

# **ESSENCE**

**VENTURE CAPITAL**

# Experienced founder with strong network



SVP of Engineering



Acq. by Cloudera



10th employee

MESOSPHERE



Incubator committee

# Particular Areas of Interest

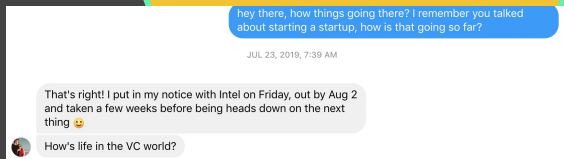
**Stage:**  
Pre-seed and  
seed-stage  
teams that  
focus on  
enterprise.

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

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

# Sourcing

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



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

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

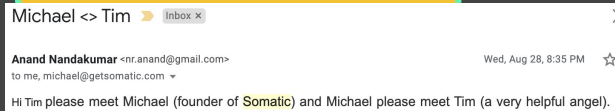


**Arjun Iyer** • 8:27 PM

Hi Tim, your work at HyperPilot really piqued my interest wanted to know if you are available for a chat. Thanks


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

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



# Startup foundation & ideation

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.



Niklas

Hi Tim! Do you have time for us to do a "dry" pitch with you tomorrow AM?

Niklas

He did - and all of these meetings have been *super* helpful

**Arjun Iyer**  
to me ▾

Hi Tim,

Good to hear from you! We've been brainstorming on  
be great to get your feedback as well.

**Xiaoyun Zhu** <xiaoyun@neurops.io>  
to me, Pradeep ▾

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.

Sync up on pitch deck Inbox x



**Vishakha Gupta**  
to me ▾

...

 Mon, Feb 25, 8:21 PM  

# Founder experience

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



hey:-)

so we are closing our round.

we have Kleiner Perkins and a few angels

we would love to have you on board

Btw I just met Vishakha today in person

She said you've helped to get her eng to quit Intel. 👍👍👍



**Dmitry Petrov** <dmitry@iterative.ai>

to me, Ivan ▾

Hey Timothy,

It was nice talking to you today! So much useful information about fundraising. And thank you for your time.

Wed, Aug 8, 2018, 1:24 AM



**David Boskovic** • 3:52 PM

Story , gradient, designer fund

...



**Timothy Chen** • 3:52 PM

ah, nice gradient is in too.

I hope my calls made somewhat of a difference here :)

designer fund is already in then? Are they still looking to chat?



**David Boskovic** • 3:54 PM

Did he email you?

They verbally committed



**Timothy Chen** • 3:55 PM

they did, waiting for them to respond to when they want to chat though



**David Boskovic** • 3:57 PM

Everybody mentioned talking to you.

I owe you a nice whiskey. If that's your thing. :)

haha ya

that's my job at Hyperpilot anyways

might as well continue that trend!

# Customer and Investor network

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.










# Pipeline

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

Company	Invested Stage	Co-invested / Follow-ons
 Iterative.ai	Pre-seed (currently Seed)	Afore Capital, True Ventures, Florian Leibert, Tobi Knaup, Andrew Lee, etc
Elotl	Pre-seed	Angels
 marionet	Pre-seed	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.

# Strong ecosystem relationships

NEA®

 Bessemer  
Venture  
Partners

 Redpoint

wb

8VC



**AFORE**  
CAPITAL

 SIGNALFIRE



KLEINER PERKINS



Gradient Ventures

 techstars®



homebrew

 TSINGYUAN  
VENTURES

true ventures

UNUSUAL  
VENTURES

 MADRONA  
VENTURE GROUP

 BainCapital

 DESIGNER FUND

 MANGO  
CAPITAL

L2 VENTURES



Index  
Ventures

**bōldstart**

## 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

# Fund Terms

Size: 1M

GP Commit: \$30,000

Carry: 20%

Management fees: None\*

Minimum investment: \$25,000

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.

**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.**

**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**



## 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