

DocSend



What We Learned

from

200 Startups
Who Raised
\$360M

Why do some startups get funded? What makes for the best pitch? How does the process work?

DocSend recently teamed up with Professor Tom Eisenmann from Harvard Business School. Together, we conducted research that gave us the answers to those questions. We studied the fundraising of 200 startup companies as they went through their Series Seed and Series A rounds. Altogether, these companies raised more than \$360 million.



200 COMPANIES



\$360M RAISED