

# **ESSENCE**

**VENTURE CAPITAL**

# Experienced founder with strong network



Tendermint

SVP of Engineering of Top-tier VC funded startup.



Founded Top-tier VC funded company that was acquired.



MESOSPHERE

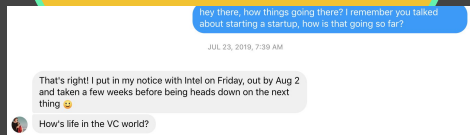
Early employee at a unicorn company.



Active open source maintainer.

# Unique deal flow from a variety of high quality sources

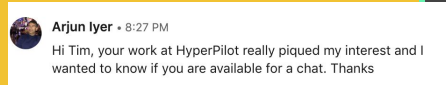
**Early employees /  
coworkers in cloud-native  
startups: Docker,  
Mesosphere, CoreOS,  
VMWare, Cloudera, etc.**



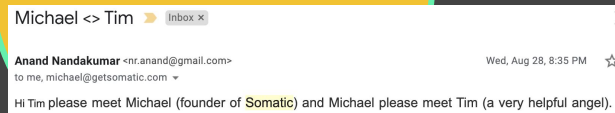
**OSS and Research  
communities:  
Apache, CNCF,  
Stanford, Berkeley,  
University of Washington**

**VCs referrals /  
Accelerators / Angels:  
BVP, Accomplice, Madrona,  
Workbench, Redpoint,  
11.2 capital, YC,  
Techstars, etc.**

**In bound from Blogging,  
Twitter and LinkedIn.**



**Founder friends / Portfolio  
network referrals / Angels  
intro**



**A technical expert that  
brings critical value add  
early on**

**Stage:**  
Pre-seed and  
seed-stage  
teams that  
focus on  
enterprise.

**Areas:** Data  
infrastructure, Cloud,  
DevOps, Developer &  
Data scientist  
tooling, AI/ML  
systems and  
applications.

**Geography:** Primarily  
Pacific Northwest  
(Vancouver, Seattle, etc)  
and Bay Area.

# An active partner to help founders get to series A

Be the founder's active partner at the beginning of the startup journey, helping to refine raw ideas and directions to shape the core essence of the venture.

Specific areas of help with early founders include fundraising, open source strategy, product / go-to market iteration, hiring and Data/ML strategies.

**Xiaoyun Zhu** <xiaoyun@neurops.io>

to me, Pradeep ▾

📧 Mon, Feb 25, 8:21 PM ☆ ↩

Hi Tim,

It was great meeting up earlier today and discussing our ideas for the new venture. Not sure if I had mentioned this earlier, but our new company's name is NeurOps - AI Ops as a service to reduce mean time to remediation (MTTR). I've attached the investor deck for your reference.

It'd be great if you could consider angle-investing in our company. Given your rich experience in this industry and wide connections in the community, both Pradeep and I will also appreciate it if you could take on an advisor role, to give us early feedback on our ideas, product designs and market fit, as well as connecting us to potential customers.

# Unique ability to get early customers leads to access.

Help introduce early customers and investors based on existing customers relationship during Hyperpilot, Mesosphere, Cloudera, etc.

Also receive recommendations and referrals from top VCs and angels for allocation.

**Timothy Chen** <tim@hyperpilot.io>  
to Barr, sofmac ▾

Hi Barr,

I want to introduce Sofus Macskássy to you, who is currently the VP of Data Science at HackerRank. We met when I was part of the data team at Branch Metrics.

I already forwarded your blurb and info to Sofus and he's interested to learn more.

Thanks!

Tim  
**Timothy Chen** <tim@hyperpilot.io>  
to Somik, Vishakha ▾

Hi all,

Want to introduce both of you here, Vishakha is ex-Intel engineer and now CEO of ApertureData, Somik is the head of products at D2IQ.

Already gave both of you context, I'll let you two connect from here.

Tim

Tue, Jan 15, 10:00 Rob (Polychain) / Seb & Mat (Opstrace) Inbox x

✕ 🖨️ 📧

**Timothy Chen** <tim@hyperpilot.io>  
to Mat, Rob, Sebastien ▾

Tue, Aug 6, 3:40 PM ☆ ↩️ ⋮

Hi Rob/Seb/Mat,

Want to introduce you guys to each other, Rob was the head of infra at Coinbase and currently CTO of Polychain Capital. Seb/Mat are cofounders of Opstrace and we all used to be coworkers at Mesosphere.

Rob already read the blurb is open to chat.

Thanks!

Tim

**Sudip Chakrabarti**  
to me ▾

Fri, Oct 4, 1:15 PM (11 hours ago) ☆ ↩️

I met the two founders yesterday and liked them a lot. They mentioned that they had met you – we were talking about mesosphere – and that you might invest. I of course encouraged them to find a way to work with you.

## Engineering talent

Leverage network and talent sources that was established when hiring for Hyperpilot (both in US and Taiwan) and Tendermint (globally) to help develop engineering pipeline and distributed teams practices. Strong engineering talent sources in the data, devops, cloud, AI/ML, hardware space from both the US and Taiwan.

## High quality pipeline for Fund I is ready to go












Mentoring and tracking 20+ early promising teams that are still in founding and idea validation mode.

Teams include ex-Docker founder, Founding engineers at Mesosphere, ex-CTO of Cloudera ML, Senior director at AppDynamics, Early Kubernetes Committer, Uber Engineer Managers, Computer science Professors, etc.

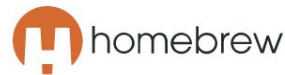


# Investments with top-tier VC and Angels

## 2x more likely to get follow-on compared to industry average

Company	Invested Stage	Co-invested / Follow-ons
 Iterative.ai	Pre-seed (currently Seed)	True Ventures, Afore Capital, Florian Leibert, Tobi Knaup, Andrew Lee, etc
 Elotl	Pre-seed	Angels
 marionet	Pre-seed (currently Seed)	Initialized, Founder Collective, Angellist Spearhead
 NeurOps	Seed	Mango Capital, 8VC, Point72
 XOR	Seed (currently Post-Seed)	SignalFire
 mobikit	Pre-seed	Angels
 Mogul	Series A	Hearst Corporation and Founders & Heads of Comcast, Match.com, LinkedIn, McGraw Hill Education, MTV, NPR, Gary Vaynerchuk, and Diane Von Furstenberg
 flatfile	Pre-Seed	Afore Capital, Gradient Ventures, Liquid 2, Founder Collective, Designer Fund, CEO of Kaggle,
 kubecost	Seed	Afore Capital, Unusual Ventures, Andrew Lee, etc.
 OPSTRACE	Seed	Kleiner Perkins, Liquid 2, Florian Leibert, etc.
 MONOGRAPH	Pre-Seed (currently Seed)	Homebrew, Index Ventures, Parade.vc, Designer Fund

Top funds value my unique value add and  
invite me into deals



## Fund Summary

Sector: Enterprise (Infrastructure, SaaS, AI/ML, Cloud-native)

Stage: Pre-seed and Seed

Number of investments: 10-20

Investment period: 1-2 years

Check size: \$50-100K per company

Follow ons can be done with SPV.

# Fund Terms

Size: 1M

GP Commit: \$50,000

Carry: 20%

Management fees: None\*

Minimum investment: \$50,000\*\*

Back-office: Hosted on AngelList

\* Tim does not charge any management fees. AngelList charges 1% admin fee per year, for up to 10 years for fund administration services.

\*\* Exception is possible based on circumstances

# Current Limited partners



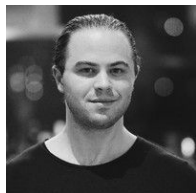
**Tristan Zajonc**  
ex-CTO of ML at Cloudera



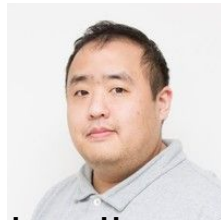
**Jonathan Swanson**  
Thumbtack Founder



**Pradeep Padela**  
ex-CEO at ContainerX



**Jake Zeller**  
Partner at Angellist



**James Huang**  
CIO at Business Next Media



**Xiaoyun Zhu**  
CTO of Neurops

# VC recommendations



**Anamitra Banerji**  
Founding Partner at  
Afore Capital



**Sudip Chakrabarti**  
Partner at Madrona  
Venture Partners



**Muzzammil Zaveri**  
Partner at Gradient  
Ventures



**Mike Miller**  
General Partner at  
Liquid 2 Ventures

**THANK YOU!**

## Appendix - Example investments



**Summary: Collaboration for ML**

**Category: Machine learning (B2B)**

**Invested: Pre-seed @ 4m valuation, lead by Afore Capital**

**Valuation today: 18m (Seed), lead by True Ventures**

**Sourced: Inbound**

## Appendix - Example investments



**Summary:** Customer data management

**Category:** Data infrastructure (B2B)

**Invested:** Pre-seed @ 8m valuation, lead by Afore Capital. 2-3x oversubscribed. Participated in due diligence calls from Gradient Ventures, Story Ventures, Designer Fund, Afore Capital.

**Sourced:** Developer network



# Appendix - Example investments



**Summary: Monitoring / Logging at scale for Enterprises**

**Category: Monitoring (B2B)**

**Invested: Pre-seed @ 20m valuation, lead by Kleiner Perkins.**

**Highly competitive round that closed before YC demo day.**

**Sourced: Ex-colleagues at Mesosphere**



hey:-)

so we are closing our round.

we have Kleiner Perkins and a few angels

we would love to have you on board

## Appendix - Example investments



**Summary:** HR recruiting automation

**Category:** HR (B2B)

**Invested:** Seed @ 10m valuation, lead by Signalfire. Hit 1m ARR before round closed.

**Valuation today:** ~20m (Seed 2), lead by Signalfire. Hit 2m+ ARR

**Sourced:** Introduced by Iterative.ai founders

# Appendix - Founder events

Create high quality founder events to help foster PNW startup community, and foster the culture of helping each other.

Example enterprise dinner includes:  
Bessemer investor, CEO of Algorithmia, CEO of Together, CEO of Rubica, CEO of Hyperproof, ex-CEO of Glimpzit, CEO of Kaskada

