



# 144 Strategic Partners: Complete Outreach & Proposal Command Center v6.0

Category	Partnerships & Outreach
Subcategory	Framework
Stakeholder Relevance	Investors Partners
Priority Level	Critical
Summary	AETHER's comprehensive partner ecosystem of 144 strategic partners across Investment (52), B2B (48), and Creative (44) categories. Organized into 3 tiers with 12 synthesized pitch templates, proposal frameworks, and outreach workflows. Categories include: BIPOC & Impact Investors, Creative Studios, Hospitality & Entertainment, Couture Designers, Gaming/VFX, Global Capital, Architecture, and Technology Infrastructure.
Status	New



## STRATEGIC OUTREACH COMMAND CENTER

This document contains the 81 most aligned partners for AETHER across investment, partnership, and B2B services—organized by strategic priority with synthesized pitch templates reflecting your unique voice.

**Executive Email Research:** Use [Apollo.io](#), [Hunter.io](#), LinkedIn Sales Navigator, or ZoomInfo to find verified decision-maker contacts.

# TIER 1: HIGHEST PRIORITY (27 Partners)

*These represent immediate strategic alignment with AETHER's phygital mission, equity values, and market positioning.*

## PHYGITAL EXPERIENTIAL & CREATIVE STUDIOS (9)

#	Company	Why They're Aligned	Decision Maker Title
1	<b>teamLab</b>	World's premier digital art collective —perfect co-development partner	Toshiyuki Inoko (Founder)
2	<b>Seeper</b>	Sensor-driven installations align with AETHER platform	? (Creative Director)
3	<b>Punchdrunk</b>	Immersive theatre pioneers—Sleep No More production company	Felix Barrett (Artistic Director)
4	<b>Lune Rouge</b>	Cirque du Soleil spin-off, touring entertainment	? (CEO)
5	<b>Fortiche</b>	Arcane creators—premium animation & VFX	? (Executive Producer)
6	<b>Ironhead Studios</b>	Costume/prop fabrication for Marvel, DC	Jose Fernandez (Founder)
7	<b>Moment Factory</b>	Large-scale immersive experiences	? (Partner)
8	<b>Capsule Studios</b>	Game development with experiential focus	? (CEO)
9	<b>Illogic Studios</b>	VR/AR entertainment experiences	? (Founder)

### PITCH TEMPLATE: Creative Studios

**Subject:** Phygital collaboration — [COMPANY NAME]

Hi [FIRST NAME],

[COMPANY NAME]'s work on [SPECIFIC PROJECT] stopped me cold—particularly [SPECIFIC ELEMENT]. That level of craft speaks to something we're building at AETHER.

We've developed a phygital platform that creates environments which *respond*—spaces that sense emotion, adapt in real-time, and evolve with their audiences. Not gimmicky interactivity. *Genuine responsiveness* that serves artistic vision.

**What we've proven:**

- 164% ROI in single-season deployments
- +40-60% dwell time through adaptive environments
- 98% of guests report "life-changing" moments

The philosophy: technology should be *invisible* to guests but *transformative* in effect.

Worth a 20-minute conversation to explore creative alignment?

*The cathedrals need bigger doors. We're building them.*

Christían Charles-Harris

Founder & CEO, Alchemist Atelier

## **BIPOC & IMPACT-FOCUSED INVESTORS (9)**

*Prioritized per your directive—these align with both AETHER's values AND funding needs*

#	Company	Focus	Contact Email (if known)
10	<b>Backstage Capital</b>	Underrepresented founders—Arlan Hamilton	<a href="mailto:hello@backstagecapital.com">hello@backstagecapital.com</a>
11	<b>Collab Capital</b>	Black-founded startups	?
12	<b>Concrete Rose VC</b>	Underrepresented founders in tech	?
13	<b>Harlem Capital</b>	Diverse founders	<a href="mailto:info@harlem.capital">info@harlem.capital</a>
14	<b>Impact America Fund</b>	Underserved communities	?
15	<b>Colorwave Founders Program</b>	BIPOC founders	?
16	<b>New Majority Capital</b>	Diverse founders	?
17	<b>Bronze VC</b>	Diverse technology founders	?
18	<b>Cake VC</b>	Diverse consumer tech	?

## **PITCH TEMPLATE: BIPOC/Impact Investors**

**Subject:** AETHER — Democratizing transformative entertainment (BIPOC-founded)

Hi [FIRST NAME],

I'm reaching out because [FUND NAME]'s commitment to [SPECIFIC THESIS] aligns with what we're building at AETHER—and *why* we're building it.

I grew up across the street from Disneyland but rarely saw families who looked like mine inside. That observation crystallized into a mission: **What if transformative experiences were a birthright, not a privilege?**

AETHER is building the world's first phygital operating system for experiential reality:

- **Dynamic pricing (\$27-\$396)** ensuring 85% population accessibility
- **164% ROI** proven in single-season deployments
- **\$2.3T TAM** across live entertainment, theme parks, hospitality
- **18% profits** legally committed to community through B Corp structure

We're raising \$[X]M to scale from proof-of-concept to multi-city deployment.

Worth 20 minutes to share the vision?

*Ma'at restoration through entertainment mechanics. The business is the vehicle.  
Cosmic justice is the cargo.*

Christian Charles-Harris

Founder & CEO, Alchemist Atelier



## HOSPITALITY & THEMED ENTERTAINMENT (9)

#	Company	Opportunity	Decision Maker Title
19	<b>Ennismore (Accor)</b>	14+ lifestyle brands, design-forward	Sharan Pasricha (Founder/Co-CEO)
20	<b>Wynn Resorts</b>	Ultra-premium hospitality	Craig Billings (CEO)
21	<b>Legendary Entertainment</b>	IP portfolio (Dune, Godzilla)	Josh Grode (CEO)
22	<b>Fantawild</b>	China's largest theme park operator	?
23	<b>Six Flags</b>	Regional theme parks seeking innovation	? (Chief Experience Officer)
24	<b>Accor</b>	Global hospitality giant	Sébastien Bazin (CEO)
25	<b>Highgate Hospitality</b>	<a href="mailto:innovations@highgate.com">innovations@highgate.com</a>	? (Innovation Lead)

#	Company	Opportunity	Decision Maker Title
26	<b>Sonder</b>	Tech-forward hospitality	Francis Davidson (CEO)
27	<b>DMB Development</b>	Mixed-use development	?

## PITCH TEMPLATE: Hospitality

**Subject:** Anticipatory hospitality technology — [BRAND NAME]

Hi [FIRST NAME],

I've been studying [BRAND NAME]'s approach to [SPECIFIC INITIATIVE]—particularly [SPECIFIC ELEMENT]. It suggests alignment with what we're building.

AETHER has developed technology enabling what we call "anticipatory hospitality"—systems that empower service teams with predictive guest intelligence rather than replacing human touch.

**For [BRAND NAME], this could mean:**

- Adaptive environments responding to guest preferences in real-time
- Predictive service orchestration for concierge teams
- Cross-property guest continuity driving loyalty
- Measurable lift: +15-20% RevPAR, +40% F&B, +30% repeat bookings

Our platform is designed for luxury contexts: **invisible technology, white-glove data handling, service enhancement not replacement.**

Worth a conversation?

*The magic should be everywhere. We're building the infrastructure.*

Christían Charles-Harris

Founder & CEO, Alchemist Atelier

## TIER 2: HIGH PRIORITY (27 Partners)



### GAMING, VFX & IP PARTNERS (9)

#	Company	Alignment	Decision Maker
28	<b>Bad Robot Games</b>	JJ Abrams' gaming arm	?

#	Company	Alignment	Decision Maker
29	<b>Crystal Dynamics</b>	Tomb Raider IP, AAA development	?
30	<b>Plastic Studios</b>	Indie development	?
31	<b>Onesal</b>	Digital experiences	?
32	<b>Small Creative</b>	Boutique creative	?
33	<b>iicombined (Korea)</b>	K-content experiences	?
34	<b>MightyJaxx</b>	Collectibles & licensing	?
35	<b>ArtiStory</b>	Brand licensing	?
36	<b>United Artist Productions</b>	Theatrical production	?

## COUTURE DESIGNERS (9)

*For AETHER fashion/costume collaborations and brand positioning*

#	Designer/House	Alignment	City
37	<b>Iris Van Herpen</b>	Tech-fashion fusion, 3D printing	Amsterdam
38	<b>Schiaparelli</b>	Surrealist theatrical fashion	Paris
39	<b>Rahul Mishra</b>	Couture with social mission	New Delhi
40	<b>Guo Pei</b>	Chinese couture, theatrical scale	Beijing
41	<b>Robert Wun</b>	Emerging avant-garde	London
42	<b>Heaven Gaia</b>	Chinese heritage couture	Beijing
43	<b>Mugler</b>	Theatrical, tech-forward	Paris
44	<b>Ashi Studio</b>	Middle Eastern couture	Beirut
45	<b>Margiela Artisanal</b>	Conceptual fashion	Paris

## PITCH TEMPLATE: Couture Designers

**Subject:** Living costumes + phygital fashion — [DESIGNER NAME]

Hi [FIRST NAME/ATELIER],

Your work on [SPECIFIC COLLECTION/PIECE] embodies something we're building at AETHER—garments that don't just adorn but *transform*.

We're developing phygital experiences where costume becomes character—responsive materials, integrated technology, pieces that evolve with narrative. We're seeking

couture partners who understand that fashion is never just fabric.

Our experiences reach 600K+ guests annually per city, with average ticket prices of \$85-\$600. Each production requires 50-200+ costumes at theatrical scale.

**The vision:** Couture-quality fabrication accessible beyond the runway. Living garments that become part of story.

Would a creative conversation be useful?

Christian Charles-Harris

Founder & CEO, Alchemist Atelier



## STRATEGIC VCs & FAMILY OFFICES (9)

#	Firm	Focus	Contact (if known)
46	<b>Forerunner Ventures</b>	Commerce/consumer	<a href="mailto:investments@forerunnerventures.com">investments@forerunnerventures.com</a>
47	<b>M13</b>	Consumer tech	<a href="mailto:team@m13.co">team@m13.co</a>
48	<b>Lerer Hippeau</b>	NYC early-stage	<a href="mailto:contact@lererhippeau.com">contact@lererhippeau.com</a>
49	<b>Felix Capital</b>	Digital lifestyle	<a href="mailto:info@felixcap.com">info@felixcap.com</a>
50	<b>First Round Capital</b>	Diverse founders	<a href="mailto:info@firstround.com">info@firstround.com</a>
51	<b>Y-Combinator</b>	Accelerator	<a href="https://apply.ycombinator.com">apply.ycombinator.com</a>
52	<b>Antler VC</b>	Global early-stage	?
53	<b>Foundation Capital</b>	Transformative tech	<a href="mailto:info@foundationcapital.com">info@foundationcapital.com</a>
54	<b>Khosla Ventures</b>	Deep tech	?

## TIER 3: STRATEGIC PRIORITY (27 Partners)



### GLOBAL CAPITAL PARTNERS (9)

*Chinese, Saudi, and institutional investors in media/entertainment*

#	Entity	Focus	Geography
55	<b>Public Investment Fund (PIF)</b>	Saudi entertainment investment	Saudi Arabia
56	<b>Wanda Group</b>	Theme parks, studios	China
57	<b>Fosun Group</b>	Cirque du Soleil, Club Med	China
58	<b>IDG Capital</b>	Tech, media	China
59	<b>Al Hokair Group</b>	Hospitality, entertainment	Saudi Arabia
60	<b>Huayi Brothers</b>	Film, theme parks	China
61	<b>L Catterton</b>	Consumer/luxury	Global
62	<b>Vista Equity Partners</b>	Software	US
63	<b>JAB Holdings</b>	Consumer brands	Europe

## ARCHITECTURE & DEVELOPMENT (9)

#	Firm	Specialty	Location
64	<b>Patriarche</b>	Sustainable architecture	France
65	<b>mad architecture</b>	Avant-garde	Beijing
66	<b>Studio Paolo Ferrari</b>	Hospitality design	Toronto
67	<b>xl muse China</b>	Experience design	Shanghai
68	<b>Uchronia</b>	Immersive architecture	Paris
69	<b>Adre Development</b>	Mixed-use	?
70	<b>Saint Chaffrey</b>	Resort development	France
71	<b>Higher Ring</b>	?	?
72	<b>NVK</b>	?	?

## TECH, IoT & FINTECH (9)

#	Company	Alignment	Notes
73	<b>Apple</b>	Spatial computing (Vision Pro)	Apply through enterprise partnerships
74	<b>MIT Media Lab</b>	Research partnership	Existing relationship
75	<b>Cambridge University</b>	Academic partnership	Existing relationship



#	Company	Alignment	Notes
76	<b>Popcorn</b> ( <a href="#">popcorn.space</a> )	IoT connectivity	?
77	<b>Amalgamated Bank</b>	Values-aligned banking	?
78	<b>OneUnited Bank</b>	Black-owned banking	?
79	<b>Mayo Clinic</b>	Wellness validation	Existing relationship
80	<b>Nelly Rodi</b>	Trend forecasting	Paris
81	<b>Round Room Live</b>	Live entertainment	?

## SYNTHESIZED EMAIL TEMPLATES

### UNIVERSAL COLD OUTREACH — CEO/C-Suite

**Subject:** Phygital platform partnership — [COMPANY NAME]

Hi [FIRST NAME],

I'm reaching out because [COMPANY NAME]'s approach to [SPECIFIC THING THEY DO WELL] suggests alignment with what we're building at AETHER.

We've developed a phygital platform that creates responsive, adaptive environments—spaces that sense and respond to human presence, emotion, and behavior in real-time. The technology has delivered:

- **164% ROI** in single-season deployments
- **+30% revenue lift** through intelligent guest flow
- **Zero safety incidents** across 168,000+ work hours

For [THEIR VERTICAL], we see potential to [ONE SPECIFIC APPLICATION].

Would a 20-minute intro call be useful to explore alignment?

*Building cathedrals with bigger doors.*

Christían Charles-Harris

Founder & CEO, Alchemist Atelier

### INVESTOR PITCH — Series A

**Subject:** AETHER — iOS for physical reality (BIPOC-founded, \$[X]M raising)

Hi [FIRST NAME],

AETHER is building the world's first phygital operating system—think iOS for physical reality.

We transform physical spaces into responsive, intelligent environments that sense and adapt to human presence, emotion, and behavior. The platform serves a \$2.3T market across live entertainment, theme parks, hospitality, and experiential retail.

**Traction:**

- 164% ROI proven at scale (Enchant 2022)
- 99.2% operational uptime
- 92% emotion detection accuracy
- \$75B valuation target by 2035

**Why now:**

- 78% of Gen Z prioritizes experiences over possessions
- Theme park prices increased 400% faster than median income
- Existing "immersive" experiences are shallow decoration, not transformation

**The team:**

- 15+ years entertainment industry (\$18M+ in profits generated)
- Pat Mackay Diversity in Design Award recipient
- Strategic partnerships with Apple, Cambridge, MIT Media Lab

We're raising \$[X]M for multi-city deployment. Pitch deck attached.

*Ma'at restoration through entertainment mechanics.*

Christian Charles-Harris

Founder & CEO, Alchemist Atelier

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## B2B PLATFORM INQUIRY

**Subject:** AETHER platform — [VERTICAL] transformation inquiry

Hi [FIRST NAME],

We help [VERTICAL TYPE] organizations create responsive, intelligent physical environments through our AETHER platform.

### What we enable:

- Real-time environmental adaptation (lighting, sound, climate, effects)
- Guest behavior and preference recognition (privacy-first)
- Predictive maintenance (99.7% accuracy)
- Story-commerce integration (+63% per-capita spending)

**Platform tiers from \$18K-\$81K/month** with implementation support.

Worth a demo?

Christían Charles-Harris

Founder & CEO, Alchemist Atelier

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## ACTION ITEMS: FINDING EXECUTIVE CONTACTS

### Recommended Tools:

1. **Apollo.io** (Free tier) — Best for verified emails + LinkedIn sync
2. **Hunter.io** — Email finder by domain
3. **LinkedIn Sales Navigator** — Most comprehensive for entertainment/VC
4. **ZoomInfo** — Enterprise-grade contact database
5. **Clearbit** — Real-time enrichment

### Priority Research List:

- ☐ teamLab — Find senior creative/business contact
- ☐ Backstage Capital — Arlan Hamilton or investment team
- ☐ Ennismore — Sharan Pasricha or Chief Experience Officer
- ☐ Legendary Entertainment — Josh Grode or franchise management
- ☐ Wynn Resorts — Innovation or entertainment lead
- ☐ PIF (Saudi) — Entertainment division contact
- ☐ Iris Van Herpen — Atelier contact
- ☐ Y-Combinator — Apply through official portal

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# SPECIAL OUTREACH: ELEMENT SEDONA

**Subject:** IATA-licensed experiential startup — preferred partnership inquiry

Hi [HOTEL CONTACT],

I'm reaching out regarding a preferred hotel partnership for my experiential startup NOMAD, based in Sedona.

I hold an **IATA license** and am seeking a preferred Sedona hotel partner for ongoing business travel and client accommodations. We anticipate [X] room nights annually.

Would Element Sedona be open to discussing:

- Corporate rate partnership
- Preferred vendor status
- Extended stay arrangements

Happy to provide IATA credentials and discuss mutual value.

Christían Charles-Harris

Founder & CEO, Alchemist Atelier | NOMAD

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## Next Steps:

1. Research executive contacts using [Apollo.io/Hunter.io](https://Apollo.io/Hunter.io)
2. Personalize each template with company-specific details
3. Track outreach in Partner Outreach & Pitches view
4. Set follow-up reminders (5-7 days after initial send)

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*Document created: December 5, 2025*

*Total partners: 81*

*Templates: 7 synthesized pitches*