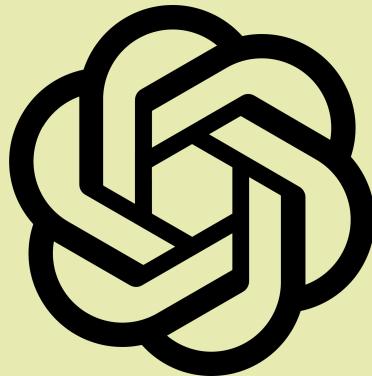
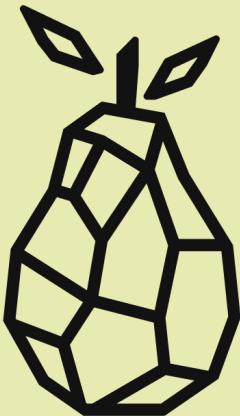


10.12.24  
**hack with**

Pear



Wifi: Pear Guest (SF)  
Password: Pear Studio



# Welcome to Pear Studio SF

---

Hack w/ OpenAI + Pear



# Day Agenda

**9am | Morning welcome + keynote**

---

**12pm | Lunch**

---

**5pm | Project registration deadline**

---

**6pm | Submission**

---

**7:30pm | Finalist presentations**

---

**9pm | Awards**



# Morning Agenda

---

**Welcome from Pear**

---

**Pear Programs: PearX and Pear Dorm**

---

**Pear AI**

---

**Hackathon Rundown**

---

**Keynote: Jeff Harris, OpenAI**

---

**Start hacking!**



We're pre-seed &  
seed specialists



# DoorDash-Backer Pear Raises \$432 Million for Seed Venture Fund

- Firm has also invested in Guardant Health, Gusto at inception
- Pear runs startup boot camp and female founder program



Mar Hershenson, left, and Reiman Nezad, founding managing partners, Pear VC. Photographer:

# Historically, we've invested in companies worth ~\$100B

---



**\$250K-\$2M**  
PRE-SEED

**\$1.5M-\$5M**  
SEED

**Up to \$10M**  
FOLLOW-ON





Pear



# We're not your typical VC.

## We're infused with founder DNA.

Our team are experienced founders and operators, collectively founding 11 startups. We've been there and know what it takes.

## We take community seriously.

You're joining an ecosystem of founders. Pear Studio hosts workshops, speaker series, and community building events with fellow founders.

## We're unusually supportive and hands-on.

We'll hire your first engineer, edit your pitch deck, and workshop your GTM strategy. We're with you for every step of your journey.



# We're a generalist firm with specialist investors.

---

We are not just investors, but company builders ourselves.  
Our investor team has founded 10 companies, some of which  
were acquired by leading tech companies.



# Our talent team goes above and beyond to find you great hires.

The Pear talent team has hired over 100 employees for Pear portfolio companies, including founding engineers, designers, and PMs.



**Matt Birnbaum**



**Nate Hirsch**



**Laura Wright**



**Maryna Sivaieva**



# Upcoming SF Studio Speakers

**November 4**

PEAR STUDIO  
FIRESIDE CHAT



Adam  
Foroughi,  
CEO of  
AppLovin



**November 13**

PEAR STUDIO  
FIRESIDE CHAT



Tony Xu,  
DoorDash  
Co-Founder  
& CEO



# Upcoming Menlo Park Studio Speakers

**October 22**

PEAR STUDIO  
FIRESIDE CHAT



Pedro  
Franceschi,  
Brex Founder  
& CEO



**October 28**

PEAR STUDIO  
FIRESIDE CHAT



Vladimir  
Tenev,  
Robinhood  
Co-Founder  
and CEO

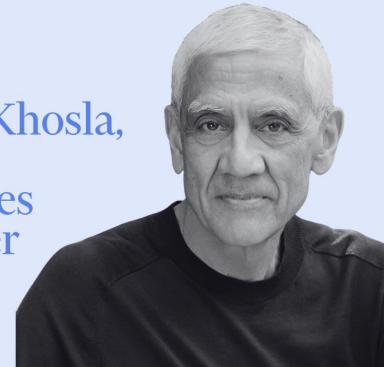


**November 6**

PEAR STUDIO  
FIRESIDE CHAT

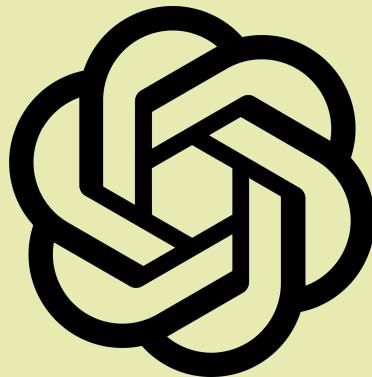
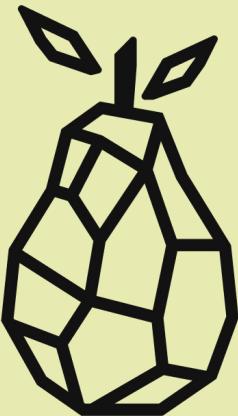


Vinod Khosla,  
Khosla  
Ventures  
Founder



10.12.24  
**hack with**

Pear



# PearX

---

Ajay Kamat

Hack w/ OpenAI + Pear



# Ajay Kamat

PearX



# The PearX Offer

- **2x/Year, 20 companies** per cohort
- Between **\$250k-2M** in funding
- **\$650k** in Cloud Credits
- Customized attention & support
- Office space in Pear Studio
- Extensive recruiting support
- Camp Pear & community
- GTM support
- Fundraising support
- Help finding product market fit



# PearX sets companies on a path to success



**131**

---

Alumni  
companies

**12**

---

Worth  
\$100M+

**\$2B**

---

Raised by PearX  
alums





# W25: Application Deadline





<https://bit.ly/pearx-late-apps>





# 2024 PearX Offering

## Capital

\$250k-\$2m

## PM Fit

*Pear partner 2x/week*

## GTM Services

*1:1 support to define scalable gtm strategy*

## Hiring Services

*In-house recruiter  
(cofounder & 1st eng)*

## Fundraising

*Storytelling and creating pitch deck to targeted list of investors. Negotiation and closing support.*

## Community

*Camp Pear, Pear Studio,  
120 alumni companies*



PEARX

# PearX has a stronger track record than ever



120

Alumni  
companies

\$2B

Raised by PearX  
companies

85%

Raise seed  
capital

1000+

Introductions per  
batch



Pear

The best community



## PEARX COMMUNITY: TECH'S STRONGEST FOUNDER COMMUNITY

- ✓ **Camp Pear:** 3 day retreat
- ✓ **Pear Studio:** all founders are working out of our **new office**
- ✓ **Strong alumni network:** 120+ companies strong
- ✓ **In person community:** Host our weekly check-ins and speaker series **in person** to foster community and support amongst the cohort





Pear

Apply to W25 now  
[pear.vc/pearx](http://pear.vc/pearx)

# Pear Dorm

---

Khalil Fuller

Hack w/ OpenAI + Pear



# Pear Garage

- Berkeley & Stanford Students
- Community of Serious Builders
- Informal Salons, Dinners
- Ongoing Access to Pear Studios

khalil@pear.vc  
(818) 212-0269

# Pear Greenlight

- \$25K Very Early First Checks
- Rolling Acceptance, Ongoing
- Fast Decisions
- 1:1 Support & Community
- Increase Chances of PearX



**Stanford Cofounder Mixer**  
**@ Pear Menlo Park**  
Wednesday 10.16.24  
5 PM



# Pear AI

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Arash Afrahkhteh

Hack w/ OpenAI + Pear



# Here is our AI & Enterprise team



Arash Afrakhteh

Partner



Arpan Shah

Partner



Shravan Reddy

Partner

Applications	Vertical	Enterprise	Consumer
Orchestration	Data pipeline	Retrieval Augmentation	FT models / Agents
Models	Closed source	Open source	Multiple modalities / Customization
Tooling	Data prep, Data sets	Security, Validation	Model hubs, Gateways
Infrastructure	Cloud platform	Software / Hardware	Services



## AI

App layer	AI-enabled marketplaces	Robotics	AI native enterprise apps
<p>2024 will be the year of AI applications, enterprises see ROI.</p> <p> <b>DOXEL</b>  listen  THENA Federatō</p>	<p>AI Powered Network: TikTok AI only network: personalized media.</p> <p> <b>Ideogram</b>  Topsort</p>	<p>The time for robots has finally arrived: Standardization across hardware, software &amp; dev platform + model proliferation.</p>	<p>AI will provide the glue, avoiding large “implementations”.</p> <p> Orby AI</p>
AI in healthcare & bio	AI-enabled simulation	Video	AI security & assurance
<p>Opportunities in AI are everywhere in healthcare and Bio.</p> <p> Valar Labs  viz.ai  Luva AI  Abstractive Health</p>	<p>Amazing efficiency, power consumption and fidelity gains.</p> <p> WindBorne</p>	<p>2024 is the year that generative video goes mainstream.</p> <p> APPARATE LABS  <b>Ideogram</b>  Reduct Video</p>	<p>Protections and guarantees against and for AI.</p> <p> Guardrails AI  Redcoat AI</p>



# AI

New modalities of models	Evaluation & Observation	Domain-specific agents	Human simulation agents
Biological, sensor, etc.	We need the equivalent of CI/CD for AI systems.  PlaygroundRL	Sales, coding, etc.  hexus SellScale listen Causal	From companions to customer simulation, we will be interacting with virtual humans.  Kindroid listen
Synthetic data enabled AI pipelines	AI automation	Data is the new code	AI native development tools
Automatically identify gaps and generate data to improve.  Advex	Automate workflows using AI for process discovery, abstraction and execution  Orby AI	Data pipelines & data glues.  keebo aklivity EDGE DB osmos Typedef	More reliable, more productive, auto detecting and fixing tools.  gradio P

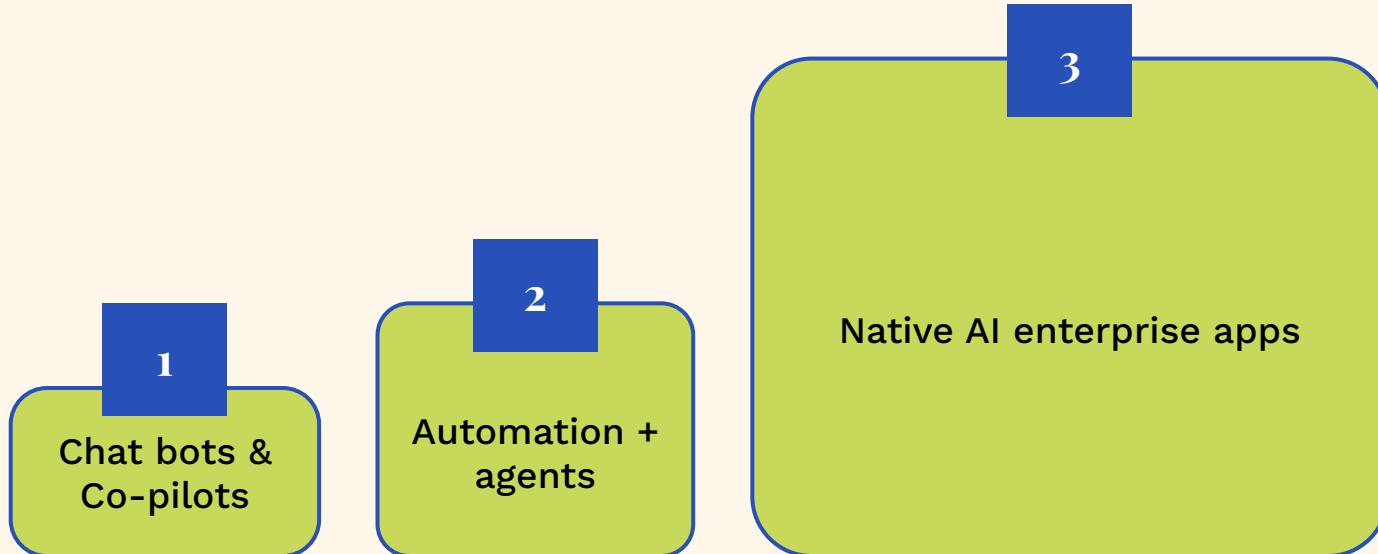


Pear

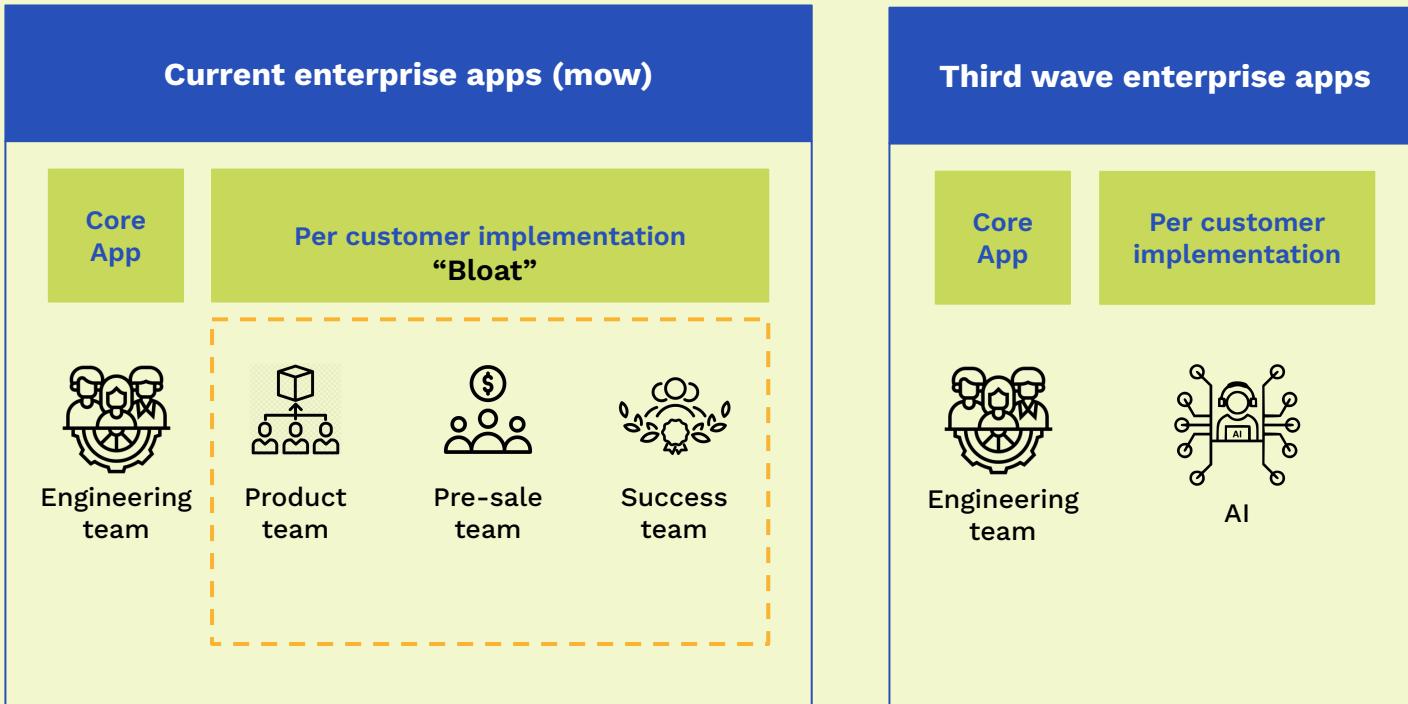
# Applications

# Evolution of enterprise AI applications

There are a lot of AI enterprise applications, but we're still at the beginning



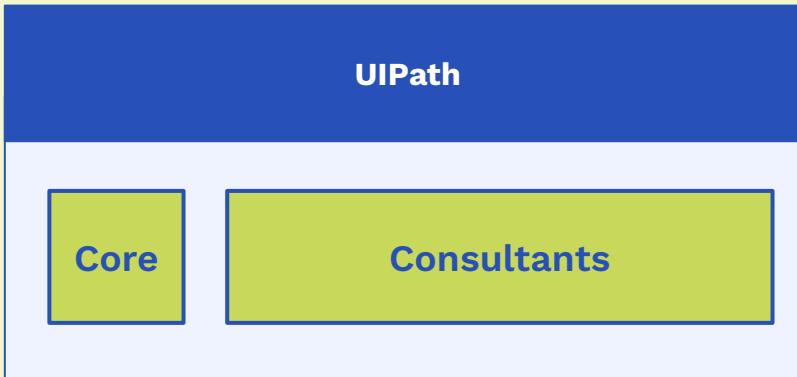
# Third wave: enterprise applications



“Bloat is part of the moat”. How many hospitals are planning to replace their Epic implementation?

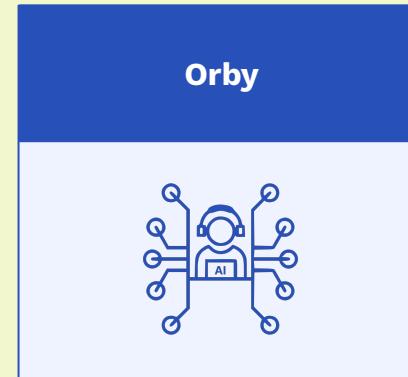
We have a “core” and AI adapts it to each implementation automatically.

# Example: RPA



## **UIPath:**

One of the fastest growing companies, but it's limited by costly implementations that are hard to maintain (bloat)

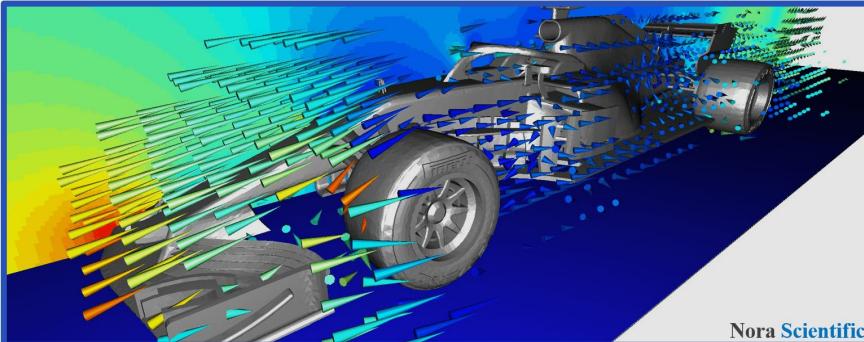


## **Orby AI:**

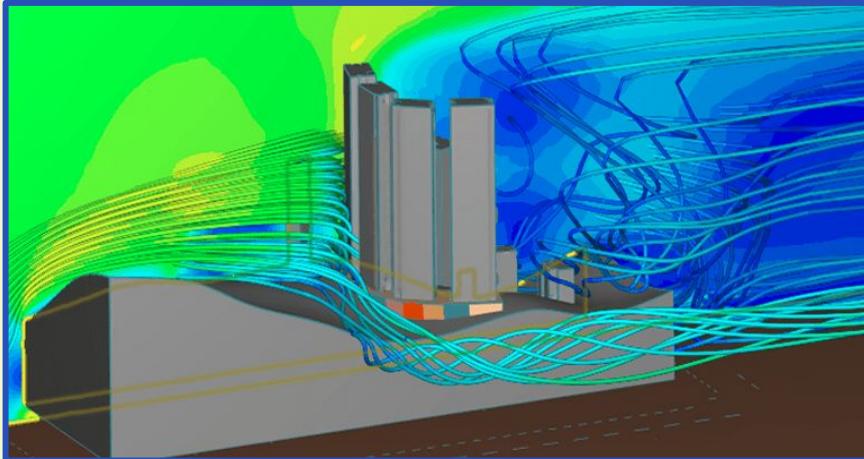
An AI native RPA will automate the “bloat” away, in a way, it will “Automate the Automation”



# AI-driven simulations



Nora Scientific



Simulations create a digital twin of the world, making it possible to model out things in the digital world.

- ✓ Traditional simulations are costly to develop & are computationally intensive to run.
- ✓ AI simulations are orders of magnitude faster, more energy efficient, and have increased granularity.
- ✓ This will impact industries from climate to healthcare to industrials and beyond.



Pear

AI-driven simulation: where is the fertile ground? We're most interested in applications that already have traditional simulations...



# ...like weather prediction, which will drastically improve with AI-driven simulations



## Current weather models are:

- ✓ Require a supercomputer to run
- ✓ Even then have less fidelity than AI Simulation

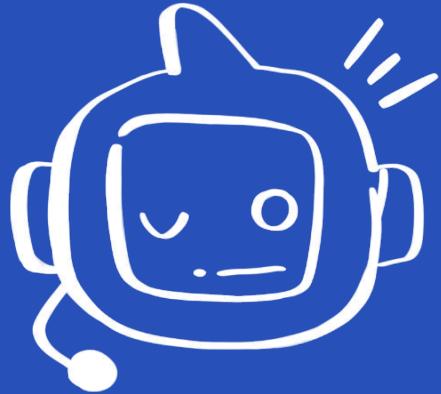
**Record-breaking AI forecasts**

WindBorne's deep learning forecast model, WeatherMesh, creates the most accurate global medium-range weather forecasts in the world. WeatherMesh's AI underpinnings allow it to process both vast training data and live inputs at scale. It's purpose-built for powering real-time operations, including our own constellation.

**AI-enabled simulations will:**

- ✓ Learn weather patterns from data.
- ✓ Be 1,000x faster
- ✓ Be 3,000x more energy efficient
- ✓ Enable 12x more fidelity

WindBorne



# Agents

# AI Agents



## INTERFACES

Physical  
World  
Facing

System  
Facing

Human  
Facing

## FUNCTIONALITIES

Assistant  
Agents

Automation  
Agents

Human  
Simulation  
Agents

General Purpose

or

Vertical Specific

Embodied

Collaborative

## INFRASTRUCTURE

Agent  
Management

Agent  
Ops

# VOYAGE AI

accurate and efficient RAG semantic search  
and retrieval with embedding models and  
rerankers



- A knowledge/retrieval system is needed even when LLMs approach AGI
- Best-in-class embedding models and re-rankers
- World-class team
- Rapidly growing traction

# EDGE|DB

```
$ npx edgedb project init
```

```
using extension ai
```

# ZILLABASE

Your event-driven backend for the next generation of web, mobile and AI apps



aklivity

Find it on GitHub  
[aklivity/zillabase](https://github.com/aklivity/zillabase)



Outspeed is SDK and  
serverless infrastructure  
to build and deploy your  
realtime apps 

Scan to get  
started



<https://outspeed.notion.site/>

## Build and deploy in 2 steps

Install `outspeed` and write your application

```
...  
$ pip install outspeed
```

Deploy

```
...  
$ outspeed deploy app.py --api-key=$API_KEY
```

# Hackathon rundown

---

Katie Li

Hack w/ OpenAI + Pear





# Agenda

## Morning

### **9am - Welcome & Overview**

Pear + OpenAI team

### **10am - Hacking Begins**

Team matching

### **10:30am - Office Hours**

Pear VC Partners

## Afternoon

### **12pm - Lunch**

### **1:30pm - Technical Office Hours**

OpenAI technical team

### **5pm - Project Registration Deadline**

## Evening

### **6pm - Submission Deadline & Dinner**

### **6:30pm - Judging Begins**

### **7:30pm - Finalist Presentations**

6-8 teams, 3 minutes each

### **9pm - Awards**

# Join the hackathon Slack channel

Join here



What you'll find

- **#announcements**
- **#general**
- **#intros**
- **#openai-help**
- **#team-matching**

<https://bit.ly/pear-openai>



If you still need a  
team...

# Office hours: 10:30 AM - 12:00 PM



Arash Afrakhteh



Eddie Eltoukhy



Khalil Fuller



Vivien Ho



Warren Shaeffer

**Partner:**  
AI

**Partner:**  
Biotech

**Partner:**  
Dorm

**Partner:**  
Healthcare

**Partner:**  
Consumer

# Ground Rules

- Only sit at desks tagged with yellow “H” sticky notes
- DO NOT take any monitors or peripherals (mouses, keyboards) from other desks or conference rooms
  - Those belong to our founders or the Pear team
- Conference rooms reserved for teams of 5
- Single booths reserved for demo videos



# Project Registration

Register here



Important Info

DUE AT 5PM

If competing for a prize:

- ALL code must have been written today
- 1 minute demo required
- Github repo required

<https://bit.ly/pear-openai-register>



# Project Submissions

Submit here



Important Info

DUE AT 6PM

If competing for a prize:

- ALL code must have been written today
- 1 minute demo required
- Github repo required

<https://bit.ly/pear-openai-submission>

# Prize Categories

**Most Impressive Technical Feat:** This project achieved extraordinary technical accomplishment, whether it's leveraging advanced algorithms, mastering intricate frameworks, or implementing groundbreaking technology

**Most Innovative Application:** This project takes an unique approach that challenges the status quo, whether it's through disrupting traditional industries or introducing novel solutions to everyday challenges

**Most Ready to Ship:** This project stands out for its readiness to be shipped, launched, or implemented into the real world, whether it's through great UX, thorough testing, or seamless integration with existing systems

**Best Pear Hack:** This project showed exceptional use of one or more of the following Pear companies: Voyage AI, Edge DB, Aklivity, Outspeed

# Matt Vail

---

**Startups & VC Partnerships**  
OpenAI

Hack w/ OpenAI + Pear



# Build with Open AI Pear Hackathon

October 12, 2024



# Welcome Builders!

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**Matt Vail**  
VC Partnerships, OpenAI





## Today's Agenda

How OpenAI Supports Startups

Kickoff Talk with Jeff Harris

# OpenAI is all-in on startups

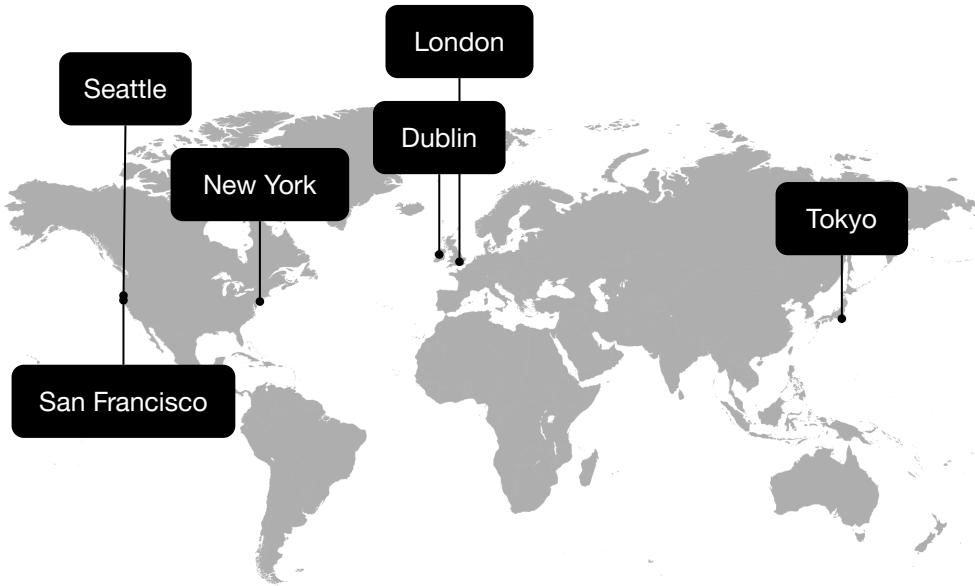
In the past year...

1 → 15 Startups Team

1 HQ → 6 Offices

\$100M Invested

300k TPM → 30m TPM



ABRIDGE



Replika



3,102 startups are built on OpenAI APIs

Harvey.



ramp ↗

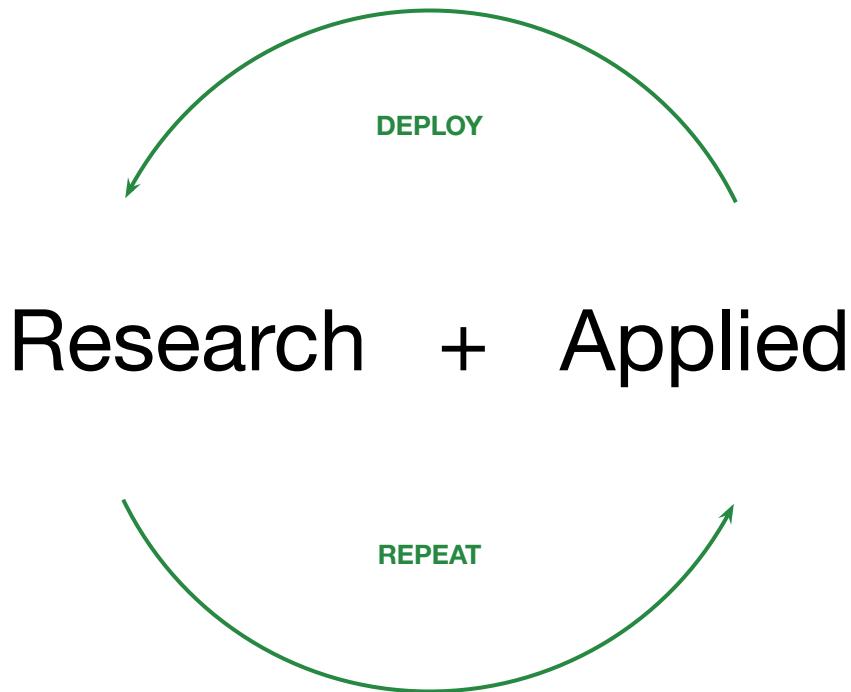


Our org is designed to be research centric with two teams that work on products

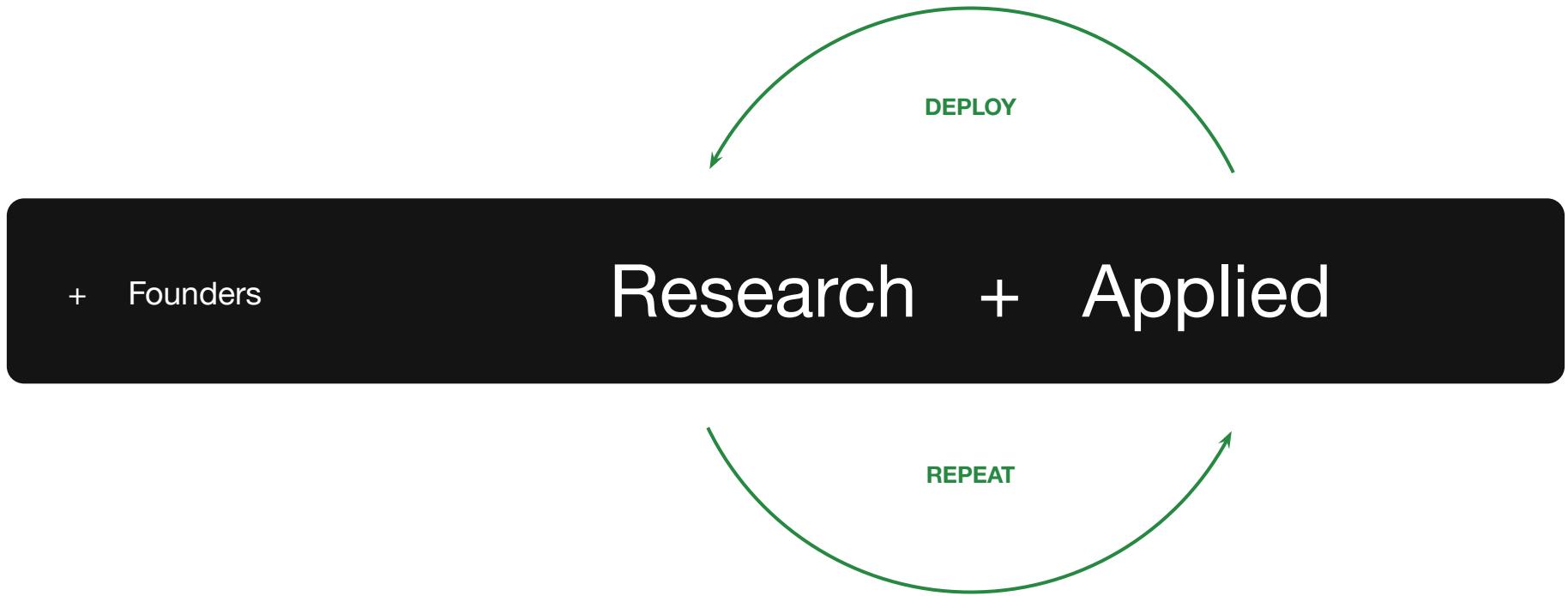
Research + Applied

**Research** focuses on advancing capabilities of AI  
**Applied** focuses on deploying through applications

Research improves our models,  
Applied deploys them



We bring startups into that process



# We're partners in your success

## Startup Program

API grant credits, technical guidance, and invitations to events, OpenAI Founders Table dinners



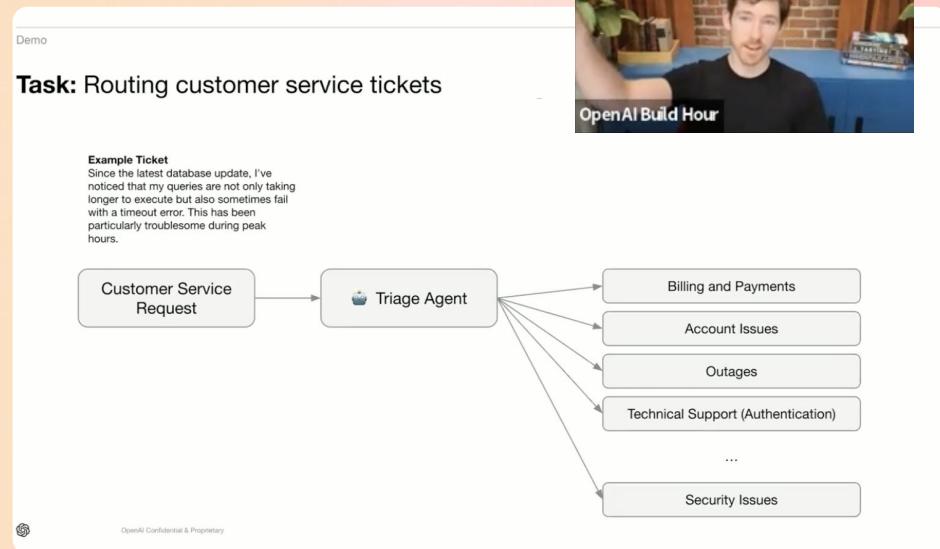
# We're partners in your success

## Startup Program

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## Concierge Support

1:1 office hours, account escalations, Solutions Architects, Build Hours



# We're partners in your success

## Startup Program

API grant credits, technical guidance, and invitations to events, OpenAI Founders Table dinners

## Concierge Support

1:1 office hours, account escalations, Solutions Architects, Build Hours

## Usage Tier Upgrades

Unlock higher usage and API calls

TIER	QUALIFICATION	USAGE LIMITS
Free	User must be in an <a href="#">allowed geography</a>	\$100 / month
Tier 1	\$5 paid	\$100 / month
Tier 2	\$50 paid and 7+ days since first successful payment	\$500 / month
Tier 3	\$100 paid and 7+ days since first successful payment	\$1,000 / month
Tier 4	\$250 paid and 14+ days since first successful payment	\$5,000 / month
Tier 5	\$1,000 paid and 30+ days since first successful payment	\$50,000 / month

# We're partners in your success

## Startup Program

API grant credits, technical guidance, and invitations to events, OpenAI Founders Table dinners

## Concierge Support

1:1 office hours, account escalations, Solutions Architects, Build Hours

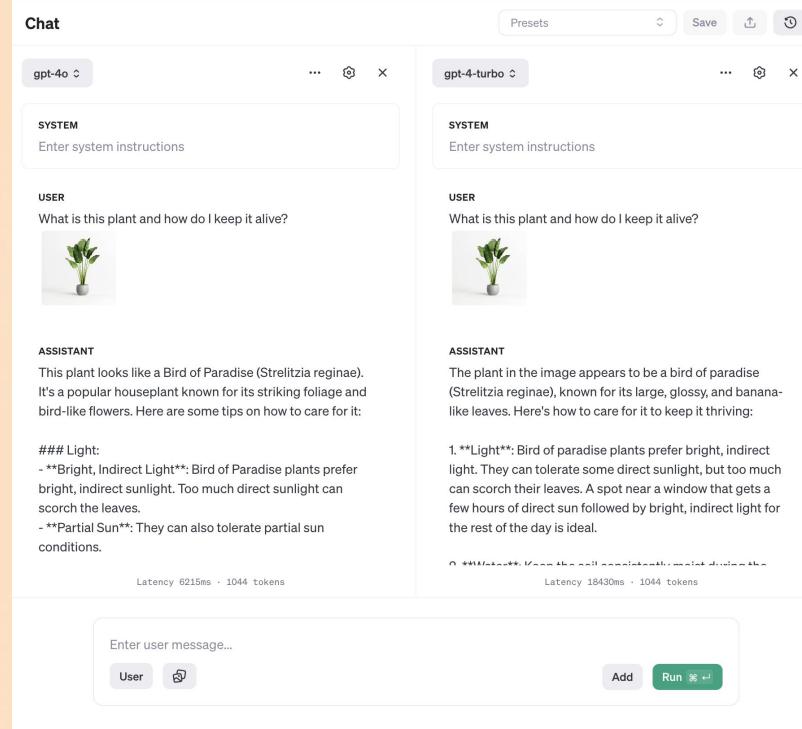
## Usage Tier Upgrades

Unlock higher usage and API calls

## Product Development

Alphas/betas and co-development

Pushing the performance/cost frontier





# Questions



# Jeff Harris

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**PM**  
**OpenAI Developer Platform**

Hack w/ OpenAI + Pear



Pear



10.12.24  
**hack with**

Pear

