**Velocity Ventures Fund Crawler**

**23.2 – 21.4**

**Background about Velocity Ventures:**

We are a first check collaborative fund, specializing in pre-seed startups run and built by founders and operators.

Understand what Velocity Ventures does and what venture capital is [here](https://www.youtube.com/watch?v=a4aUX5u90oA).

A venture capitalist (VC) is a private equity investor that provides capital to companies with high growth potential in exchange for an equity stake. This is done by examining 300-400 startups every year and funding the ones we believe have high growth potential, which is around 4-6 startups every year.

Venture capital deal flow refers to the flow, or rate, of incoming deals that signify investment opportunities.

Effective VC deal sourcing is a prerequisite to success. Deal sourcing is an art. The most successful VCs rely on a combination of sourcing methods.

**How does this project help us achieve our goals and why do we do it?**

The fund crawler we will be developing for Velocity over the next 2 months will help Velocity grow their deal flow by creating a database of stealth-mode startups found by scraping LinkedIn. Can read more about venture capital deal flow [here](https://www.sourcescrub.com/post/how-to-improve-the-venture-capital-deal-flow-process).

Velocity invests in preseeded startups, which are called stealth-mode startups on LinkedIn.

Example below:

Graphical user interface, text, application, chat or text message

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Graphical user interface, text, application

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**Product**

**Must Have**

**User Interface**

Options for scraping (filters)

An example of Linkedin's search options

Graphical user interface, application

Description automatically generated

Both volume and quality are critical factors when measuring the health of a VC deal pipeline.

We should be able to add additional crawler filters beyond just stealth mode startups. We're still researching the best filter options.

**Current must have filters:**

Location must be in Israel

CEOs & CTOs

More to be added

**Database**

All the data should be saved on Airtable -  <https://airtable.com/>

CSV files should include:

Name

Email

Linkedin Link

Position

Where did you find the data

Company website (if any)

\*We welcome any additional options ;)

**Automation**

At Velocity, we automate every process we do to improve productivity and save time.

With this feature in the project, we can save valuable time and scale this tool in a more broader way. Sending an automated message (via Linkedin / email if we have it from scraping) to the COEs we scrape, inviting them to schedule a meeting with me via Calendly.

**Nice to Have**

**Dashboard**

An easy way to present data about a startup / founder

This can include the startup's vertical, founder's name, Linkedin link, website of the startup

Here is an example from our CRM:

Graphical user interface, application

Description automatically generated

\* If you have any suggestions for finding companies at their earliest stages, we'd be happy to hear them. Also, any ideas for how to make this product more effective.

**Below you can find examples for both cases I mentioned above:**

