and eventually dumping everything into a spreadsheet.

When the end of the month or year comes and it's time to report, the process can be overwhelming and tedious.

Solution.

Fynt's AI agent empowers its clients' finance department with automated GPT-driven financial insights, reconciliation, and reporting.

Among Fynt's main functionalities are:

- Connects all of the company's bank accounts, accounting software, and ERPs.
- Workflow automation. Accelerate decision-making, extract and enrich data, and automate reconciliation.
- GPT-driven insights and search capabilities for all your financial data.
- Connects all business bank accounts, ERPs, accounting software, and accelerates decision-making and eliminates manual tasks.
- Fynt summarizes financial documents, analyzes and understands spreadsheets, and automates invoice and bank reconciliation.

Founders.

Nick grew up watching his entrepreneurial parents, who managed a real estate business. He watched as his mother spent hours in Excel reconciling and analyzing numbers into the early morning hours, all to keep the business running and provide his father with a clear view of the finances.

When Nick and Alex started their first business together, they faced the same challenges and longed for a solution that would allow them to focus on being founders and not CFOs. After talking to several entrepreneurs, they understood that the problem persists as the business grows, and the

only "solution" has been to simply scale the finance or accounting department.

Website.

<https://www.fynt.ai/>

Debt collection

AI assistant for debt collection

Respaid

Industry.

Management of small unpaid debts.

Problem.

Streamlining the management of small unpaid debts.

Customer.

Finance departments.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Managing the collection of small invoices is a tedious and annoying task. Respaid, an innovative tool backed by Artificial Intelligence, comes to the rescue offering respectful collection management that allows you to receive up to 9 times more payments, starting with amounts as low as \$5 and working for both B2B and B2C companies.

Problem.

Managing and collecting small overdue invoices can be tricky. If you are too strict, you can offend people, but if you are too lenient, they will not take you seriously.

Respaid has found the perfect balance with an approach similar to that of a lawyer, combined with surprising kindness and direct and simple payments.

As a result, people are willing to pay, and your brand's reputation even improves.

Solution.

Respaid's proposal is to combine a respectful approach (careful contact through a real lawyer) with Artificial Intelligence, which predicts the perfect time, message, and channel to collect your overdue invoices between \$5 and \$5,000.

Customers are surprised to find that your company's lawyer has been kind and facilitated the payment process.

To start, simply provide a simple Excel file, and Respaid takes care of the rest.

Founders.

John, the founder of Respaid, is not alone in this venture. Although he is the sole founder, he is backed by a passionate team of 28 people from 5 different countries.

The motivation to start Respaid arose from a personal experience. In his previous startup, John faced the problem of not being able to collect small debts and noticed that a quarter of startups fail because of them.

Convinced that the solution lay in combining technology and respect, 18 months later, Respaid became number 1 on Trustpilot in the "debt collectors" category, boasting prestigious clients such as 16 unicorn companies.

Website.

<https://www.respaid.com>

Satellite and Aerial Imagery

AI assistant for Analyzing Satellite and Aerial Images

Happyrobot

Industry.

Satellite and aerial image analysis.

Problem.

Streamlining the analysis of satellite and aerial images.

Customer.

Satellite and aerial image analysis.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private APIs.

Introduction.

Happyrobot is an AI agent for the geospatial industry that enables the analysis of satellite and aerial images using simple English queries.

Problem.

Governments, financial institutions, and infrastructure companies invest many hours in the manual inspection of aerial and satellite images, looking for that small but significant detail that could enhance their decisions.

Often, finding such information is like looking for a needle in a haystack.

Solution.

The Happyrobot platform allows users to scan geospatial images by simply typing queries in English, such as "find all industrial storage sites with cargo containers in London" or "count the trucks parked outside all warehouses in San Francisco."

Additionally, it offers the ability to upload an image of something specific one wants to find and then search for similar objects.

Presentation of the Founders.

The entrepreneurial team behind Happyrobot consists of Luis, Javi, and Pablo. Luis and Pablo bring their expertise in AI and ML research, holding Master's and Ph.D. degrees in Computer Vision. Javi complements the team with his MBA and experience as a Chief Financial Officer.

Website.

<https://happyrobot.ai>

Industrial sector

AI assistant for Industrial Data Analysis

Bronco AI

Industry.

Industrial sector.

Problem.

Integration and analysis of information from an industrial company.

Customer.

CEO and CFO of an industrial company.

Technical Components of the LLM Application (LLM App).

- Access to private databases.
- Access to private knowledge sources.
- Data analysis and visualization.

Introduction.

Bronco AI emerges with the ambition to transform the way industrial companies operate, from manufacturing to the supply chain and defense. This platform aspires to be the AI-based operating system that will drive every industrial company.

Problem.

In today's physical economy, there is a vast amount of scattered and untapped information. Industrial companies face the challenge of gathering, analyzing, and efficiently utilizing all this data to improve their operations and make informed decisions.

Solution.

Bronco AI aims to build the AI operating system that will unify and leverage every bit of information in the physical economy. They want every industrial company, regardless of its size, to have access to powerful data

analysis and management tools, similar to what the Palantir platform offers to large corporations.

In the past, the business owner could walk out to the factory floor and see their business. Now they are trapped with a thousand spreadsheets. With Bronco AI, the business owner regains control of the production plant.

Bronco AI offers several systems:

- Lasso, for system integration. Lasso acts as a Universal Data Translator that moves information between all enterprise data systems. It is used by the largest system integrators and IT teams to automate data modeling and pipelining, from inventory to scheduling and invoicing.
- Stampede, for combined operations. Stampede is an Integrable Digital Twin that ranges from the Production Line to Financial Outcomes, unifying the data trail left by all your operations with dashboards, process maps, alerts, and on-demand responses through an LLM model (chatGPT).

Bronco AI complies with the highest standards of information security for its clients.

Founders.

David Zhi LuoZhang and Jeffrey Pan are the entrepreneurs behind Bronco AI. David is enthusiastic about industry and machine learning (Deep Learning). Jeffrey is passionate about industrial economics, artificial intelligence, and the confluence of both.

Website.

bronco.ai

AI assistant for Streamlining Industrial Order Management

Order.link

Industry.

Industrial sector.

Problem.

Streamlining order management for manufacturing companies.

Customer.

Order management team.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.
- Access to private APIs.
- Access to private databases.

Introduction.

Order.link is a startup promising to change how manufacturers interact with their customers via email. This platform uses artificial intelligence to automatically generate pricing, orders, and email responses, thus optimizing response times and reducing errors.

Problem.

Manufacturers derive two-thirds of their revenue from incoming emails, often translating to more than 100,000 emails per month. This massive volume creates a significant workload for internal sales staff, frustrating customers with prolonged response times. Imagine spending an entire week answering emails and copying and pasting order information into another system. Sales employees dedicate at least 30% of their time to this task, leaving less time for face-to-face interactions with customers and revenue-generating activities.

Solution.

Order.link is an AI-driven solution that streamlines key tasks in the sales process. It facilitates faster communication by automatically responding to pertinent emails, such as pricing and delivery time requests. It integrates with existing CRM and ERP systems to automatically generate quotes and orders.

But what truly sets Order.link apart is its ability to effectively identify buyer requirements and match corresponding products, and its integration with communication channels like email and MS Teams.

Among the most notable functionalities of Order.link, the following stand out:

- Extract and validate order information. Order.link understands email conversations, attachments in PDF and Excel, and validates extracted information against your master data. It highlights discrepancies and allows you to identify missing information instantly.
- AI-driven product matching. Order.link's AI analyzes your product information and develops a technical understanding. This means even orders without part numbers can be processed with high reliability. If information is missing for a unique article assignment, options are suggested.
- Manage emails in a central panel. Incoming emails are automatically categorized based on their content and displayed in a central panel. Users are assigned based on the recognized customer. This ensures everyone on your team maintains an overview and coverage during absences.

Order.link is already integrated with the most popular ERP and CRM systems, offering interfaces with established ERP solutions such as SAP R3, SAP S4, MS Dynamics, ABAS, and others.

Founders.

Lucas and Stefan are the visionaries behind Order.link. Both started their first business, an AI enterprise application agency, 5 years ago with the aim of eventually building a SaaS product. During that time, they worked on over 7 product ideas, and with the acquired experience, they launched Order.link upon identifying a clear demand to solve the problem of manual email processing.

Website.

www.order.link

Infrastructure for LLM Apps

Platform to Streamline Vector Databases

Epsilla

Industry.

LLM App Engineers.

Problem.

Vector database speed.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Epsilla is an open-source vector database designed to deliver low-latency searches across billions of vectors. With seven years of experience in building high-performance databases, the Epsilla team introduces a solution that not only offers a wide range of APIs and bindings in multiple languages but also stands out for its speed thanks to its advanced ANN index.

Problem.

The emergence of LLM Models and the evolution of AI agents for planning complex tasks have made high-performance vector databases an essential tool. However, most of these databases use HNSW, a technique that sees a significant decline in its performance when aiming for high search accuracy.

Solution.

Epsilla has reinvented vector search from scratch, focusing on scalability, performance, and cost-efficiency. To achieve this, they have implemented

the state-of-the-art ANN index algorithm that comes from the academic realm. This algorithm leverages intra-query parallel graph traversal technology, outperforming HNSW by a factor of 5x in high-precision query latency in mid-sized (1M) vector spaces and surpassing it by 50 times in large-scale vector searches.

Founders.

Richard Song is the entrepreneur behind Epsilla. With seven years of experience in building high-performance graph databases, Richard and his team are committed to innovation and the development of cutting-edge solutions in the world of artificial intelligence and database management.

Website.

<https://www.epsilla.com/>

Platform to Streamline LLM Apps' Data Governance

Deasie

Industry.

LLM App Engineers.

Problem.

Data Governance for LLM Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Deasie is a platform designed to ensure that only relevant, high-quality, and secure data feeds LLM applications, focusing on Data Governance.

Problem.

As companies deploy LLM models, they face challenges regarding data security, relevance, and quality. Before feeding them into an LLM model, it's crucial to determine whether the data contains sensitive information, if it's relevant to the problem at hand, and if there are any inconsistencies that might skew the outcomes.

Solution.

Deasie offers automatic checks to guarantee data compliance and quality. These checks encompass the verification of Personally Identifiable Information (PII) and proprietary data, as well as assessing the data's relevance, timeliness, and inconsistencies. This way, companies can reliably govern which data gets used in their LLM models.

Founders.

The entrepreneurial team behind Deasie, consisting of Leo, Mikko, and Reece, has a strong background in building AI-based applications. They have previously worked at McKinsey, creating an award-winning product that used AI to enhance data quality in businesses. Additionally, they've developed ML applications at renowned institutions and companies like QuantumBlack, MIT, Amazon, and Mercedes.

Website.

www.deasie.com

No-code platform for developing LLM Apps

Flowise

Industry.

LLM App Engineers.

Problem.

No-code development of LLM Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Flowise is a tool that facilitates the construction of custom LLM flows through a drag-and-drop functionality.

This platform also includes a visual interface to design backends for LLM applications.

Problem.

Recent advances in LLM models like ChatGPT are revolutionizing all sectors.

How can people with a less technical profile learn to use these tools and adapt them to their own needs?

Solution.

Flowise works similarly to LEGO blocks, allowing users to connect different components, such as PDF loaders, OpenAI embeddings, and Pinecone

vector databases, to build their own version of ChatGPT based on their documents.

In this way, the construction process also becomes a learning process. Users can drag and drop any component and interact with it in real time.

It is also possible to use the flow as an API or integrate it into an existing application.

Flowise allows users to create custom tools and add them to databases like Airtable.

Presentation of the founders.

Henry and Yau are the entrepreneurs behind Flowise.

Website.

<https://flowiseai.com>

Platform to accelerate the creation of LLM Apps

VectorShift

Industry.

LLM App Engineers.

Problem.

Accelerate LLM App Development.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

VectorShift is a no-code platform that allows teams to quickly design AI applications.

Problem.

Sales representatives spend a large portion of their time drafting proposals, personalized outreach emails, and researching prospects.

The lack of a platform that allowed the creation of generative AI workflows at scale means they have to develop all their tools from scratch, highlighting the need for a more efficient solution in the market.

Solution.

The VectorShift platform features key characteristics that optimize the creation of AI workflows.

Among its features are:

- The pipeline builder, which allows connecting different nodes such as LLMs, data loaders, and vector databases.
- File handling to process information.
- Implementation acceleration, offering a market of pre-built workflows.
- The possibility of reusing previous components.
- Creating and integrating chatbots with simple clicks.

Thanks to its public marketplace, users can access pipelines already refined by others and share their own.

Founders.

Alex Leonardi and Albert Mao share a solid academic background, having studied Computer Science and Statistics together at Harvard.

Alex, with a career that includes a stint at Blackstone as a data science analyst, has deployed AI/ML solutions for various companies.

Albert, on the other hand, has worked at McKinsey, assisting large organizations in their digital transformation and renewing the GTM strategies and products of various enterprise software companies.

Website.

www.vectorshift.ai

Platform to streamline GPU availability

Shadeform

Industry.

LLM App Engineers.

Problem.

Facilitates GPU availability.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Shadeform emerges as a solution for teams facing a lack of GPU availability.

Through a unified platform and API, it allows access and deployment of GPU workloads to any provider, ensuring that inference and training jobs run on time and at optimal cost.

Problem.

The explosive demand in ML training and inference has resulted in a severe shortage of GPUs.

Major platforms such as AWS, Google Cloud, and Azure often face unavailability and high costs. While smaller cloud providers offer alternatives, these tend to be unstable in terms of capacity, with scattered interfaces and non-standardized operating systems, complicating their large-scale adoption.

Solution.

Shadeform envisions a future where teams are never hindered by the capacity and features of their current GPU provider. Its goal is to ensure consistent and efficient access to GPU resources, regardless of the platform or provider.

Shadeform unifies all GPU providers into a single platform. Users can:

- Manage GPU instances from any provider from a single dashboard.
- Receive notifications and view prices, setting up auto-reservations when needed machines become available.
- Deploy and connect via SSH to machines from any provider with a single click.
- Use a simple and unified API.

Founders.

Ronald, Ed, and Zach are the entrepreneurs behind Shadeform. Their combined experience, ranging from building and operating critical cloud infrastructure services on AWS and Azure, to understanding the intricacies of handling infrastructure as clients at companies like Robinhood and Capital One, gives them a unique perspective and a motivation to simplify multi-cloud ML infrastructure.

Website.

<https://www.shadeform.ai/>

Platform for Optimizing Embeddings - company #1

Neum AI

Industry.

LLMs.

Problem.

Embedding optimization.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Neum AI emerges as an advanced solution for companies seeking to maintain accurate and updated context in their LLM-based applications.

Through intelligent tools, it allows organizations to connect and manage contexts from various data sources and efficiently synchronize them in vector databases.

Problem.

During the development of generative artificial intelligence applications, it is crucial to provide models with an appropriate context to obtain accurate answers. This context must be precise and up-to-date.

If a vector database is outdated, search results might not be optimal, affecting the quality of the provided context.

Many developers are reluctant to maintain synchronization mechanisms between multiple data stores, especially when dealing with a large number of documents and constantly changing source data.

Solution.

Neum AI facilitates the optimization of large-scale data embeddings, helping LLM applications to have an accurate and updated context.

Among its main features are:

- You can securely load your data and have it automatically replicated in your vector stores. Role-based access controls ensure only the right individuals can access specific vectors.
- Use built-in connectors for data sources like Amazon S3 and Azure Blob Storage, as well as vector stores like Pinecone and Weaviate.
- Automatically update your vectors as your data changes, ensuring your context is always correct.
- Enhance your data flow by transforming and embedding your data with built-in connectors for embedding models like OpenAI and Replicate, and serverless functions like Azure Functions and AWS Lambda.
- You can bring your own embedding models, vector stores, and sources.
- You can even run Neum AI in your own cloud.

Founders.

Kevin and David, the founders of Neum AI, met 10 years ago during their college studies. Both share a passion for technology, from building bots to automate tennis court booking systems to inventing new culinary recipes.

David has over 5 years of experience at Microsoft, where he focused on enhancing the developer experience for Azure Communication Services. On

the other hand, Kevin worked at Microsoft for over 6 years building Big Data and AI platforms from scratch.

Website.

www.neum.ai

Platform for optimizing embeddings - company #2

Isocode

Industry.

LLM App Engineers.

Problem.

Launch embedded systems at a speed 10 times faster.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Isocode is the ultimate tool designed for the 1.5 million firmware developers worldwide.

This platform allows hardware companies to launch embedded systems at a speed 10 times faster, automating low-level programming.

Problem.

Developing embedded software always takes longer than expected, causing delays in many projects. Embedded programming has unique challenges:

- Hardware limitations require custom embedded software for each system, considering constraints like memory, time, processing power, and storage.
- Hardware integration with physical devices like sensors complicates development and requires a deep understanding of the hardware.
- Information is scattered and often incomplete in documentation, hardware data sheets, manuals, codes, and errata.

- There is a lot of repetitive work, as engineers often write similar software for the same hardware but for different applications and business contexts.
- Every piece of hardware carries an underlying layer of firmware that drives essential things in our world: rockets, satellites, electric vehicles, drones, robotics, and much more.

Solution.

Isocode has developed a solution that analyzes user manuals and engineering data to form an intermediate representation (IR) of the hardware.

It builds specialized LLM machines that operate locally to accelerate firmware development:

- Automates low-level tasks (e.g., generates header files).
- Generates bare-metal or RTOS driver implementations.
- Produces unit tests, documentation, and code snippets.
- Analyzes data sheets and programming manuals.

Founders.

Ryan and Andrew are the entrepreneurs behind Isocode. They met while working at SpaceX, where they developed firmware for over a million Starlink antennas. Their experience in embedded systems on critical projects led them to create the tool they always wished to have in their arsenal.

Website.

<https://www.isocode.com/>

Platform for evaluating LLM Apps

Hegel AI

Industry.

LLMs.

Problem.

Evaluation of LLMs.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Hegel AI emerges in response to the growing need for tools to continuously evaluate and test large language models (LLMs), especially with the constant proliferation and evolution of these models.

With over a thousand downloads per week since its launch, Hegel AI positions itself as an essential tool for developers working with language models.

Problem.

Developers face ongoing challenges when working with language models like "is Llama 2 really better?" or "is GPT-4 getting worse?"

Model drift issues, the emergence of new models, and inadequate evaluation systems pose constant dilemmas. Besides academic metrics and superficial evaluation, there is no solution for continuous regression testing of LLMs or experimentation. The complexity of LLMs and related tools make objective comparisons difficult.

Solution.

Hegel AI is an open-source platform for evaluating LLMs. Developers can use Hegel AI to monitor GPT-4 regressions, audit models in terms of safety, and measure the performance of vector databases.

Developers can set up experiments in notebooks and scale those experiments into reusable test suites. Furthermore, Hegel AI offers multiple evaluation strategies, from self-evaluation with another model to structured output validation or semantic similarity with an expected output.

PromptTools is Hegel AI's open-source toolset. They are self-hosted for experimenting, testing, and evaluating LLMs, vector databases, and prompts.

In just a few lines of code, you can test your prompts and parameters on different models (whether you use models from OpenAI, Anthropic, or LLaMA). You can even evaluate the retrieval accuracy of vector databases.

Hegel AI does not forward LLM calls to a server before sending them to OpenAI, Anthropic, etc. The source code will run on your machine. Any calls to LLM APIs will run directly from your machine without any forwarding.

The main idea is to allow developers to evaluate using familiar interfaces like code, notebooks, and a local playground.

It provides integrations with many commonly used APIs, including vector databases (chroma, weaviate, lanceDB, drant), LLMs (OpenAI, Llama2, Anthropic, HuggingFace, PaLM2), and frameworks like LangChain and mindsdb.

Founders.

Kevin Tse and Steven Krawczyk met 9 years ago at the University of Chicago. Their paths crossed again post-graduation when both were working on PyTorch, an open-source deep learning library, at Meta and Google. Both worked on the core library, data loading, and the XLA compiler library. Before that, they had experience at Amazon and Bridgewater Associates.

Website.

hegel-ai.com

Platform to streamline fine-tuning of LLM Apps - company #1

Taylor AI

Industry.

LLMs.

Problem.

Fine-tuning Open Source LLMs.

Customer.

Software engineering teams.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.
- Allows companies to fine-tune Open Source LLMs with their private data and have full control of their LLM.

Introduction.

Taylor AI emerges as a revolutionary tool for companies looking to make the most of Open Source LLMs.

Taylor AI enables companies to fine-tune these LLMs in a matter of minutes, freeing up Data Science and Engineering teams from tedious work or keeping up with every new LLM that hits the market.

Problem.

Companies face several challenges when working with LLMs.

On one hand, traditional methods like prompting are fragile and do not guarantee accurate and consistent results.

Fine-tuning proprietary LLMs carries risks such as potential exposure of sensitive data and high costs.

On the other hand, adjusting one's LLM is a complicated task that demands expanding the machine learning team, setting up training infrastructures, and constantly updating with every new Open Source LLM that emerges.

Solution.

Taylor AI offers a comprehensive solution: it allows companies to fine-tune Open Source LLMs with their private data and have complete control over their models.

With Taylor AI, companies have access to the best Open Source LLMs, can start a tuning session in minutes, own their weights, and deploy according to their terms and security standards. Moreover, Taylor AI removes usage-based pricing structures since the model is owned by the company.

Founders.

Ben and Brian are the entrepreneurs behind Taylor AI. Together they share the vision that the future of artificial intelligence for companies lies in specialized and efficient Open Source LLMs, rather than generic solutions like ChatGPT.

Website.

trytaylor.ai

Platform to streamline fine-tuning of LLM Apps - company #2

OpenPipe

Industry.

LLM App Engineers.

Problem.

Streamline the fine-tuning process of LLM models.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

OpenPipe simplifies fine-tuning an LLM model to your use case.

Problem.

General-purpose LLM models like GPT-3.5 and GPT-4 have significant limitations in speed (latency) and cost.

Solution.

Small models fine-tuned to a specific instruction are highly efficient and excel in many tasks, especially in data extraction and classification.

For instance, in a project classifying recipes, the OpenPipe model could determine that a recipe requiring sautéed mushrooms needs a certain component despite not being explicitly trained for it. This model outperformed GPT-3.5 in accuracy and reached 95% of GPT-4's performance, all at a cost 50 times lower.

OpenPipe has created an infrastructure that simplifies the model fine-tuning process, allowing users to develop, gather data, train, and ultimately deploy their own fine-tuned model.

Founders.

Kyle and David are the entrepreneurs behind OpenPipe. Both faced the limitations of LLM Models in their respective previous projects, leading them to seek a more efficient and cost-effective solution. From their experiences and challenges, the idea of OpenPipe was born, aiming to overcome the cost and speed barriers presented by traditional LLM models.

Website.

www.openpipe.ai

Platform to streamline fine-tuning of LLM Apps - company #3

Trainy

Industry.

LLM App Engineers.

Problem.

Speeds up fine-tuning and deployment of LLM Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Trainy is the ultimate tool for those looking to fine-tune and serve LLM models swiftly.

Problem.

Third-party LLMs like Anthropic or ChatGPT, while powerful, pose challenges for certain business applications. Among them are privacy and compliance constraints - which prevent sending protected data to APIs - and large-scale economics, as at high usage volumes it's more cost-effective to host internally than rely on an external API.

Trainy seeks to address these issues by handling the provisioning of GPU instances across various providers.

Solution.

Trainy, built on top of SkyPilot, manages the provisioning and orchestration of instances across a variety of cloud providers, from AWS and Azure to IBM and Cloudflare.

Just provide your cloud credentials to see your LLM take off.

The fine-tuning process has been simplified to a single command, and Trainy looks for the necessary resources among the enabled providers, then saves the model in object storage.

For service, Trainy allows you to serve HuggingFace models or models trained in minutes, and integration with LLM application frameworks is straightforward, simply changing the API endpoint URL and key.

Founders.

Andrew Aikawa and Roanak Baviskar are the entrepreneurs behind Trainy.

Website.

<https://trainy.ai/>

Platform to streamline the integration of LLM Apps with external APIs

SID.ai

Industry.

LLM App Engineers.

Problem.

Streamline the integration of LLM Apps with external APIs.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

SID is a solution designed to simplify and accelerate the process of integrating LLM Apps with external APIs.

It greatly reduces integration and data processing times, allowing developers to focus on improving their products.

Problem.

Companies like Jasper spend months integrating sales data, email, and customer documents. Ingesting and interpreting this data present significant challenges.

Ingestion involves a lot of manual work and maintenance, while interpretation - which includes entity recognition, relationship modeling, and managing different types of data - is even more complex and requires specialized skills in LLM.

There are also concerns related to compliance and privacy.

Solution.

SID simplifies the entire data integration process. It offers developers a button to connect their client's data and an API to ask questions about that data.

SID handles data ingestion, interpretation, and storage, eliminating the need for developers to worry about the complexities and peculiarities of APIs and databases.

To ensure privacy, all LLMs used for analysis are hosted autonomously. SID has already processed more than a million API calls with fast response times.

Highlighted features:

- Data integration in an afternoon.
- Quick responses through the API.
- No additional infrastructure or maintenance required.
- Complies with privacy and security standards.

Founders.

The SID team is made up of individuals with varied skills and experiences. Lotte can fly a plane but can't drive a car, Georgijs is a Vim advocate and built his own compiler at MIT, Lukas turns ideas into products at an impressive speed, and Max is a natural researcher who never stops digging until he finds answers.

Website.

<https://www.sid.ai/>

Platform to accelerate the development of LLM models

Automorphic

Industry.

LLM App Engineers.

Problem.

Streamline the LLM model development process.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Automorphic is the solution for developers looking to quickly build and improve customized LLM models.

Its LLM enhancement platform transforms raw data into a self-improving, secure, and production-ready LLM model in a matter of minutes.

Problem.

Even for tech giants like Google and Meta, taking a model from the research phase to production can take between 12 and 18 months.

These models go through a series of successive improvements that include supervised fine-tuning, alignment according to human preferences, removal of unnecessary weights, etc.

They undergo continuous enhancements using techniques like RLHF and periodic readjustments to control data drift.

This detailed and prolonged process is unattainable for most companies that can't wait that long to bring a customized LLM to production, even if they have the necessary talent.

Solution.

Automorphic provides an accessible and effective solution. Developers simply load their raw text data and start initial fine-tuning with that data, with the option to continue as needed.

With just a line change, they can switch from the OpenAI API endpoint to Automorphic's.

Developers have the opportunity to test inferences on their models and enhance them using RLHF.

Additional data can be used to train adapters and combine them as desired.

After the process, the custom models can be published on the hub for others to test.

Developers own the model weights, allowing them to train and run inferences on their own cloud if they prefer.

Founders.

Govind, Maaher, and Mahesh are the entrepreneurs behind Automorphic.

Website.

<https://automorphic.ai/>

Platform enabling pause/migrate/resume for compute jobs

Cedana

Industry.

LLM App Engineers.

Problem.

Enable pause/migrate/resume for compute jobs.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Cedana is like a pause/migrate/resume button for compute jobs.

It serves as a solution to the recurring problem of losing important compute jobs due to infrastructure failures, especially for long-duration compute jobs.

It also efficiently addresses issues related to cost, GPU utilization, and cold start times.

Problem.

Imagine you're running a compute job that has been going for 20 hours and right as it's finishing, an issue with your pipeline forces you to restart from scratch. Such problems not only represent a loss of time but also a financial loss.

Poor resource utilization can inflate operational costs, and if you manage a cluster of thousands of GPUs, underutilization can mean wasted money while demand continues to rise.

Moreover, cold start times can affect customer satisfaction and their reliance on your solution.

Solution.

Cedana's proposition is to offer real-time migration for computing. This solution allows for scheduling and automatically moving workloads between instances and providers without disruptions or failures.

Its key benefits include maximizing utilization to save costs, dynamic allocation of computing resources between inference and training, thus avoiding having to rerun jobs from scratch due to failures in infrastructure, memory, or pipeline.

Cedana also addresses the cold start issue by enabling rapid auto-suspend-resume and automatically manages new instances in case of revocation or failure.

Founders.

The entrepreneurs behind Cedana are Neel and Niranjana. Their team has built real-world robotic systems and large-scale computer vision systems at companies like 6 River Systems/Shopify and MIT.

They have led the development and commercialization of NLP for clinical workflows used in patient care. They have also contributed publications in computer vision, computer graphics, robotics optimization, and aerospace controls, and hold patents in AI use cases for grid energy management, optimal battery control, and healthcare.

Website.

<https://cedana.ai>

Platform for optimizing prompt engineering

Parea AI

Industry.

LLMs.

Problem.

Optimize prompt engineering.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Parea AI emerges as the essential platform for developers focused on debugging and monitoring all stages of LLM application development.

It offers capabilities for debugging, testing, evaluation, and monitoring in a single platform, allowing developers to get clear visibility into the LLM model's responses, quickly optimize prompts, and ensure a quality user experience.

Problem.

Despite the immense potential of LLMs, their practical application can be complex. Crafting precise prompts, building effective chains, and optimizing their performance requires multiple tools and deep learning, leading to decreased productivity and increased time to market.

Solution.

Parea is a prompt engineering platform designed to simplify the creation and management of LLM Apps. On it, one can experiment with different

versions of prompts, evaluate and compare prompts through a series of tests, optimize prompts with a single click, share, and more.

Among its main features, the following stand out:

- Compare prompts through tests with evaluation.
- Import tests in CSV format and define customized evaluation metrics.
- Automatic optimization of prompts and templates.
- View and manage all versions of prompts and create OpenAI functions.
- Capability to access all your prompts programmatically, including observability and analytics. Determine the costs, latency, and effectiveness of each prompt.

Parea is aimed at developers, AI enthusiasts, and organizations looking to leverage the power of LLMs. Whether for a small team working on an LLM-driven product or a large company developing complex LLM-powered applications, Parea simplifies the process and boosts productivity.

Founders.

Joel and Joschka are the entrepreneurs behind Parea AI.

Joel has traveled a diverse path from being a researcher in microbiology to working at J.P. Morgan, to learning Russian in Moscow and honing his programming skills at Lyft.

On the other hand, Joschka published an article in the prestigious Journal for Number Theory at 17, graduated from college at 19, and completed his master's at NYU as a Fulbright scholar. With experience in computer vision and LLMs, Joschka found in Parea the solution to the challenges he faced in debugging and building LLM applications.

Website.

<https://www.parea.ai>

Platform to securely use LLM Apps with your data

Mano AI

Industry.

Business.

Problem.

Use LLMs with your data securely.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- Infrastructure for secure use of LLMs.

Introduction.

Mano AI is a solution that allows businesses to run Large Language Models (LLMs) with their own data without leaving their cloud.

The platform provides the necessary integrations and controls to move forward quickly and ensure information security.

Problem.

Businesses are eager to use LLMs on their data. However, they face the dilemma of exposing all their information to a third-party service or investing time and resources in building an ML team.

To effectively harness LLMs on business data, a robust data layer is essential that converts business data into a format that LLMs can interact with. Additionally, finetuning LLMs with business data and developing distilled models specialized for specific use cases is necessary.

Solution.

With Mano AI, you can use LLM with your company's data securely, all within your own cloud.

Among Mano AI's most prominent features, the following stand out:

- Enterprise Quality. We'll implement the entire system in your cloud. Embed, vectorize, and query all your data with all the access controls you need.
- Secure. On-Premises. Your data is your main asset, so make sure they never leave your cloud. We deploy directly to your cloud so you remain fully compliant and risk-free.
- Easy. Managed Vector stores. We can host and manage major open-source vector stores like Qdrant and Weavite. This means you don't have to worry about updates or scalability since we host them in your cloud. We also support existing managed solutions from AWS, Azure, and DataStax.
- Powerful. Fine-tuned models. We're agnostic about the LLM model you want to use and offer support for LLMs fine-tuned to your company's data. This means you can choose any LLM model for each of your use cases.
- Scalable. Petabyte Scale. Got TB's of data? No problem, with our proprietary technology we only embed the data you need, when you need it.
- Real-time Updates and Synchronization. Maintain a "Second Source of Truth" by updating only your modified embeddings. The "Second Source of Truth" is all your company's knowledge in a form accessible by LLMs.
- Enterprise Access Controls. Keep all access and security controls to ensure your employees have the right access.

Founders.

Nico and Omar are the entrepreneurs behind Mano AI. Nico contributed to building Amazon's largest GPU cluster, while Omar developed tools for Prime Video and Last Mile in the same company. Their collaboration began two years ago, working on projects for entities like the FBI and CMS.

Website.

www.usemano.com

Platform to manage LLM Apps with security and privacy

Kobalt Labs

Industry.

LLM App Engineers.

Problem.

Privacy and security of LLM Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Kobalt Labs introduces a solution that allows businesses to use GPT and other LLMs securely without compromising data privacy.

Problem.

Using LLM models like GPT on private data carries significant risk.

Businesses, especially in the healthcare sector, find challenges in adopting LLMs due to data security and privacy issues.

The accidental exposure of Personally Identifiable Information (PII), Protected Health Information (PHI), and other sensitive data is a critical concern.

Solution.

Kobalt Labs offers an API that is model-agnostic and:

- Anonymizes and replaces sensitive data, including custom entity types, in structured and unstructured inputs.
- Can substitute PII with equivalent synthetic data ensuring consistent behavior with the original content.
- Continuously monitors model output for potential leaks of sensitive data.
- Detects user inputs for instruction injections or malicious activities.
- Aligns model usage with compliance frameworks and data privacy standards.

Kobalt Labs focuses solely on maximizing data security and privacy, minimizing latency.

All information is encrypted, does not retain user inputs, and has high performance in protection against injections and PII detection.

It uses multiple models with different performances and speeds, filtering inputs through a cascade of models to accelerate the process.

It is compatible with OpenAI, Anthropic, and user-hosted models.

Website.

www.kobaltlabs.com

Platform to simplify the use of Stable Diffusion in LLM Apps

Vango

Industry.

AI Applications.

Problem.

Simplify the use of Stable Diffusion in AI applications.

Customer.

AI Application Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for AI Applications.

Introduction.

Vango promises to revolutionize the world of artistic AI by offering a faster and more efficient solution for building and evaluating Stable Diffusion workflows in applications.

Stable Diffusion is a machine learning model developed to generate high-quality digital images from natural language descriptions (prompts).

Now, developers can rely on Vango to implement Stable Diffusion in minutes and achieve high-quality images in record time.

Problem.

Artistic AI generated by models like Stable Diffusion, with its ability to produce unique and highly customizable images, has captured the imagination of many.

Sadly, deploying and maintaining Stable Diffusion in applications is a tedious task. AI application engineers face challenges like selecting the right models, hyperparameters, and prompts, adding safeguards against unwanted images, and setting up high VRAM GPUs to efficiently run Stable Diffusion.

Solution.

Vango comes to the rescue with a platform that drastically speeds up the process of building and evaluating Stable Diffusion models with standout features such as:

- Build workflows and deploy as an API. Vango allows creating generators and deploying them as a scalable API in a matter of seconds.
- Fine-tune hyperparameters. The platform aids developers in evaluating models quantitatively, tracking metrics across thousands of prompts including not-safe-for-work content, crossed eyes, deformed limbs/phalanges, cropped faces, and prompt alignment. For a more detailed analysis, Vango allows filtering images based on specific failure modes, enabling developers to quickly identify and correct issues.

Founders.

Eshaan and Rajen have worked on joint projects for over 3 years. While Eshaan has researched areas like multimodal models and low-power visual detection systems, Rajen has developed software at companies like Amazon, Nuro, and Two Sigma.

Website.

vango.ai

Staging environment for LLM Apps

Talc

Industry.

LLM App Engineers.

Problem.

Staging Environment for AI Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- Infrastructure for LLM Apps.

Introduction.

Talc provides tools that allow for intuitive debugging and testing of LLM applications.

Problem.

The development of LLM systems still presents significant challenges. Prompt engineering is a trial-and-error laden process, and debugging and regression testing of chains become tedious and complicated manual tasks.

Solution.

Talc proposes a novel approach: the ability to replay any session the AI has had and adjust it to perfection.

The need to copy and paste into a test space is eliminated; instead, sessions can be re-run exactly as they occurred and deeply understood in terms of their potential outputs.

If there's an error in message 20, for example, it's possible to access that context immediately and start resolving it.

Founders.

Matt and Max are the entrepreneurs behind Talc.AI.

Matt has extensive experience as an engineer at companies like Facebook and Airbnb, where he worked on electoral integrity projects and detecting foreign interference campaigns.

On the other hand, Max was the technical lead for a team of 30 people at Facebook.

Website.

<https://talc.ai>

Platform to streamline testing and maintenance of LLM Apps - company #1

Baserun.ai

Industry.

LLM App Engineers.

Problem.

Testing and maintaining LLM Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Baserun.ai is a platform for testing and maintaining LLM applications.

Problem.

Creating LLM applications is a novel and still quite complex task for software developers.

Selecting the right model and its optimal configuration can be overwhelming.

Debugging complex workflows, especially those that mix chained requests with calls to third-party APIs, is another significant challenge.

And as if all that wasn't enough, maintaining a production application is no minor challenge.

Solution.

By installing the Baserun SDK, developers get a comprehensive platform to test and maintain their LLM application.

This tool provides complete visibility of end-to-end tests and the user journey.

It also allows viewing the exact sequence of calls, duration, and cost, including both custom functions and third-party API calls.

One of its standout features is its intuitive and flexible interface, which facilitates side-by-side test comparison, direct request editing, and test reiteration from the same interface.

Founders' presentation.

Effy Zhang is the entrepreneur behind Baserun.ai.

Website.

<https://baserun.ai>.

Platform to streamline testing and maintenance of LLM Apps - company #2

Chatter

Industry.

LLM App Engineers.

Problem.

Streamline the process of creating, testing, evaluating, and versioning LLM Apps.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Chatter is a platform designed to assist developers in creating, testing, evaluating, and versioning LLM applications.

Problem.

With the rise of LLM applications, many developers face the challenge of refining and testing their models to ensure accuracy and performance.

Issues like incorrect answers or hallucinations in results are common.

Without a proper tool, the iteration and testing of these models become a tedious and arduous task.

Solution.

Chatter offers a comprehensive platform for testing LLM Apps, highlighting the following functionalities:

1. Fast building and iteration: users have access to multiple base models, LLM chaining, formatted answers, and more, all without writing a single line of code. Plus, calls can be exported to the preferred programming language.
2. Testing across hundreds of inputs: Allows building a test set as extensive as needed and executing it with a single click. Assertions can be added for each LLM call, and automatic evaluation uses methods ranging from regular expressions to LLM-powered ones. Everything is versioned in one place for easy comparison.

Founders.

Anish and Kasyap are the duo behind Chatter. They met at UPenn and ventured together into the world of LLMs. After working on several projects, they identified that testing LLM Apps was a growing problem and created Chatter in response.

Website.

www.trychatter.ai

Platform to streamline testing and maintenance of LLM Apps - company #3

Giga ML

Industry.

LLM App Engineers.

Problem.

Pre-train and fine-tune enterprise-level LLM models on-premise.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Giga ML is a platform designed to pre-train and fine-tune enterprise-level LLM Models on-premise.

With features like high-speed inference, secure on-site deployment, and compatibility with OpenAI's API, Giga ML offers significant cost savings and faster performance compared to similar solutions on the market.

Problem.

Implementing and experimenting with open-source LLMs, like the MPT and Llama models, is fraught with challenges.

From the difficulty of fine-tuning for optimal performance to navigating hyper-complex parameters, the process is far from straightforward.

In addition to these technical obstacles, there's the issue of privacy: processing data on external servers can lead clients to become distrustful.

Solution.

Giga ML is here to alleviate the stress of fine-tuning and deploying LLM applications. After conducting over 300 experiments to perfect the process, it addresses these challenges in the following ways:

- Fine-tuning: they've cracked the code for efficient model fine-tuning.
- High-speed inference: their solutions deliver answers 300% faster than the GPT-4 API.
- Privacy: they offer secure on-site deployments, keeping clients' trust intact.
- Cost savings: reduce your expenses by 70% compared to using the GPT-4 API.
- Compatibility with OpenAI's API: GigaML's API seamlessly integrates with OpenAI's.

Founders.

Esha Manideep and Varun Vummadi, co-founders of Giga ML, met in their freshman year at IIT Kharagpur. Fresh out of college, Varun turned down a PhD offer from Stanford and Esha left her job as a systems engineer at a high-frequency trading firm to embark on this ambitious project.

Website.

www.gigaml.com/

Platform to streamline training and deployment of LLM Apps

Haven

Industry.

LLM App Engineers.

Problem.

Streamline training and deployment of Open Source AI applications.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Haven emerges as a solution for those looking to deploy large-scale language models (LLMs) on their own infrastructure, without relying on external providers.

Offering a user experience similar to serverless solutions like Replicate or Huggingface Inference Endpoints, Haven manages your infrastructure, ensuring you have full control over your data and maximizing your cloud credits.

Problem.

Many companies want to use LLMs, but they don't want to rely on third parties as this makes them dependent and presents significant privacy risks.

However, deploying these models internally is not an easy task. Engineers have to deal with CUDA environments, write and containerize efficient code to serve it, and expose it as an API server.

And scalability is another level of challenge. Haven arrives to fill this void, offering simplicity, reliability, and scalability, but with the security of operating on the client's infrastructure.

Solution.

Haven is built on Kubernetes, which makes it scalable and reliable in production environments. The deployment process with Haven is simple and consists of three steps:

1. Upload a Service Account Key: this gives Haven permission to manage your resources in the cloud. Internally, Haven will set up a Kubernetes cluster in your cloud environment.
2. Configure Your Deployment: you select your model, choose the GPUs you want to use, and configure scalability behavior. Haven will handle setting the model on your Kubernetes cluster.
3. Enjoy Your Model: in a matter of minutes, your LLM will be operational. Haven deployments offer fast inferences and advanced features, such as input bundling for efficient service, allowing you to integrate them immediately into your application.

Founders.

Konstantin and Justus are the entrepreneurs behind Haven. They met during their first year of college and have since developed multiple projects together.

Justus, an AI researcher, has been working on LLMs since 2020 and has been a member of AI labs at UC Berkeley and ETH Zürich, publishing in leading research conferences.

Konstantin, with experience as a software engineer before starting his university studies, has built infrastructures to handle requests from millions of daily users on Germany's leading social network.

Website.

<https://haven.run>

Platform to streamline Typescript with LLM Apps

Axflow

Industry.

LLMs.

Problem.

Streamline the development of LLM Apps with the Typescript framework.

Customer.

LLM App Engineers.

Technical Components of the LLM Application (LLM App).

- LLM Apps Infrastructure.

Introduction.

Axflow is a framework designed for the artificial intelligence engineer of the future: a product-focused TypeScript developer.

It provides a set of modular libraries that can be adopted incrementally and that together form a comprehensive and opinionated framework for the development of LLM Apps.

Problem.

A growing trend in the field of artificial intelligence is the shift from generating models internally to using foundational models hidden behind APIs, such as chatGPT, Midjourney, or LLama2.

This evolution has led AI teams to evolve from Python-focused data scientists to product engineering teams resembling full-stack web developers coding AI applications in TypeScript.

Many corporate clients have expressed that their product teams are now responsible for designing and launching new AI initiatives, particularly those related to LLMs.

However, given the recent explosion of LLMs, these product engineers still lack the necessary tools to implement AI features quickly and safely.

Solution.

Axflow offers a set of modular libraries for the development of LLM Apps.

It is aimed at TypeScript developers who wish to build and operate production-level AI applications.

They recently launched their first two modules: axgen, focused on data ingestion and retrieval, and axevel, focused on continuous evaluation and quality monitoring.

The team will soon focus on model service and monitoring, two crucial components that will enable integrating production data into continuous evaluation flows, empower companies to run open-source models internally, and allow developers to have clearer insight into their AI applications.

Founders.

Ben Reinhart and Nicholas Charriere met at Cruise, a renowned self-driving car company, where they spent 4 years on the ML platform team. During their tenure at Cruise, they observed the productivity losses resulting from a fragmented ML organization.

They subsequently spent years designing and building a standardized framework and personally experienced the productivity boost that arose from adopting this framework.

Website.

<https://axflow.dev>

AI Engineers

AI assistant for Development and Deployment of large ML models

CambioML

Industry.

Data Science and Machine Learning.

Problem.

Streamline development and deployment tasks for large ML models.

Customer.

Data Science and Machine Learning teams.

Technical Components of the LLM Application (LLM App).

- Access to private APIs.

Introduction.

CambioML aims to facilitate data scientists in building and deploying machine learning models in large-scale companies, offering functionalities that range from data collection to model evaluation and deployment.

Problem.

There is a lack of quality tools for the development and deployment of large machine learning models.

In a large tech company, taking a model from development to production requires multiple specialized roles: from scientists developing the model, through data annotators and software engineers, to front-end engineers.

Current tools do not address common pain points in the end-to-end process, such as discrepancies in data formats or difficulties in evaluating models beyond academic metrics.

Solution.

The proposed solution is Pykoi, an open-source library that simplifies the data annotation and collection process, facilitates model evaluation and deployment, and allows scientists to create user interfaces from Python without needing front-end knowledge.

This tool eliminates the need to transfer annotated data between Excel sheets and models, allows for fine-tuning and improving models with a few lines of code, and also includes deployment options to run tasks at a maximum cost on any cloud.

Founders.

Jared and Rachel are the entrepreneurs behind CambioML. They met while working at AWS AI, where they developed models that served approximately one million Amazon employees.

Driven by the mission to facilitate the construction of foundational models, they embarked on this project that seeks to simplify and optimize the processes of ML model development and deployment.

Website.

<https://www.cambioml.com/>

Integration Engineers

AI assistant for Integration Engineers

Inlet

Industry.

Integration Engineers.

Problem.

Streamline the work of Integration Engineers.

Customer.

Integration Engineers.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to external APIs.

Introduction.

An integration engineer has the somewhat ambiguous task of developing and integrating the hardware, IT systems, and software that organizations use.

Inlet is an AI platform for integration engineers, assisting them from orchestrating APIs to training customized AI models. Inlet helps build integrations quickly.

Problem.

Automating internal operations is a tricky task. Most employees in operations roles cannot automate work on their own.

Simple tasks can be automated quickly with no-code tools, but the more complex work often falls to engineers and consultants. These professionals are costly and often have to focus on the core product rather than building integrations.

Solution.

Among the most notable features of Inlet are:

- AI Automation Agent: Describe any manual process in clear, simple language, and Inlet will build a repeatable automation that connects to any app or data source.
- Tools for Development and Deployment: Inlet handles code generation, hosting, and connecting your app accounts so you can focus on the details of your task. You can inspect and edit workflow operations in the user interface or dive into the code if you prefer.
- Auto-debugger: Inlet brings testing into the AI era. When it detects errors in your workflow or when you indicate something went wrong, Inlet rewrites the relevant code and fixes it before you implement it.
- Document Engine: For more complex tasks, such as PDF analysis, text classification, and text generation, you can add custom AI models to your workflow instantly. Inlet makes it easy to add training examples or build human-in-the-loop systems so it learns to process documents exactly the way your team does.

Founders' presentation.

Sean Adler is the entrepreneur behind Inlet. His dedication and focus on solving the challenges of operation automation are evident through the creation of Inlet.

Website.

<https://getinlet.ai>

Marketing

AI assistant for answering surveys

Roundtable

Industry.

Surveys.

Problem.

Using pre-trained LLMs to answer surveys.

Customer.

Market research companies, Marketing Teams.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private databases.
- Access to private applications.

Introduction.

Roundtable is an innovative solution that revolutionizes the market research process by simulating responses to online surveys in a matter of seconds.

Problem.

Surveys are essential tools for obtaining customer feedback, but they are often costly in both time and resources.

Creating, designing, and executing quality surveys can take months and cost more than \$10,000. This often leads agile teams to overlook valuable data or make decisions based on low-quality results.

Solution.

Roundtable is built on the premise that LLMs are models that predict human behavior. Because they are trained on the internet, LLMs can

simulate populations and subpopulations with fairly accurate precision, as several scientific studies have shown.

Roundtable is based on the idea that LLMs trained on proprietary customer data lead to extremely useful simulations of your customers.

We built a demo integrating GPT with the General Social Survey. By cross-referencing our results with proprietary data sets, we found that we are quite accurate in predicting the behavior of online populations (which makes sense, since LLMs are pre-trained with internet data).

Roundtable takes care of automating survey responses in seconds. The system is based on LLM models trained on carefully selected survey datasets.

Additionally, it offers an intuitive design interface that provides high-quality data instantly.

With Roundtable, it's possible to formulate any question aimed at any demographic and receive an informed response in record time.

Founders.

Matt and Mayank are doctoral students about to graduate from Princeton University. During their studies, they used machine learning to analyze human behavior and conducted numerous online experiments.

Their interest in LLM models, seen as representations of general human intelligence, and their frustration with the traditional online experimentation process, led them to create Roundtable.

Website.

<https://roundtable.ai>

AI assistant for Market Research

Outset.ai

Industry.

Market Research.

Problem.

Enhance the quality of market research.

Customer.

Marketing Teams.

Technical Components of the LLM Application (LLM App).

- IA Agent.
- Access to private knowledge sources.
- Access to private APIs.
- Access to private databases.

Introduction.

Outset.ai transforms the process of obtaining qualitative user feedback, which would typically be time-consuming and resource-intensive.

Outset is an IA agent that autonomously conducts and synthesizes research interviews, offering detailed, large-scale data almost instantly.

Problem.

The big dilemma faced by market and user researchers is answering this question: should they seek quick answers through surveys or detailed responses through interviews?

Solution.

Outset offers a solution that combines the best of both worlds: speed and depth.

Through its AI-managed research platform, it's possible to ask complex qualitative questions to hundreds of people and receive a useful synthesis of responses in less than a day.

Using GPT-4 technology, Outset autonomously conducts detailed interviews and subsequently analyzes the results.

Outset users simply need to upload an interview guide, share a link with their participants, and watch as the AI conducts multiple interviews simultaneously.

The AI can follow the conversation thread, delve deeper into answers, and establish a conversational relationship with participants.

Additionally, for each question, the AI identifies themes, conducts counts, and highlights significant quotes, accelerating the analysis process from days to moments.

Founders.

Aaron and Michael are the entrepreneurs behind Outset.ai.

While Aaron brings his experience as a strategic consultant at Deloitte, where he led numerous market research projects, both have identified and experienced gaps in the traditional user interview process in growing software companies.

Website.

www.outset.ai

AI assistant for Analyzing Consumer Feedback

Inari

Industry.

Business.

Problem.

Streamline user feedback analysis.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- LLM App.
- Access to private APIs.

Introduction.

Inari analyzes how a consumer reacts to a product to identify areas for improvement.

Problem.

Tech companies spend a lot of time and effort analyzing customer reactions to their new products.

Despite the potential of LLMs, their adoption in businesses remains very nascent due to concerns about data privacy and the need for their tools to be hosted internally.

Solution.

With Inari, you can view and analyze customer feedback on a single platform.

- Sales notes, customer interviews, Slack messages with requests, customer opinion CSVs... unify them all in Inari. Inari handles structured and unstructured data sources and consolidates them into a single customer feedback hub.
- Use AI to analyze feedback on a large scale. Inari automatically analyzes sentiment and tags requests, errors, defects, and praises across all your customer feedback and user interviews so your team doesn't have to manually review thousands of documents and queries.
- An automated hub for product insights. Prioritize and advocate for your roadmap using AI to identify key insights, feature requests, and critical error corrections from the feedback sources you've connected. Inari acts as your automated product insights hub.
- Visualize customer trends in real-time. Search, filter, and monitor trends in analytic panels built upon your consolidated customer feedback and AI-generated insights data.
- Direct insights to the right teams and tools. Send insights, summaries, and feature requests directly to project management and communication tools like Slack, JIRA, and Linear through Inari.

Founders.

Frank and Eric began their collaboration in 2014 at Amazon.

Eric, with a standout career in AWS, worked on creating Sagemaker and developing algorithms for the U.S. government. He later focused on full-stack engineering for secure health data management at Betteronomics.

Frank has worked on ML algorithms at Opendoor and managed products like NBA Top Shot and business intelligence teams at Dapper Labs and Amazon.

Website.

<https://useinari.com>

AI assistant to improve form conversion - company #1

Surface

Industry.

Marketing.

Problem.

Enhance form conversion.

Customer.

Marketing.

Technical Components of the LLM Application (LLM App).

- LLM app.
- Access to private knowledge sources.

Introduction.

In the digital world, capturing visitors and converting them into customers is a critical task for companies. This is where Surface comes into play with its proposition of smart forms.

These forms, powered by artificial intelligence, are designed to help B2B companies collect data and convert more visitors into customers through content personalization.

Problem.

Content personalization in forms is one of the most effective methods to enhance their effectiveness, but this alternative has its limitations.

Custom-built forms using tools like TypeForm or HubSpot often clash with your website's design and lack an optimal user experience that drives conversions.

Dedicating your developers to the manual optimization of forms diverts their efforts from your product's core development.

Solution.

Surface offers you smart forms that collect more detailed data from your customers and boost conversions.

The platform helps add targeted messages in a form, reduce the data entry load for customers by up to 70%, and enrich customer responses with external data sources.

It allows for personalized follow-up questions that assist sales teams in filtering, qualifying, and scheduling meetings with leads instantly.

Among its other main features are smart form routing, AI-powered A/B testing, and Slack bots that notify you when a significant lead has registered.

Founders.

Arjun and Saharsh met as freshmen at UC Berkeley, where both studied Electrical Engineering and Computer Sciences. Arjun spent much of his time at Snowflake, optimizing its self-service flow, while Saharsh earned his M.S. in EECS at Berkeley, focusing on privacy-preserving systems and working in early-stage startups. After directly experiencing the potential of personalized business forms, they decided to found Surface.

Website.

www.withsurface.com

AI assistant to improve form conversion - company #2

Raz

Industry.

Marketing.

Problem.

Enhance the effectiveness of forms.

Customer.

Marketing Teams.

Technical Components of the LLM Application (LLM App).

- LLM App.

Introduction.

Raz creates forms that users can fill out through a conversation. Instead of using conventional forms, Raz seeks to change the way companies interact with and understand their users.

Problem.

Companies lose customers when they do not facilitate the user experience.

Most use generic forms to gather information from their customers. But these forms, being static, don't allow for detailed information gathering, resulting in superficial answers that leave companies with more questions than clarity.

Solution.

Raz proposes a revolutionary solution: forms that, thanks to artificial intelligence, adapt to each user's context by asking more engaging and personalized questions.

If a user provides an ambiguous answer, Raz reformulates the question or delves deeper into a given area of the response.

These forms can also be deployed via SMS and phone calls, offering an experience that feels like a direct chat with a company representative.

Once users complete these forms, Raz provides companies with a detailed analysis, highlighting key themes and offering valuable insights.

Founders.

The entrepreneurs behind Raz are Rob and Alex. Both met 10 years ago on their high school tennis team and have maintained their friendship ever since.

Rob, with a master's in Artificial Intelligence from Carnegie Mellon, has worked for companies like Regeneron and Amazon, and his latest position was at Scale AI.

Alex worked in PwC's Customer Service and Customer Advocacy team, later becoming the firm's youngest PM.

Website.

www.tryraz.com

AI assistant for Product Manager Content

Watto AI

Industry.

Product Management.

Problem.

Assistance in writing PM documents.

Customer.

Product Manager.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Integration with external APIs.
- Use of document templates.

Introduction.

Watto AI is an innovative tool specifically designed to help Product Managers (PMs) optimize their time and effort in document creation.

With Watto, PMs can easily link user interviews, market research, data analysis, and more to automatically generate essential documents, such as PRDs (Product Requirements Document) and GTM (Go To Market) strategies.

The platform provides an effective solution for PMs to focus their attention on the most crucial aspects: the users and the product.

Problem.

Product Managers, in their roles, often find themselves overwhelmed by the need to write and create various content, from presentations to emails. This task consumes up to 40% of their working time.

The process of gathering and organizing critical data from hundreds of sources is daunting, time-consuming, and error-prone. This, in turn, takes away time from crucial activities such as product strategic planning, market research, and user interviews.

Solution.

Watto AI emerges as an excellent solution in this scenario. The platform provides:

- More than 20 integrations with popular platforms like Google Suite and Notion.
- An AI agent that assists in drafting, summarizing, and extracting action points.
- Pre-existing templates for frequent use cases.

With Watto, PMs can overcome writer's block and save time by avoiding repetitive tasks such as copy and pasting, allowing them to focus on enhancing the user and product experience.

Among the main features of Watto AI, the following stand out:

- Watto securely connects your knowledge across more than 10 platforms, including Google Suite and Jira.
- Our co-pilot features, such as rephrasing, shortening, and many more, will take you from a draft to a masterpiece in seconds.
- Access more than 20 templates. Easily get started with your PRDs, Summary Reports, and many more with our top-notch templates.
- Watto is a writing assistant that understands the specifics of the documents the Product Manager needs to prepare:

- Summary Reports: Link source documents and your raw notes to create a compelling summary report for your stakeholders.
- White Papers: Marketing professionals can generate personalized white papers based on their sales recordings.
- Product Requirement Document: Draft polished PRDs with AI reviews, so you can move from draft to approved faster.
- Brainstorming: Don't start from scratch, use Watto to help you find your next big idea.
- SWOT Analysis: Perform a detailed SWOT analysis on your product.
- Document Insights: Use Watto's chat to derive key insights from different documents.

Founders.

Rishabh Panwar, along with Ishita and Suryansh, form the team of entrepreneurs behind Watto AI. With a relationship going back a decade, they have collaborated on multiple projects and startups in India.

Interestingly, Rishabh and Ishita are married, while Suryansh is engaged to another woman named Ishita, which promises to be a source of numerous confusions.

Website.

www.watto.ai

News and Information

AI assistant for automating News Generation on a topic

Infobot

Industry.

News and Information.

Problem.

Automating news generation.

Customer.

News and Information companies or departments.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Infobot is a platform aiming to revolutionize the way we consume news.

Problem.

In the digital age, there's a massive production of newsworthy data like city council transcripts, crime reports, and expert interviews. Transforming this information into readable and relevant news is an ongoing challenge for traditional media, especially when the need for up-to-date and reliable information is more pressing than ever.

Solution.

Infobot is an AI-generated news network that automatically converts newsworthy data into easy-to-read news.

The system has a fleet of AI agents that continuously research and report on hyper-specific topics.

These AI agents are capable of writing and publishing multimedia content from scratch, including text, images, key quotes, and even videos.

Readers also have the option to create their own AI journalistic agents and specialized news channels.

Founders Introduction.

Justin Harvey, previously at TasteTest3D.com, and Orestis Lykos, a former Amazon Alexa engineer, began working together almost 8 years ago on an award-winning AI project at Dartmouth College. They are now launching INFOBOT with the goal of expanding to 100 cities by the end of 2024.

Website.

<https://infobot.ai>

Patents

AI assistant for Patent Management

Solve Intelligence

Industry.

Patents.

Problem.

Streamlining patent management.

Customer.

Inventors, innovative companies, and specialized patent attorneys.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Solve Intelligence has burst onto the legal scene with a revolutionary proposition: facilitating the writing of high-quality patents through artificial intelligence.

With a simple tool that runs directly in the browser, both inventors and patent attorneys can start drafting documents effectively and quickly.

Problem.

Obtaining a global patent can cost around \$60,000 and take years. If the patent in question is controversial, costs can skyrocket to over a million dollars.

This slow, complex, and expensive process can hinder innovation and prolong the time to market.

While there are already software solutions for searching related technology (intellectual property search), the process of drafting a patent and

responding to examiners and competitors represents more than 90% of the costs.

Solution.

Solve Intelligence offers a browser-based document editing tool powered by AI that assists in all stages of a patent's life cycle, from drafting and filing to defense and opposition.

Solve Intelligence features an AI chat to aid in patent editing, streamlining and making the process more cost-effective.

Founders.

The entrepreneurs behind Solve Intelligence, Angus, Sanj, and Chris saw an opportunity in the legal space to simplify and speed up a traditionally tedious process.

Website.

www.solveintelligence.com

Healthcare

AI assistant to Enhance Surgeons' Efficacy

Andromeda Surgical

Industry.

Healthcare.

Problem.

Enhancing the efficacy of surgeons.

Customer.

Surgical teams. Healthcare industry companies and health insurance companies.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.

Introduction.

Andromeda aims to use artificial intelligence to enhance the mental and cognitive capabilities of surgeons.

Its AI agents empower the surgeon to operate at the level of a global expert in every procedure, consistently ensuring the best outcomes for patients.

Problem.

Despite advances in surgical robotics, human mental and physical capabilities still represent a limit in surgical outcomes.

While these tools have improved the precision and ergonomics of surgical movements, there are still high rates of patient complications.

Almost one-third of patients undergoing surgery experience complications, and 8% experience major complications.

The clinical need to reduce these numbers remains a concern, and artificial intelligence promises to be a revolutionary solution to improve decision-making in surgery.

Solution.

Andromeda aims to use artificial intelligence to enhance the mental and cognitive capabilities of surgeons.

They will begin with a common prostatic procedure that presents better outcomes than available alternatives. However, its complex learning curve limits the number of urologists trained to perform it.

To address this challenge, Andromeda has designed a GPS-like location system that assists surgeons in precisely orienting themselves and performing the most appropriate action at every moment.

In the long run, Andromeda aims to improve all surgeons' skills with AI, allowing them to perform a wide range of procedures at the expert level.

Founders.

Nick and Kartik are the co-founders behind Andromeda Surgical.

Nick has founded medtech companies with a collective value of over \$1 billion whose products are used in over 1,000 medical centers.

Kartik led the team that launched the world's first autonomous truck on US roads.

Website.

<http://www.andromedasurgical.com>

AI assistant for Physiotherapists

Shasta Health

Industry.

Health insurers, physiotherapists.

Problem.

Physiotherapy.

Customer.

Health insurance companies, physiotherapists.

Technical Components of the LLM Application (LLM App).

- Computer vision and language model.
- Collects patient data.
- Monitorizes rehabilitation plan.

Introduction.

Shasta Health breaks into the healthcare space with its AI platform designed to alleviate muscle and joint pain from the comfort of home, at a cost that's only a quarter of traditional physiotherapy.

Their proposition integrates computer vision-based care programs with expert physiotherapists to provide personalized care on a large scale.

Problem.

Numerous physiotherapists, facing exhausting and wearing schedules, seek to leave their profession.

Existing digital solutions for musculoskeletal (MSK) pain do not offer personalization and are only accessible through employer plans.

Furthermore, these professionals retain only 25% of the revenue they generate for their clinics, having to attend to more than 20 patients a day

and dedicating less than 15 minutes to each. As a result, patients often end up dissatisfied, waste time and money, and only 30% complete their treatment plan, leading them to sometimes opt for opioids or surgeries, with an annual health expenditure of over \$600 billion.

Solution.

Shasta Health offers an integrated solution for home-based muscle and joint pain relief.

Upon visiting Shasta Health, the patient completes a secure survey powered by a computer vision and language model. This facilitates the assignment of a suitable physiotherapist and generates documentation automatically.

Subsequently, a consultation is held with the physiotherapist, who already has the patient's history and uses computer vision-based tools for evaluation.

Upon completion, Shasta Health creates a personalized care plan based on the provider's notes, monitoring daily progress and offering real-time feedback during exercises.

Founders.

The entrepreneurial team behind Shasta Health includes Srinjoy and Pransu, friends and collaborators for over a decade since their high school robotics team days.

Both have the backing and advice of health experts, such as Dr. Ayoosh Pareek and Dr. Laurel Mines.

Srinjoy, with experience at Microsoft leading computer vision projects for health companies, and Pransu, with experience at Athelas and Cockroach Labs, decided to found Shasta Health after Srinjoy personally experienced the deficiencies of the current physiotherapy system.

Website.

<https://www.shasta.health>

AI assistant for Medical Training

Synaptiq

Industry.

Medical training.

Problem.

Improving medical training.

Customer.

Medical students, Doctors, health education industry, healthcare companies.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

Synaptiq is an AI-assisted medical training platform designed to speed up the learning process and enhance memory retention.

Problem.

Medical training hasn't significantly evolved in the past 250 years. Despite advancements in other areas, future doctors still rely on static, outdated tools like textbooks.

This inefficient methodology leads to doctors forgetting over 50% of all new information acquired in less than 8 months, resulting in negative impacts on patient care and associated costs from the rotation of burnt-out professionals.

Solution.

Synaptiq employs artificial intelligence to train doctors, allowing them to learn faster and retain up to 7 times more information than with other methods.

The platform is based on an algorithm informed by neuroscience and AI that personalizes each user's learning experience, predicting and reinforcing material at the optimal moment for each topic.

This methodology ensures that doctors retain their knowledge indefinitely. Moreover, the AI facilitates the production of unparalleled premium content, breaking the monopoly that traditional publishers have held for years.

With plans to become the leading AI infrastructure in the medical education industry, Synaptiq aims to produce better-prepared doctors, a more efficient healthcare system, and enhanced patient care.

Founders.

Ryan, the initial creator of the tool, began the project while studying at UCSF's School of Medicine. Ryan teamed up with Jake and Kevin, childhood friends and expert engineers, to take Synaptiq to the next level. Thanks to their combined efforts, the platform is already in use in over 220 medical schools and in hospitals in 85 countries.

Website.

<https://synaptiq.co/>

AI assistant for Medical Information Search

MediSearch

Industry.

Healthcare.

Problem.

Searching for medical information.

Customer.

Healthcare industry companies and health insurance companies.

Technical Components of the LLM Application (LLM App).

- Medical information search engine.
- API.

Introduction.

MediSearch emerges in response to the growing need for direct medical answers based on reliable sources.

In the digital age, it's common for people to search the internet for their symptoms or conditions and end up being "diagnosed" by SEO-optimized health blogs, leading to misinformation.

MediSearch aims to change this by providing direct answers to medical questions based on trustworthy sources, using state-of-the-art language models.

Problem.

Eduard Oravkin, the founder of MediSearch, firsthand experienced the frustration and confusion of searching for medical information online. After being informed that he needed a second knee surgery, he consulted with 8 surgeons in 4 different countries and was presented with 6 different surgical options.

When searching online, he realized that the current options for finding health information are inadequate: sites like WebMD and Healthline don't provide direct answers, while other resources, such as language model-based chatbots or health blogs on Google, are unreliable. Articles from PubMed, although accurate, are often too technical for the average reader.

Solution.

MediSearch addresses this issue by providing an AI-powered search engine that gives direct answers to medical questions using reliable sources.

In addition to being a search tool for the general public, MediSearch also offers an API, thereby expanding its reach and utility.

To date, MediSearch has established itself as the top-performing medical question-and-answer system on US medical licensing exam samples.

Founders.

MediSearch was conceived and founded by Eduard Oravkin. His personal experience and the need for reliable and understandable medical information led him to create this platform. Eduard combined his personal experience with a technological approach to address an issue that affects many people worldwide.

Website.

www.medisearch.io

Transportation

AI assistant for streamlining Transportation Data Entry

Linc

Industry.

Logistics.

Problem.

Streamlining data entry process.

Customer.

Data entry teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Integration with private email application.
- Integration with Transportation Management Systems.
- Access to private knowledge sources.

Introduction.

Linc is a tool designed to simplify logistics data communications.

By combining the benefits of EDI/API integrations, it aims to provide solutions to logistics providers of all sizes, significantly reducing costs and implementation time.

Problem.

Transport companies receive over 1,000 emails a day that require manual data entry into their Transportation Management Systems (TMS).

Each stage of the shipping and receiving process involves multiple documents and messages exchanged via email.

Furthermore, each provider has its own way of representing the same information, making manual data entry an endless task.

Current solutions require extensive templates and lack the context of the provider's TMS. More sophisticated tools are expensive and take a long time to implement, while other alternatives like hiring virtual assistants are unreliable.

Solution.

Linc eliminates manual data entry in logistics companies, allowing for instant analysis of documents and texts from your emails and synchronizing this data with your recording system. By doing so, Linc helps its clients save time, improve data quality, reduce costs, and grow faster.

Linc operates directly from your inbox and instantly syncs order data between incoming emails and documents with your TMS records.

Its algorithms allow for data extraction without templates from documents such as invoices, bills of lading, and rate confirmations.

Setup is as simple as downloading a Chrome extension and letting its models handle data transformation.

Main use cases:

Transportation Management:

- Streamline communications and prevent overcharges and fraud.
- Instantly extract and upload vital shipping details into your TMS.
- Ensure compliance by extracting details of the exporter, importer, and HS code.
- Streamline scheduling and tracking with automatic loading information capture.
- Improve inventory management with accurate shipping data ingestion.

Procure-to-pay / AP:

- Quick transaction reconciliation and accurate financial record keeping.
- Automate order item entry and simplify invoice reconciliation.
- Instantly verify invoices and maintain accurate financial records.
- Facilitate freight invoice auditing and accurate payment processing.
- Ensure accurate and time-saving record of goods delivery.
- Efficient procurement process with automated requisition detail extraction.

Safety and Hazardous Materials Compliance:

- Prevent shipping quality issues.
- Real-time updates for customs clearance without manual entry.
- Hazardous goods declaration. Adhere to transport regulations for hazardous materials.
- Material Safety Data Sheet (MSDS). Extract data such as substance information, hazard identification, handling, and storage guidelines.
- Certificate of Conformity (COC). Auto-load vital fields such as product identification, applied standards, and test results.

Freight Audit and Payment:

- Quickly confirm and approve freight transactions.
- Freight audit reports. Identify savings opportunities with accurate freight auditing.
- Payment authorization. Maintain transparent payment approval records with quick validation.
- Carrier payment reconciliation. Streamline the reconciliation process with automated data capture.

Founders.

Rahul, Shrey, and Harsha met at Duke while conducting research in robotics and worked together on creating an indoor localization startup.

They decided to pivot to Linc after presenting their product to over 250 logistics companies facing issues with data management and integrations.

With experience building AI tools at companies like Google and Northrop Grumman, they are committed to the goal of streamlining data communications in the logistics sector.

Website.

<https://www.linc-ai.com/>

Trust and Safety

AI assistant for applying Trust and Safety Content Policy - company #1

Sero AI

Industry.

Web platforms with user-generated content.

Problem.

Ensure user-generated content complies with laws and company standards.

Customer.

Online content teams. Trust and Safety teams.

Technical Components of the LLM Application (LLM App).

- AI Agent for moderating user-generated content.

Introduction.

Sero AI is a groundbreaking tool designed to optimize workflows related to online safety, such as abuse reports, content moderation, and user appeals.

By combining a workflow manager with an artificial intelligence agent, Sero AI enhances the efficiency and accuracy of human moderators on digital platforms.

Problem.

Platforms hosting user-generated content establish community guidelines and employ a large number of human moderators. These moderators play a crucial role in enforcing these policies, especially in high-risk cases such as harassment, hate speech, or danger to minors.

However, on a large scale, Trust and Safety operations managers face the challenge of ensuring the quality and consistency of moderation. Current solutions, whether non-customized tools like Zendesk or internally

developed customized solutions, are costly, generate user frustration, and pose security risks, which can translate into million-dollar costs for the company.

Solution.

Sero AI proposes a comprehensive solution for Trust and Safety operations management. The platform allows for quickly setting up customized safety workflows and also customizing review interfaces, all powered by an AI co-pilot agent assisting human moderators.

Among its features are:

- Easy moderation workflow setup: allows for setting up specific workflows, such as child safety reviews or user appeal queues, with just a few clicks.
- Customizable moderation interface: enables the creation of customized views with all relevant information in one place.
- AI agent moderation: accelerates reviews by highlighting harmful sections in audios, videos, and user profiles.

Founders.

Talha and Ankur are the entrepreneurs behind Sero AI. With previous experience leading deep learning teams at companies like Meta and Roblox, they have deployed hundreds of AI models to protect users from threats such as human trafficking and danger to minors.

Inspired by the importance of human moderation accuracy in improving machine learning application, they founded Sero AI with the aim of helping other companies overcome similar challenges in Trust and Safety.

Website.
getsero.ai

AI assistant for applying Trust and Safety Content Policy - company #2

SafetyKit

Industry.

Trust and Safety.

Problem.

Improving Trust and Safety management.

Customer.

Trust and Safety team.

Technical Components of the LLM Application (LLM App).

- LLM App.

Introduction.

SafetyKit aims to transform the Trust and Safety realm. In a digitalized world, companies are pouring huge amounts of money into employees who handle this task manually.

SafetyKit offers an efficient and accurate alternative using LLM models.

Problem.

Large companies' Trust and Safety teams invest tens of millions of dollars in employees who handle this task manually.

These experts determine what's acceptable on the platform, from moderating content to checking for discriminatory language or reviewing accounts for violations.

Managing these employees is costly and complicated, with workflow changes taking months to implement and quality monitoring not always being accurate.

Moreover, even though human review remains because of its flexibility, decisions aren't always accurate, with accuracy rates hovering around 70%.

Solution.

SafetyKit employs GPT-4 and other LLM models to interpret and apply workflows that humans would typically do.

To enable Trust and Safety teams to safely utilize this system, SafetyKit has developed a policy manager that feels like editing a document on Google Docs.

Users can add policy definitions, select relevant content signals, and set automatic rules.

The input document is segmented and processed through various language and image models.

Furthermore, SafetyKit provides a detailed explanation of every decision, surpassing the limitations of traditional human and ML reviews.

With transparency, built-in quality monitoring, and faster feedback, SafetyKit is expected to be more reliable and accurate than human reviewers.

Currently, they evaluate policies on text and images, planning to soon support audio and video.

Founders.

SafetyKit is a brainchild of entrepreneurs Steven, David, and Alex.

David and Alex have prior experience at Stripe, where they worked on a platform that broke down complex policies into more manageable steps for human reviewers.

Alex brings his expertise from Airbnb, where he focused on marketplace risks and offline safety.

Website.

www.getsafetykit.com

General user

AI assistant for Searching Data in your documents

Khoj

Industry.

Users.

Problem.

Enhance search in personal digital documents.

Customer.

Users.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private apps.

Introduction.

Khoj is an open-source AI-based personal assistant designed to help you interact and efficiently manage your digital information.

Problem.

Despite the immense advancement in computing capabilities over the past few decades, our individual skills to manage information haven't progressed at the same rate. We deal with vast amounts of digital data daily, and our current tools, like keyword searches, aren't as effective as we'd like.

Solution.

Khoj is a desktop application for searching and chatting with your notes, documents, and images.

It's an open-source AI personal assistant, which can work offline, accessible from Emacs, Obsidian, or your web browser.

Transparent, fun, and user-friendly, Khoj allows users to search and reason across all their data sources.

Khoj learns from your notes and documents to operate as an extension of your brain.

Khoj started with the foundational principle that a personal assistant should be understandable, accessible, and modifiable. This ensures you can always customize and host your Khoj on your devices.

Soon, Khoj will integrate with WhatsApp.

Founders.

Debanjum and Saba crossed paths while working on AI-based personal assistants at Microsoft.

Saba, with a background in Computer Science from UIUC, has worked on data infrastructure for high-frequency trading at Two Sigma and ML infrastructure at a biotech startup.

Debanjum, a researcher with a dual master's in Mathematics and Computer Science from BITS and Dartmouth, has been instrumental in creating Hillhacks, a hacker's conference.

Website.

<https://khoj.dev/>

Sales

AI assistant for Using Salesforce

Magik

Industry.

Salesforce users.

Problem.

Streamline learning and use of Salesforce.

Customer.

Salesforce users.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private apps.

Introduction.

Magik emerges as a tool that leverages artificial intelligence to automate Salesforce workflows and data reporting.

It promises to enable users to gain insights and build their CRM in a fraction of the usual time.

Problem.

Salesforce, like many other CRM systems, can be intricate for those unfamiliar with them.

Terms like junction objects, validation rules, and record-triggered flows might sound confusing and intimidating to many founders.

Given this complexity, companies often opt for two solutions: either hiring a consultancy firm at steep prices or employing a full-time staff member. Both alternatives are not only slow in implementation but also costly in terms of upkeep.

Solution.

Magik uses LLM models to optimize, simplify, and automate Salesforce workflows, turning any user into an operations whiz.

The tool enables work with Salesforce to be 15 to 25 times faster than before and provides recommendations that can be auto-activated.

Users can connect to Magik via Salesforce SSO, and once connected, Magik offers suggestions based on the user's environment event data.

Users can describe in natural language the actions they want to perform, and Magik will handle building them, whether pulling data queries, automating workflows, or crafting visualizations.

Key functionalities of Magik include:

- Using AI to add, modify, and explain Apex code.
- Say goodbye to the data loader. Edit records en masse across your environment using plain text only.
- Stop building from scratch. Build automations faster by reusing previous actions saved in your component library.
- Use natural language to generate the reports you need.

Founders.

Asad Dar and Daniel Ruiz are the entrepreneurs behind Magik. Both experienced the challenges of navigating Salesforce's complexity and teamed up to craft a solution that would ease this task.

Website.

<https://www.usemagik.com/>

AI assistant for managing Missed Calls

Twine

Industry.

Business.

Problem.

Managing missed calls.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- LLM App.
- Text and audio operations.
- Access to SMS.
- Access to appointment scheduling.
- Access to payment system.

Introduction.

Twine emerges as an innovative solution for small businesses unwilling to miss out on business opportunities due to unanswered calls.

Utilizing conversational artificial intelligence, Twine takes charge of engaging with clients via text messages, identifying their needs, and scheduling them a service or appointment.

Problem.

Small businesses face the constant challenge of missing calls and thereby potential clients and sales. Many clients lean towards the company that responds fastest.

To address the issue of missed calls, businesses often invest in expensive solutions, such as hiring a receptionist or using outsourced phone answering services.

Solution.

Utilizing conversational AI, Twine engages clients via text messages, pinpoints their needs, and schedules a service or appointment for them.

Key functionalities include:

- Works with your VOIP. Twine routes calls straight to your existing phone. Whatever your business needs, Twine can achieve through SMS.
- Turn missed calls into client appointments. Twine handles booking the appointment with your client.
- 24/7 Service. Respond to business inquiries regardless of where you are or the time of day.
- Gain Reviews. Ask clients for a review post-service.
- Payments. Send payment links with invoices.

Founders.

Divyesh, Omar, and Anand are the entrepreneurs behind Twine. Anand started a networking and audiovisual company in high school, which achieved six-figure revenues. Through his experience selling phone systems to small businesses, Anand noticed the potential revenue his clients lost due to unanswered calls, planting the seed for Twine.

Website.

<http://www.usetwine.com>

AI assistant for Drafting Sales Contracts - company #1

Docsum

Industry.

B2B Sales Teams.

Problem.

Negotiating sales contracts.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.

Introduction.

Docsum emerges as the go-to tool for sales teams aiming to streamline the contract review and negotiation process.

Utilizing artificial intelligence, Docsum allows these teams to operate independently of lawyers when addressing contract amendments, fostering autonomous and efficient reviews.

Problem.

The contractual process within sales teams spans from reviewing non-disclosure agreements (NDAs) to dispatching master service agreements (MSAs). Motivated to swiftly address clients and trim down closing times, these teams rely on their legal counterparts to review and respond to contract amendments.

For smaller teams, this can be a pricy and slow endeavor. For larger entities, in-house legal teams are often overwhelmed, resulting in extended sales cycles.

Solution.

Docsum acts as a legal AI assistant for sales teams.

By using Docsum, one can upload legal contracts and receive a comprehensive summary, as well as query an "AI lawyer". The system also highlights potential Problematic areas and suggests negotiating amendments.

Furthermore, one can load an amended contract and obtain guidance on how to respond, drawing from suggestions based either on the organization's playbook or one previously set by Docsum's human lawyers.

Docsum is scalable, interoperable, and fosters collaboration between legal and sales teams without attempting to replace lawyers with AI.

Founders.

The entrepreneurs behind Docsum are Shaunak and Alex, college friends. They share an entrepreneurial background, having co-founded a cocktail business for events which they sold last year.

Both have backgrounds in growth and global expansion. While Shaunak brings his experience from Pacaso, OpenTrack, and Capital One, Alex contributes his insights from his tenure at Pacaso and Fidelity.

Website.

<https://www.docsum.ai/>

AI assistant for Drafting Sales Contracts - company #2

Pincites

Industry.

Legal teams, B2B sales teams.

Problem.

Streamlining sales contract negotiations.

Customer.

Legal teams, B2B sales teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Word Extension.
- Access to private knowledge sources.
- Access to private applications.

Introduction.

Pincites is an innovative startup blending legal tech with artificial intelligence to offer swift and efficient solutions in the contract negotiation process.

The company was founded with the aim of accelerating contractual negotiations and reducing bottlenecks in legal reviews.

Problem.

Sales negotiations often get bogged down by prolonged legal reviews. Sales teams find themselves in a holding pattern as they await legal teams to review and finalize agreements with clients.

Under time constraints, legal teams struggle to ensure contracts meet company standards and mitigate risks.

The complexity in language used by lawyers can make it challenging to follow contract details and negotiation outcomes.

Solution.

Pincites has developed a Word add-on that ensures legal guidance is available when and where it's needed.

Using state-of-the-art language models (LLM), it allows legal teams to craft contract guides that any internal team can consistently apply within Microsoft Word.

Furthermore, it offers an AI-powered onboarding process that turns existing contracts into guides. Users simply upload their template, add guidance, and start making corrections.

Unlike other legal technologies, there's no need for manual tagging or model training as Pincites tags clauses based on their semantic meaning.

Founders.

Pincites was founded by Sona, Mariam, and Grey. A multidisciplinary team made up of lawyers, security experts, and artificial intelligence specialists.

Website.

www.pincites.com

AI assistant for Drafting Sales Contracts - company #3

askLio

Industry.

Enterprise segment purchasing teams.

Problem.

Sales contract negotiation.

Customer.

Enterprise segment purchasing teams and their employees.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.

Introduction.

AskLio harnesses artificial intelligence to assist procurement teams in automating requests and guiding employees.

When an employee of a large enterprise wants to make a purchase, the procurement process used to take weeks. However, with our AI, the process is reduced to hours.

Problem.

Employees of large enterprises often find it hard to understand and follow all procurement rules when they wish to purchase products or services. This results in thousands of requests from employees to the procurement team to obtain what they are looking for.

Since many of these requests come in plain text, it is impossible to process them automatically. Thus, the procurement team has to process each request manually, making procurement a costly process that can last weeks.

Solution.

Thanks to Generative Artificial Intelligence, we are entering an era where technology can support procurement teams in processing these text requests.

AskLio automates every step: employees communicate their request in natural language and immediately see in which catalog they can find the solution or which suppliers have it available.

AskLio cuts costs by freeing procurement teams from time-consuming tasks.

Key features of AskLio include:

- Guidance in MS Teams chat. Employees confused by the variety of possible procurement routes just have to use the MS Teams chat to ask whatever they need from askLio using natural language. AskLio will guide them to the right procurement channel.
- No forms. AskLio understands all questions posed in natural language. AskLio asks the requester about requirements in a dynamic, human-like conversation and formalizes, for instance, a product request. There is no need for manual processing of the requests.
- If available, AskLio identifies suppliers that already work with your company. AskLio understands PDF attachments and validates extracted information from ERP, existing contracts, catalogs, and policies.
- Automatically categorizes requests. AskLio transforms your natural language requests into a procurement category, cost center, and account. The employee doesn't need to pick matters like the procurement category; AskLio does it for them.

- AskLio creates orders and fetches quotes. AskLio structures the information and matches it with internal guidelines, aiding procurement in asking the right questions and fetching quotes from suppliers.

Founders.

After experiencing firsthand the intricacies of the procurement process in big companies like SAP and advising big firms on procurements, Till, Lukas, and Vladi decided to take the initiative with askLio.

Website.

www.asklio.ai

AI assistant for creating Personalized Sales Emails

Hyperbound

Industry.

B2B Sales.

Problem.

Speeding up the creation of personalized sales prospecting emails.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private applications.
- Internet access.
- Email service access.
- Access to private knowledge sources.

Introduction.

Hyperbound is revolutionizing the way businesses communicate with their sales prospects.

This cutting-edge tool allows hyper-personalization of sales emails on a large scale, helping companies stand out in crowded inboxes and connect more effectively with potential clients.

Problem.

In the competitive world of B2B sales, every email sent can be crucial to closing a deal.

Personalized emails have at least double the response rate of template-based emails. However, researching each prospect and crafting high-quality personalized emails is time-consuming and not scalable.

Solution.

Hyperbound scours over 40 web sources, including LinkedIn, Google, and TechCrunch, among others, and compiles specific data from tools like 6sense, ZoomInfo, and Clearbit.

With this data, Hyperbound creates individual profiles for each prospect and crafts email campaigns that address their pain points in their preferred communication style.

Hyperbound integrates with platforms like Outreach, Salesloft, and HubSpot ensuring every email sent feels genuine and personalized.

Founders.

Atul Raghunathan and Sriharsha are the entrepreneurs behind Hyperbound. Friends since school, both have worked on diverse projects ranging from Meta's ad personalization to Salesforce's Einstein chatbots. Together, they're leveraging their sales tech and natural language processing experience to shape the new frontier of content personalization.

Website.

<https://hyperbound.ai>

AI assistant for B2B Sales Training

Letter AI

Industry.

B2B Sales and Customer Success.

Problem.

Training for the sale and support of complex products.

Customer.

B2B Sales and Customer Success Teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.
- Custom content creation.

Introduction.

Letter AI is an innovative startup aiming to empower sales teams, customer success managers, and end-users with engaging, personalized, and always up-to-date training and enablement created in seconds using AI.

This platform allows sales and support teams to improve their success rates and drastically reduce the time spent on content preparation.

Problem.

Sales teams often feel uninformed about the products they sell. In fact, 42% of sales reps feel they do not have enough information before calling a potential client.

This issue becomes more pronounced in companies with multiple or complex-natured products.

Sales reps often spend hours searching for the right content to share with clients, and when they find it, it might be outdated or not personalized enough. The result is that an average salesperson spends nearly 20% of their time on this task.

Solution.

Letter AI addresses this issue by using generative artificial intelligence to create interactive and personalized sales training content in minutes, all based on the company's existing documents and data.

Some of the standout features of Letter AI include:

- Create and maintain content in seconds with AI. Upload your existing documents and just a few pointers to build interactive training, one-page summaries, flashcards, and more.
- Instantly customize for any audience or use-case. Personalize your content by role, industry, client, and more, with easy export to company-defined PDF/PPT templates.
- Get real-time help with your own AI agent. Ask questions on-the-go for that upcoming client meeting to your ChatGPT-style assistant who's an expert on your data.

Founders.

The entrepreneurs behind Letter AI are Ali and Armen. Throughout their careers, they have built AI-based software solutions for clients in notable companies such as Samsara and Cirrus Logic.

As leaders in product and engineering, they both witnessed firsthand how ineffective sales training led to wasted time and lost business opportunities. They founded Letter AI with the aim of solving this problem.

Website.

www.letter.ai

AI assistant for Responding to Commercial Information Requests

Inventive AI

Industry.

B2B Sales.

Problem.

Responding to B2B sales information requests.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to multiple private knowledge sources.
- Link creation to the used information source.
- Generates human-supervised responses.

Introduction.

Inventive AI emerges as an innovative solution designed to simplify and accelerate the response process to sales information requests, such as security questionnaires, RFIs, DDQs, and RFPs.

These acronyms refer to specific types of documents or requests commonly used in the business world, particularly in the acquisition and sale process of services or products:

- RFPs: Request for Proposal.
- DDQs: Due Diligence Questionnaire.
- RFIs: Request for Information.

These tools are essential in supplier selection and evaluation processes, offering a structured framework to compare and contrast the capabilities and offerings of different entities.

Inventive AI employs artificial intelligence to generate precise and trustworthy responses, drastically cutting down the time required to complete these tasks and ultimately accelerating the time to revenue.

Problem.

Sales information requests are a critical step in most commercial deals. However, they are lengthy, tedious, and often require senior team members' intervention.

A typical sales questionnaire might average 77 questions and take up to 32 man-hours to complete. Coordinating the responses can take days or even weeks, often involving searching for answers in knowledge bases or consulting experts, typically busy senior members.

Moreover, it's challenging for coordinators to determine if an answer found in a knowledge base is current or outdated.

Solution.

Inventive AI offers an automated solution that significantly reduces the time needed to generate responses. The platform:

- Automates responses to sales information requests with AI. Helping you swiftly and accurately respond to RFPs, security reviews, DDQs, and RFIs leveraging the power of LLMs, so you can bid on more deals and accelerate the time to revenue.
- AI-generated responses based on your knowledge bases. It creates a trust score for each answer, along with references to the sources used to generate each response.

- Reduces reliance on subject matter experts. Inventive AI integrates with your internal data sources and uses them to draft responses automatically, saving time and effort for the Subject Matter Experts (SMEs).
- Uses the most up-to-date content. Inventive AI reviews multiple sources to find the best answer to each question. When it finds outdated information, it marks it for review.

Inventive AI's solution focuses on having company employees only verify the answers, rather than creating them from scratch for every request.

Founders.

The team behind Inventive AI shares a passion for artificial intelligence and business creation. Dhiren previously founded and led Viewics, a SaaS company in health analytics. Gaurav was a product manager at Google AI and Google Brain. Vishakh led the machine learning area at Ambient AI and holds a master's in ML from Stanford.

Website.

getinventive.ai

AI assistant for Commercial Prospecting - company #1

AiSDR

Industry.

B2B Sales.

Problem.

Automation of commercial prospecting.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- Accesses a private database (CRM): reads and writes.
- Accesses external applications such as ZoomInfo, Hubspot.
- Accesses spreadsheets.
- Accesses inbound forms.
- Accesses email applications to read, write, and send emails.
- Uses LLM intelligence to position each lead in the corresponding phase of your sales funnel.
- Uses LLM intelligence to handle email exchanges with the client to manage objections and schedule a sales call.
- Accesses the calendar application to schedule the sales call.

Introduction.

AiSDR is an innovative software solution poised to transform how companies conduct sales prospecting.

Through the use of generative artificial intelligence, this tool not only drafts and sends sales emails to potential clients but also automatically interacts with them aiming to schedule a meeting.

Problem.

Generating business leads is a quintessential task for any company. In medium and large businesses, this task is in the hands of the SDR team (Sales Development Representatives).

The smooth functioning of this team is crucial, making it imperative to maximize their efficiency. Common hurdles include losing leads due to response times exceeding 10 minutes, executing generic email campaigns that fail to convert due to a lack of personalization, not sending follow-up emails for fear of seeming intrusive or undesired, or the lack of necessary budget.

Solution.

AiSDR offers a revolutionary solution to these problems. For a fraction of the cost of an in-house SDR, AiSDR uses leads and customer profiles to craft personalized email campaigns, send tailored follow-up emails, and carry out the necessary correspondence to secure a meeting.

AiSDR allows businesses to broaden their reach without expanding personnel, granting them the freedom to experiment with campaigns before making hires.

Lead classification: AiSDR assists you in sorting leads so you can start moving them through your sales funnel.

For outbound: Connect your ZoomInfo account or upload a spreadsheet, and AiSDR will help identify leads fitting your ideal customer profile. It uses information beyond company size, industry, and role to drive your outbound marketing.

For inbound: Connect your HubSpot account or a website entry form and let AiSDR handle the follow-ups and classification of incoming leads automatically. AiSDR will move leads through your sales funnel, booking

meetings with sales representatives or adding them to personalized nurture campaigns.

Engaging prospects.

AiSDR enables prospects and leads to book a call with you faster than ever.

Handling objections.

Tell AiSDR about the most frequent objections you hear and how you've handled them in the past, and AiSDR will employ them to convince prospects to book a call with your sales representative. Even if your leads are not interested right now, AiSDR will craft a personalized email follow-up sequence laying the groundwork for future conversations.

Creating email campaigns.

AiSDR will craft personalized and tailored email campaigns for your business.

Simplify your work without manually crafting an email campaign ever again. Whether planning a webinar or inviting prospects to visit your booth at a conference, just inform AiSDR about your goals, and AiSDR will generate a complete email campaign for you in minutes. All you need to do is approve, and AiSDR will handle all the sending.

Scheduling sales calls.

AiSDR will schedule calls for a fraction of what a human SDR would cost. AiSDR will automate scheduling sales calls with leads interested in your product, in less time and at a lower cost than a human SDR. You'll minimize lead drop-offs.

In summary, AiSDR is an AI-based SDR optimizing costs, increasing the lead flow, and allowing the reinvestment of revenues into business growth.

Founders.

Following the sale of their previous startup AXDRAFT to Onit, the founding team of AiSDR embarks on this second startup with more experience, determined to address the challenges businesses face in the sales area. Among them, Oleg stands out for his prior experience as a senior software engineer at Booking.com.

Website.

aisdr.com

AI assistant for Commercial Prospecting - company #2

Fiber AI

Industry.

B2B Sales.

Problem.

Automates lead generation.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- Identifies new prospects.
- Communicates via chatbot and email.
- Generates personalized content.
- Schedules sales calls.

Introduction.

Fiber AI automates marketing tasks and boosts sales, ensuring a seamless flow of potential leads and conversions.

Problem.

The deliverability rate of most companies' marketing emails is very poor due to various technical pitfalls, resulting in emails landing in the spam folder. Finding relevant prospects is a tedious, ever-changing process, and crafting personalized emails stands as a significant bottleneck in the marketing process.

Solution.

Fiber AI takes charge of maintaining your web domain reputation and manages email marketing to achieve an 80% open rate. It automatically

configures DNS records, progressively warms up emails, and tweaks each outgoing mail to ensure it doesn't trigger spam filters.

Fiber AI automates lead generation with dynamic audiences, pulling data from over 50 data providers. It continuously looks for new prospects matching your segmentation and adds them to your audience.

With the help of GPT-4, Fiber AI crafts hyper-personalized emails to boost response rates. It finds the information that will resonate with your prospect and writes highly personalized email sequences.

Founders.

Adi Agashe (CEO) and Neel Mehta (CTO) are globally best-selling authors. They have collaborated for 6.5 years and built a profitable 7-figure e-commerce business. Adi previously worked at Microsoft, while Neel was at Google.

Website.

<https://fiber.ai/>

AI assistant for Commercial Prospecting - company #3

Unhaze

Industry.

B2B Sales.

Problem.

Speed up prospecting and qualifying commercial leads.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.

Introduction.

Unhaze leverages data mining to identify and prioritize the most promising sales opportunities, enabling sales teams to double their success rate by focusing on accounts with the highest likelihood of conversion.

Problem.

Prospecting and lead qualification are manual, inefficient, and prone to errors. Average conversion rates from prospect to closing stand at just 5-10%.

The filtering capabilities of current databases make sales teams sift through long lists of irrelevant leads, wasting time and energy.

Solution.

Unhaze integrates directly into Salesforce/Hubspot and points out which leads to prioritize.

The platform employs predictive AI to pinpoint prospects that are most likely to close a deal.

In addition to optimizing the likelihood of winning, Unhaze can predict recommended products, segmentation, upselling potential, or even entirely customized models.

How it works:

1. Database: Unhaze continuously mines structured and unstructured data from a broad range of touchpoints such as:

- Firmographics: Prospects' industry, size, revenue, and growth.
- Technographics: Technologies employed by the prospects.
- Intent: Topics the prospects are researching.
- Website Text: Keywords, descriptions, etc., extracted from websites.
- Organizational Changes: Department sizes, growth, and staffing changes.
- Hiring: Job offers and recruitment.
- Funding: Fundraisings, round sizes, and maturity.
- News: News events like market expansions and product launches.
- Geography: Headquarters and other locations.

2. Analysis of previous contacts: Under user guidance, Unhaze analyzes all past contacts to uncover impactful signals that can predict high conversion opportunities.

3. Predictive market monitoring: Through machine learning, Unhaze continuously scans the market and predicts which accounts are most likely to convert.

By focusing on the right accounts and not wasting time on unlikely leads, Unhaze's clients have achieved more than double the success rates and significantly reduced time spent on prospecting.

Founder.

Jacob Lauritzen is the entrepreneur behind Unhaze.

Website.

<https://unhaze.ai>

AI assistant for Processing Sales Meetings

Onward

Industry.

B2B Sales Teams.

Problem.

Streamlining post-sales meeting tasks.

Customer.

B2B Sales Teams.

Technical Components of the LLM Application (LLM App).

- LLM App.
- Access to private APIs.
- Access to email.
- Access to the calendar.

Introduction.

Onward introduces an innovative proposal in the realm of meeting automation for teams.

Focusing on optimizing the efficiency of meetings, the startup aims to automate post-meeting tasks such as follow-ups, CRM updates, ticket creation, among others.

Problem.

Face-to-face interaction remains the most effective method to acquire and retain clients.

However, the time invested in and around meetings has become a bottleneck for many organizations. Each meeting generates more work, reducing the available time to carry it out.

Current tools are disconnected from our conversations, resulting in knowledge workers losing around 30% of their day on post-meeting tasks like communication, synthesis, and data entry, often long after the meeting has concluded.

Solution.

Onward offers a comprehensive meeting automation platform. The tool allows for one-click call connections, integrating with all live communication platforms like Zoom, Meet, Teams, and Slack.

Once the meeting is conducted, Onward analyzes the calls, extracts summaries, identifies key moments, and determines actions and commitments to follow up on.

Furthermore, it enriches and automates action points, drafting emails, filling CRMs, generating tickets, tracking commitments, and creating reminders, all within the context of the interactions.

This aids teams in scaling their human touch, allowing them to stay at the forefront while Onward optimizes the 30% of their day spent on repetitive tasks.

Founders.

Nikolas and Coleman are the entrepreneurs behind Onward. Their joint story began in high school, where they built their first AI automation product.

They've worked together ever since. Onward was born shortly after Nikolas left Midjourney.

Website.

<https://onwardhq.com/>

Venture Capital

AI assistant for Due Diligence before company acquisitions

Dili

Industry.

Private Equity and Venture Capital.

Problem.

Streamlining due diligences.

Customer.

Private Equity and Venture Capital.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.
- Access to private APIs.
- Access to private databases.

Introduction.

Dili is an AI agent that acts as an analyst, allowing for the completion of due diligence processes in hours instead of weeks.

Problem.

Due diligence is a manual and extended process necessary to close business buyouts. It involves spending weeks or months meticulously reviewing company data, uncovering documents, checking external sources, and presenting memos to make million-dollar investment decisions.

This means that investors can only analyze a very limited number of deals per year, or they cannot delve as needed into the due diligence of each agreement.

Solution.

Dili is a platform driven by LLM models that generate insights and analysis for investors.

Dili enhances the quality of the due diligence carried out by providing more accurate analysis and insights, automating the most manual parts of the process, and accelerating it by 500%.

With Dili, investors can:

- Thoroughly understand data.
- Automatically detect anomalies or red flags.
- Instantly calculate financial metrics and models.
- Conduct a comprehensive comparative analysis for each new deal.
- Prepare a first draft of a memo or negotiation package within minutes.

Among Dili's most relevant functionalities, the following stand out:

- Due diligence automation, making the process 5 times faster.
- Identification of red flags during the early stages of due diligence.
- Search in a database of all analyzed companies.
- Enhanced insights to make data-driven investment decisions.

Founder Introduction.

Stephanie, Brian, and Anand are the entrepreneurs behind Dili. After working together at Coinbase, they decided to tackle the challenge of making the due diligence process more efficient.

Website.

<https://diliai.com>

Video

AI assistant for Tagging Footage of Videos

Kino AI

Industry.

Film and Video.

Problem.

Automating the tagging of film footage

Customer.

Film and Video Editors.

Technical Components of the LLM Application (LLM App).

- Audio to Text Conversion.
- Video to Text Conversion.
- Chatbot for finding snippets.
- Keyword Indexing.
- Noise Removal.

Introduction.

Wes and Luke, founders of Kino AI, began their entrepreneurial journey as amateur filmmakers, crafting a documentary about MIT's history and technology in the U.S. Through this process, they identified a need for more efficient tools for film professionals and chose to merge their passion for film with technology.

Problem.

Film editing requires meticulous footage organization. Traditionally, editors and editing assistants spend hours manually transcribing and categorizing each piece of footage, resulting in a costly, slow, and delicate process. Any oversight at this stage can be detrimental to the production.

Solution.

Kino AI uses artificial intelligence to infer metadata from footage and utilize it to automatically tag and organize the content. The software transcribes the audio, describes the video, and turns a disorganized heap of footage into a handy index. All this occurs locally on the editor's machine, ensuring data privacy and security.

A standout feature of Kino AI is its ability to allow users to use natural language to find specific moments within their entire footage library, significantly streamlining the editing process.

Among the primary functionalities of Kino AI are:

- Metadata Inference: thousands of clips, automatically tagged.
- Keyword Indexing: search for any object within your recordings.
- Fluid footage navigation: like your computer's file browser but supercharged for video.
- Metadata tagging: Kino automatically fills in the metadata in a digital codebook compatible with any editing environment and shareable across departments.
- Automatic audio-visual synchronization.
- Sound issues removal.

Kino AI's functionalities are smart and improve with use. The more you use them, the better they become.

Founders.

Wesley Block and Luke Igel met as freshmen at MIT in 2018 and quickly became friends. They collaborated on a documentary in November 2020, and through this experience, they identified an opportunity to enhance the film editing process using artificial intelligence.

Website.

trykino.com

AI assistant for Product Video Creation

Kite

Industry.

Business.

Problem.

Streamlining product video production.

Customer.

Business.

Technical Components of the LLM Application (LLM App).

- AI Agent.
- Access to private knowledge sources.

Introduction.

Kite is a startup assisting software businesses in crafting marketing videos within minutes. With just a screen recording of a product, it can be turned into a polished video ready to make a mark in the market, no prior experience required.

Problem.

Leading businesses understand the importance of how they present themselves to the world. A compelling narrative can boost a great product. Companies like Apple, for example, don't just release a press statement when unveiling a product; they use video to tell a story and highlight its features.

Most businesses aren't Apple, but they too need to tell their story. Users prefer video over text, and social media algorithms favor it.

However, creating quality marketing videos remains a challenge. Existing solutions tend to be bland, tedious, or pricey.

Solution.

Kite allows any software company to create professional-quality marketing videos without needing a production studio.

The process starts with a screen capture of the product. Once recorded, Kite turns it into a high-quality video semi-automatically.

Features include showcasing the app on a 3D model, auto camera movement to follow the action and highlight features, adding animated text, and syncing with music. All of these aim to abstract the tedious parts of video creation and provide a comprehensive, user-friendly tool.

Founders.

Kite is the brainchild of entrepreneurs Derek and Todd. Derek has been crafting marketing videos for startups for over a decade, both for his own products and as a contractor. Both deeply understand the needs and challenges businesses face when trying to stand out in a noisy, crowded market.

Website.

www.kite.video

Training to create LLM Apps

All the startups featured in this book are based on the new LLM Apps.

LLM Apps are the future of Artificial Intelligence applied to business. AI teams have shifted from creating in-house AI models to training foundational models and implementing them in LLM Apps.

This trend is not only applicable to LLM models but also to vision models and will undoubtedly continue with the imminent multi-modal models.

One of the most significant consequences of this change is occurring in the composition of AI teams, where data scientists are giving way to new LLM App developers capable of connecting foundational models with applications.

The new LLM App developers do not focus on analyzing data or building machine learning models, but on directing the power of foundational LLM models towards specific tasks.

Anyone can learn to create LLM Apps.

Creating LLM Apps is a new discipline that is not reserved solely for those with Computer Science or Data Science backgrounds.

While these individuals may have a slight initial advantage, anyone can learn to create LLM Apps with the right guidance.

Training program to create LLM Apps.

There are very few training programs in the world for learning to create LLM Apps.

At AI Accelera, we offer a comprehensive range of specialized courses on this topic, as well as a Bootcamp (an intensive training program) dedicated to it.

Our programs can be taken in various ways and in different places since we collaborate with training centers, accelerators, organizations, institutions, and companies worldwide. For more information, visit our website at AIaccelera.com.

Below we present the summarized contents of our Bootcamp for creating LLM Applications (LLM Apps).

1. Introduction. What are LLM Applications (LLM Apps) and what can they do? Real-life LLM Apps cases in different sectors and areas.

2. Introduction to Generative AI.
3. Basic concepts of LLM models.
4. Current challenges of LLM models and solutions.
5. Architecture of an LLM Application.
6. Key aspects of Fine-tuning.
7. Key aspects of Prompt Engineering.
8. Key aspects of vector database management.
9. Orchestration frameworks for building LLM Applications.
10. AI agents.
11. Evaluation and testing of LLM Applications.
12. Demo environments for LLM Applications.
13. Frameworks to connect LLM Applications with full-stack applications.
14. No-code/low-code frameworks.
15. Hosting LLM Applications.
16. Practice: Creating several LLM Applications from start to finish.

External help to create LLM Apps

Many entrepreneurs and companies require external technical assistance to develop their LLM Apps.

From the AI Accelerator, we offer a wide range of services in this field. For more information, visit our website at aceleradoraAI.com.

How we can help you

In a world where technology is constantly evolving, Artificial Intelligence (AI) has established itself as one of the most powerful tools to drive innovation and growth in companies. From AI Accelera (AIaccelera.com), we offer a comprehensive range of AI-related services, ensuring that both organizations and individuals are well positioned to take advantage of this revolutionary technology.

AI Audit: We identify areas of your business where AI can add value, optimize processes, and reduce costs.

AI Consulting: We offer comprehensive AI services ranging from business analysis to the development and technical implementation of final solutions, thereby helping companies effectively apply AI solutions.

External AI Management: If your company doesn't have an AI department, we'll handle it for you. Subcontract with us and get an expert team to manage all your AI-related needs.

Custom AI Training: We offer both in-person and online courses and seminars tailored specifically to the needs of your team, ensuring they are up to date with the latest AI trends and techniques.

AI Professional Selection: We assist companies in finding and hiring the right talent in the AI field, ensuring they have highly qualified experts on their team.

Mentorship for AI Students and Professionals: We offer coaching and mentorship services for those looking to deepen their knowledge and skills in AI.

AI Startup Acceleration: We provide tools, resources, and specialized advice for AI-centric startups, ensuring they get the necessary boost to grow and thrive.

Mentorship for AI Startups: We offer coaching and mentorship for founders and AI startup teams, helping them overcome challenges and achieve their goals.

Mentorship for Incubators and Development Agencies: We offer guidance to managers of incubators and development agencies, teaching them how to foster and support AI-focused startups.

AI Talks and Conferences: We give lectures and conferences about AI, sharing insights and fostering networking.

AI Event Organization: We organize AI-focused events, from seminars to congresses.

AI is redefining the technology and business landscape. By choosing to work with a company that offers such a broad range of AI-related services, organizations and individuals ensure they are at the forefront of this revolution, ready to seize all the opportunities AI offers.

With the right support, the future of AI is bright, and the possibilities are virtually endless.

Contact us.

If you'd like more information about our services, contact us by sending an email to info@AIaccelera.com.

Join our team.

We are always interested in meeting intriguing individuals.

If you're passionate about AI and want to be part of a team with an Olympic spirit, get in touch with us by sending an email to info@aceleradoraAI.com. We are interested in both technical and business profiles. And if you don't have the proper training yet, you can learn with us.

Collaborate with us.

We are always keen to know about exciting collaboration opportunities.

If you work in an agency, consultancy, incubator, development agency, business school, training center, or any other organization you believe we can collaborate with, contact us by sending an email to info@aceleradoraAI.com.

Bibliographic references

The information on the startups that appear in this book has been obtained from press releases and articles published on the internet as well as from the startups' own websites. The technical analysis of the startups has been carried out separately based on the aforementioned data.

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