BuildBear Labs Pte. Ltd.

Founders (Ownership)	Dipesh Sukhani (CEO) (37.01%) Emmanuel Antony (CTO) (30.28%)	**Series A Financing overview**	Investment: $8M Pre-money valuation: $58.67M ESOP: 10.00%
HQ Location	Singapore	**Past Fundraising & Valuation**	Seed Round: October 11, 2023 Amount Raised: $1.5M Share price: $3.55150
Headcount	2 founders 10 employees		Pre-Money Valuation: $9.5M Post-Money Valuation: $10.56M ESOP post: 10%
Current major shareholders (Ownership)	Iterative (7.58%) Superscrypt (4.74%) Tribe Capital (4.74%) 1kx (4.74%)		Lead Investors: Superscrypt, Tribe, 1kx

Company summary & vision

BuildBear Labs is building the **GitHub of Web3:** a full-stack DevOps platform that empowers developers to build, test, and secure decentralised applications with the same confidence, scale, and automation found in traditional software engineering. At its core, BuildBear Labs bridges the gap between Web2 and Web3 by delivering the robust infrastructure modern engineering teams expect: **persistent testing environments, CI/CD pipelines, cross-chain simulation, and collaborative tooling**.

The platform supports **700+ EVM-compatible networks**[1], allowing developers to create real-world, production-grade sandbox environments that simulate mainnet conditions without incurring the costs, delays, or security risks associated with public testnets. Features like **token faucets, plugin integrations, real-time debugging**, and role-based collaboration make BuildBear a complete development lifecycle solution from prototyping to deployment.

By eliminating fragmented tooling and inefficient testing practices, BuildBear Labs helps Web3-native teams and Web2 entrants reduce testing costs by up to **$300K per project**[2] and mitigate the risk of **multimillion-dollar smart contract exploits**. The platform, which is already powering testing infrastructure for leading protocols and audit firms, is rapidly becoming the **default DevOps layer for decentralised software**.

Long-Term Vision

Over the next decade, BuildBear Labs aims to become the **foundational development platform for Web3**, the first tool developers turn to when building, testing, and deploying smart contracts. As blockchain systems shift from experimentation to production-scale adoption, the complexity of rollups, cross-chain architectures, and enterprise-grade compliance will demand a new generation of infrastructure. BuildBear Labs is positioned to meet this need at scale.

Our long-term roadmap includes:

- **Becoming the GitHub of Web3**: A universal, chain-agnostic starting point for all smart contract and protocol development.
- **Ecosystem lock-in via plugins**: A robust marketplace for community-built tooling, automation, analytics, and integrations.
- **Enterprise and audit-layer adoption**: The default simulation and security layer for regulated institutions, protocols, and auditors.
- **End-to-end vertical integration**: Expanding into deployment orchestration, incident response, observability, and developer analytics.

---

[1] *thirdweb EVM Report*
[2] *Cost Savings Analysis, March 2025*

- **Supporting Web2-to-Web3 transformation**: Offering enterprises the tools and confidence to securely launch tokenised and decentralised systems.

By owning the **pre-deployment layer of the Web3 stack**, BuildBear Labs is poised to capture enduring infrastructure value across protocols, ecosystems, and verticals. Our vision is simple: **No decentralised application should ever go live without passing through BuildBear Labs.**

Problem statement

Despite growing developer interest and increasing institutional adoption, the Web3 development lifecycle remains alarmingly immature compared to its Web2 counterpart. While traditional software teams rely on deeply integrated DevOps stacks, version control, CI/CD pipelines, and scalable staging environments, Web3 developers are forced to work in fragmented toolchains, unreliable testnets, and manually configured sandboxes that fail to replicate real-world conditions.

The result is inefficiency at scale. A typical Web3 application takes **8+ months to build and costs upwards of $525,000,** with **approximately $450,000 of that spent purely on testing and debugging** efforts. This fragmented workflow also typically consumes **40% of total development time**, principally due to the absence of persistent, automated testing environments that mirror mainnet dynamics[3].

According to BlockSec[4] and Chainalysis[5], smart contract vulnerabilities accounted for over **$471 million (71%) of total Web3 losses in H1 2023**, largely driven by faulty logic and insufficient testing practices. Even audited protocols are vulnerable; **55.1% of critical bugs stem from flawed logic, highlighting the limits of existing tooling and manual processes**. In some cases, a single exploit can result in losses exceeding $120 million, such as the Ronin Bridge and Nomad incidents.
[6]

For startups and enterprises alike, these failures have significant second-order effects: delayed launches, lost revenue, reputational damage, and increased regulatory scrutiny. With average downtime **costing projects $5,000+ per day** (based on industry averages across dApps, DeFi protocols, and NFT platforms), even minor bugs translate into substantial opportunity costs.

The barriers to entry are even more pronounced for Web2 companies looking to enter the space. Accustomed to modern DevOps environments like GitHub Actions, Jenkins, Docker, and Kubernetes, these teams find the current Web3 developer stack unintuitive and ill-suited for scalable team collaboration. Public testnets, often touted as "staging environments" for smart contracts, are unreliable, slow, and costly, requiring expensive faucet tokens and failing under moderate traffic loads. While powerful for local testing, tools like Hardhat, Foundry, and Remix were never designed for enterprise-grade scale or persistent collaborative environments.

All of this points to a critical infrastructure gap in the Web3 development ecosystem. While Layer 1s and DeFi protocols have matured rapidly, the underlying tools that support secure, collaborative, and scalable development remain 5–10 years behind Web2 standards.

Until this foundational layer is addressed, Web3 will remain a high-friction environment where development costs are inflated, security risks are systemic, and mass adoption is perpetually "just around the corner."

Team

BuildBear Labs is led by a highly experienced team with deep domain expertise across blockchain development, infrastructure engineering, operations, and product development.

Dipesh Sukhani (Co-founder & CEO)
linkedin.com/in/dipeshsukhani

Dipesh is a highly experienced Web3 operator with **over eight years of blockchain application and smart contract development** and a strong track record of technical leadership. He is the co-founder and CEO of BuildBear Labs, where he is focused on solving some of the most persistent challenges in

---

[3] Cost Savings Analysis, March 2025
[4] Blocksec Security Incidents
[5] Chainalysis 2024 Crypto Crime Report
[6] Beosin's H1 2023 Global Web3 Security Report

decentralised application development scalability, cross-chain testing, and smart contract security.

Before BuildBear, Dipesh **co-founded [Zapper.xyz](https://zapper.xyz)**, a leading DeFi dashboard and asset management platform. He also served as a **mentor with ConsenSys Developer Academy**, where he helped train and guide the next generation of Web3 engineers, further reinforcing his community-first ethos.

Dipesh began his career as an **international tax lawyer**, advising financial services firms on regulatory and compliance structuring. This background provides him with a unique understanding of the intersection between decentralised finance, global regulation, and enterprise infrastructure, an advantage that informs both his product vision and GTM strategy.

Under his leadership, BuildBear Labs has rapidly gained adoption across the Web3 ecosystem and secured key partnerships, including becoming the official testing provider for Kava.io. Dipesh's rare blend of technical acumen, regulatory insight, and founder experience positions him as a deeply credible operator in Web3 infrastructure, with a long-term vision to make blockchain development more scalable, secure, and accessible.

Emmanuel Antony (Co-founder & CTO)
 linkedin.com/in/emmanuel-antony

Emmanuel is a highly respected technologist and a key figure in the **Rust programming language community**, known for contributing to core components of the language and ecosystem. As CTO and co-founder of BuildBear Labs, he brings deep technical leadership across **blockchain engineering, machine learning**, and scalable systems design.

Before BuildBear Labs, Emmanuel served as a **Google Machine Learning Facilitator**, underscoring his expertise in artificial intelligence and its application in real-world, production-grade systems. His background spans both high-performance infrastructure and decentralised protocol design, making him uniquely equipped to lead BuildBear Lab's technical roadmap.

Emmanuel is recognised for combining academic depth with practical execution. He leads the architecture behind BuildBear's sandbox engine and simulation infrastructure, which supports persistent, cross-chain, and production-level testing environments used by thousands of Web3 developers. His vision has been central to BuildBear Labs' ability to set new standards in developer tooling and security.

A champion of innovation and team culture, Emmanuel is driving the company's efforts to push the boundaries of what's possible in Web3 DevOps. His technical foresight and rigorous engineering standards are helping to establish BuildBear Labs as the **infrastructure backbone for Web3 development workflows**.

Michael Distel (Operations)
linkedin.com/in/michaeldistel

Michael brings over **20 years of experience** at the intersection of **software engineering, startup operations, and venture capital**. A seasoned CTO-turned-operator, he has led multiple startups through successful exits, combining deep technical capability with a strategic mindset for scaling technology businesses.

Before joining BuildBear Labs, Michael served as a **CTO across several high-growth startups**, where he was instrumental in architecting platforms, building technical teams, and driving product execution. He later spent over four years in venture capital with **Cocoon Capital**, gaining first-hand insight into the growth trajectories of early-stage technology companies, cap table strategy, and investor dynamics.

At BuildBear Labs, Michael leads **operations, finance, and investor relations**, ensuring the company scales efficiently while maintaining strong execution across product, people, and partnerships. His dual perspective on both the technical and investment sides makes him uniquely qualified to guide BuildBear through its next phase of growth.

Michael's leadership ensures operational discipline and long-term strategic alignment as BuildBear

Labs positions itself as the default infrastructure layer for Web3 development.

Josh Quintal (Head of Product)

linkedin.com/in/joshuaquintal

Josh is a veteran product leader in the Web3 space with a proven track record of building tools that have defined how developers interact with blockchain technologies. He was the **first employee at Truffle**, where he played a foundational role in building Truffle Boxes and the **Pet Shop tutorial**, one of the most widely used developer onboarding tools in Web3.

Following his time at Truffle, Josh joined **Infura (ConsenSys)** as **Lead Product Manager**, where he led the development of **MetaRPC**, enhancing infrastructure reliability and cross-network functionality for some of the most significant applications in the space.

Now at BuildBear Labs, Josh brings over a decade of experience in blockchain development tooling and infrastructure to define and lead the company's product strategy. He is responsible for aligning developer needs with platform innovation, ensuring that BuildBear Labs addresses current friction points and sets the bar for what Web3 development infrastructure should look like.

Josh's rare combination of product intuition, deep technical understanding, and ecosystem knowledge makes him a core asset in BuildBear Labs' mission to become the **default DevOps platform for Web3 development**.

Alex Atrash (Engineering Lead)

linkedin.com/in/alexatrash

Alex is a senior backend engineer and technical leader with over a decade of experience building **production-grade software systems** across both Web2 and Web3. At BuildBear Labs, he leads backend engineering efforts, overseeing the development of high-performance infrastructure that powers the company's sandbox environments and simulation engine.

Prior to joining BuildBear Labs, Alex built and scaled systems for **NFT marketplaces, payment gateways, and tokenization platforms**, applying modern best practices in distributed systems design. His technical stack spans **Cosmos SDK, Go, Rust, and TypeScript**, with deep expertise in secure backend architectures and high-availability infrastructure.

Alex's ability to translate complex technical requirements into stable, scalable infrastructure has made him a key contributor to BuildBear's platform maturity and developer experience. He plays a central role in integrating **Web2 engineering discipline into Web3 tooling**, ensuring BuildBear Labs is capable of meeting the reliability, performance, and scale expectations of enterprise users and protocol teams alike.

His leadership ensures that BuildBear Labs' infrastructure keeps pace with ecosystem demand while continuing to help define the future of decentralized development platforms.

Product description	**BuildBear Labs is a full-stack DevOps platform purpose-built for Web3**, designed to eliminate the inefficiencies, risks, and fragmentation that plague current blockchain development workflows. At its core, BuildBear Labs provides persistent, real-world blockchain sandboxes that simulate mainnet conditions without incurring the costs, latency, or unreliability of public testnets.

The platform supports over 700+ EVM-compatible chains[7], enabling seamless cross-chain and multi-chain development from a single interface. Developers can provision fully isolated private environments equipped with deterministic state, faucet tokens, RPC endpoints, and monitoring tools in under 30 seconds. These environments are built to handle complex transactions, concurrent user testing, and high-throughput workloads without crashing or losing state.

Where most testing tools like Hardhat or Foundry offer local, single-user setups, BuildBear Labs introduces persistent collaboration environments, **similar to what GitHub and Vercel offer for Web2. Multiple users can access and interact with a shared blockchain state in real time**, making debugging,

---

[7] *thirdweb EVM Report*
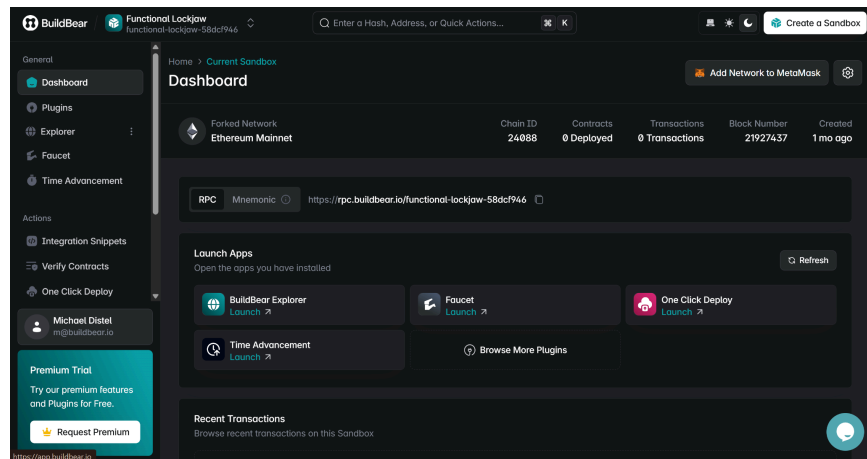
QA, and peer review frictionless and repeatable.

BuildBear Labs integrates deeply with modern DevOps workflows through CI/CD pipeline support, enabling developers to automate contract deployment, security tests, and regression suites using GitHub Actions, Jenkins, or any existing build system. The platform's Plugin Marketplace also allows teams to extend functionality with third-party tools in analytics, fuzz testing, automation, and compliance, creating an ecosystem effect that scales with team and protocol complexity.
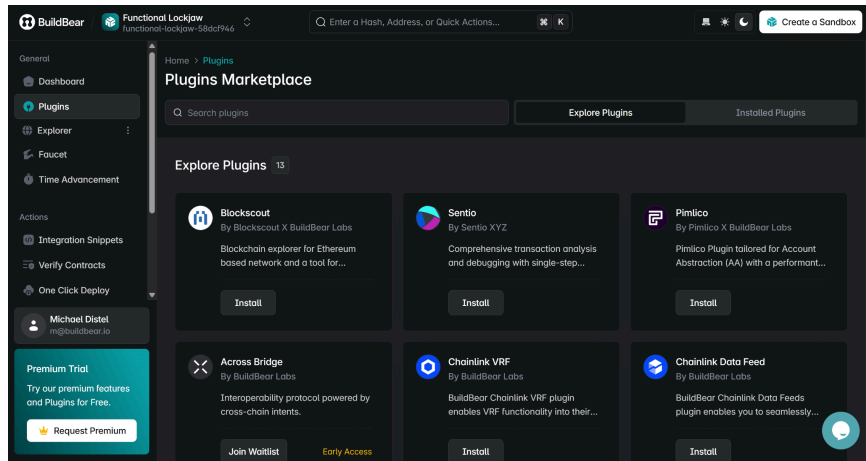
Key features include:

- **Persistent Testing Environments:** No re-deployment or re-configuration needed. Developers can pause and resume testing exactly where they left off.
- **Enterprise-Grade Collaboration:** Real-time multi-user support for testing and QA across teams
- **CI/CD Automation:** Full integration with GitHub, GitLab, and other CI systems for automated test coverage.
- **Multi-Chain Simulation:** Native support for 700+ EVM-compatible blockchains, including Ethereum, Polygon, Arbitrum, Optimism, Base, and zkEVMs.
- **Security & Debugging Tools:** Integrated fuzz testing, state diffs, transaction tracing, and vulnerability scanning out-of-the-box.
- **Token Faucet & RPC Management:** Seamless provisioning of test assets and private nodes across environments.
- **Open Plugin Architecture:** Teams can build, share, and monetise plugins for added functionality, including security tooling and on-chain analytics.

This infrastructure unlocks massive operational and strategic benefits for Web3-native teams as well as Web2 companies entering the space. It reduces the average cost of testing by up to **$300K per project, shortens go-to-market timelines by 3–4 months[8],** and significantly reduces the probability of critical security breaches pre-deployment.

Ultimately, BuildBear Labs is doing for Web3 what GitHub, Vercel, and Docker did for traditional software: creating the foundation for secure, collaborative, and scalable development at the infrastructure level.

---

[8] Cost Savings Analysis, March2025

Market opportunity BuildBear Labs is operating at the convergence of two significant and rapidly expanding markets: blockchain development infrastructure and enterprise-grade DevOps tooling. As Web3 matures from experimentation to production-scale deployments, the need for robust, scalable, and secure developer infrastructure becomes a fundamental enabler of innovation.

The **global software development tools market** is projected to grow from **$6.6 billion in 2024** to **$19.7 billion by 2032**, representing a **14.5% CAGR**.[9] Historically, this market has been dominated by Web2-focused platforms (e.g., GitHub, Vercel, Jenkins, Docker). Still, as decentralised application ecosystems grow in complexity and scale, demand is shifting toward blockchain-native tooling that matches Web2 expectations for collaboration, automation, and security.

Web3-specific developer tooling is poised to become one of the highest-growth verticals within this broader market. Several indicators support this trend:

- The number of active Web3 developers is projected to reach **658,000 by 2032**[10], up from ~23,000 monthly active developers in 2023, a **7.88% CAGR**.

- Annual spending on blockchain **security testing, audits, and vulnerability mitigation** is expected to exceed **$1 billion by 2026**[11], driven by high-profile exploits and regulatory pressure (Sources: Chainalysis, Messari).

- Projects spend over **$500,000 per dApp** on average, with **~$300,000 allocated to testing and QA**[12], underscoring the urgent need for cost-effective alternatives to public testnets and manual workflows.

- Downtime or delays from smart contract bugs can cost **$5,000+ per day** in lost revenue and user trust (industry benchmark from leading DeFi protocols).

From a market sizing standpoint, we frame the opportunity as follows:

Segment	Value (2032)	Notes
TAM – Total Market	$19.7B	Global Dev Tools Market

[9] PitchBook – Q1 2023 Crypto VC Ecosystem Report, January 2024
[10] Alchemy – *2023 Web3 Developer Report*, January 2024
[11] PitchBook – *Q3 2024 US VC Valuations Report*
[12] *Chainalysis – Crypto Crime Report 2023*

SAM – Web3 Dev Tooling	~$3.0B	Estimated 15% of TAM attributable to blockchain-native tooling
SOM – BuildBear Short Term Target	~$300M	Sandbox-based testing, plugin marketplace, CI/CD integration segment

BuildBear Labs's product strategy positions it to win high-value enterprise and protocol accounts while scaling bottom-up through freemium developer adoption. The company is already embedded into developer workflows across multiple ecosystems and chains, and its plug-and-play infrastructure allows for rapid expansion through integration partnerships, security tooling, and native support for L2s and rollups.

By becoming the **default starting point for every Web3 developer**, BuildBear Labs is positioned to capture foundational infrastructure value similar to what GitHub, Postman, and Docker achieved in traditional software ecosystems.

Competitors analysis

The Web3 development tooling landscape remains fragmented, with most competitors addressing narrow parts of the stack. BuildBear Labs distinguishes itself by offering a unified, full-stack DevOps platform purpose-built for decentralised application development, collaboration, and security testing.

Key Competitors

- **Tenderly,** direct competitor who is the closest commercial competitor, with strong UX and some CI/CD features, but it operates as a closed platform and lacks extensibility.
- **Hardhat** and **Foundry** are indirect competitors and, while widely used, target local-first, single-developer workflows. They lack persistence, collaboration, and infrastructure-level automation.

BuildBear Labs' Competitive Edge

Capability	BuildBear Labs	Tenderly	Hardhat	Foundry
Persistent Sandboxes	✅	✅	❌	❌
Multi-User Collaboration	✅	✅	❌	❌
CI/CD Integration	✅	⚠️	❌	❌
Plugin Ecosystem	✅	❌	❌	❌
Security/Testing Automation	✅	⚠️	⚠️	✅
Deep Debugging	✅	✅	⚠️	⚠️
Advanced Simulations	✅	✅	❌	❌
Open, On-Premise Deployment	✅	❌	✅	✅

Legend:

✅ Full support ⚠ Partial / limited support ❌ Not supported

Strategic Positioning

BuildBear Labs is not coming to market to compete as another contract debugger or local framework. BuildBear is creating a **DevOps layer for Web3**, analogous to what GitHub, Docker, and Vercel provided for Web2. Its emphasis on collaboration, extensibility, and automation enables it to scale from solo developers to protocol teams, enterprise clients, and compliance-focused security firms.

This ecosystem-first approach creates defensibility through network effects: as more teams use BuildBear Labs, the value of shared environments, plugins, and best-practice integrations increases, locking BuildBear Labs into the core workflows of Web3 development.

Business & revenue model

Free	Professional	Enterprise
$0/month	**$200/month**	**Custom Pricing**
Basic Web3 Development Sandbox	All Free Plan Features	All Professional Features
Community Support	Priority Email Support	Dedicated Account Manager
Limited API Access	10 Active Sandboxes	Unlimited Sandboxes
5 Active Sandbox	Advanced Debugging Tools	Custom API Integrations
		Value-Added Services (Training, Consultation, Customization)

Usage-Based Pricing

Feature	Free Plan	Professional Plan	Enterprise Plan
Sandboxes	Max 5 Active	10 Active and $5 per additional	Unlimited
Sandbox Transactions	1,000/month	5,000/mouth and $0.007 per additional	Custom Pricing
3rd Party Plugin Marketplace	Free Plugins	Free plus Paid Plugins	Custom Pricing

BuildBear Labs operates a **multi-tiered SaaS model** designed to scale with developer needs from solo builders to large protocol teams and enterprises. The pricing structure combines **subscription**, **usage-based**, and **platform revenue-sharing** components to maximise revenue across user segments.

Revenue Streams

1. **Tiered Subscription Plans**
   - **Free Tier ($0/month)**: 5 active sandboxes, 1,000 transactions/month, limited API access, and access to free plugins.
   - **Professional Tier ($200/month)**: 10 active sandboxes (plus $5 per additional), 5,000 transactions/month (plus $0.007 per extra transaction), access to advanced debugging tools and paid plugins.
   - **Enterprise Tier (Custom pricing)**: Unlimited sandboxes, custom API integrations, dedicated account manager, and value-added services (consulting, training, deployment support).

2. **Usage-Based Pricing**
   - Transaction throughput and sandbox count scale dynamically across tiers. This usage model ensures monetisation increases proportionally with customer growth and engagement.

3. **Plugin Marketplace (30% Revenue Share)**
   - BuildBear's plugin ecosystem enables developers, auditors, and vendors to create and distribute tools (e.g., analytics, security, automation).
   - BuildBear takes a **30% commission** on paid plugins, creating a high-margin,

platform-level revenue stream similar to GitHub Marketplace or Atlassian's app ecosystem.

4. **Enterprise Integrations**
   ○ Custom deployments for large institutions include on-premise/VPC support, SLAs, and consulting services, which are offered under flexible pricing agreements.
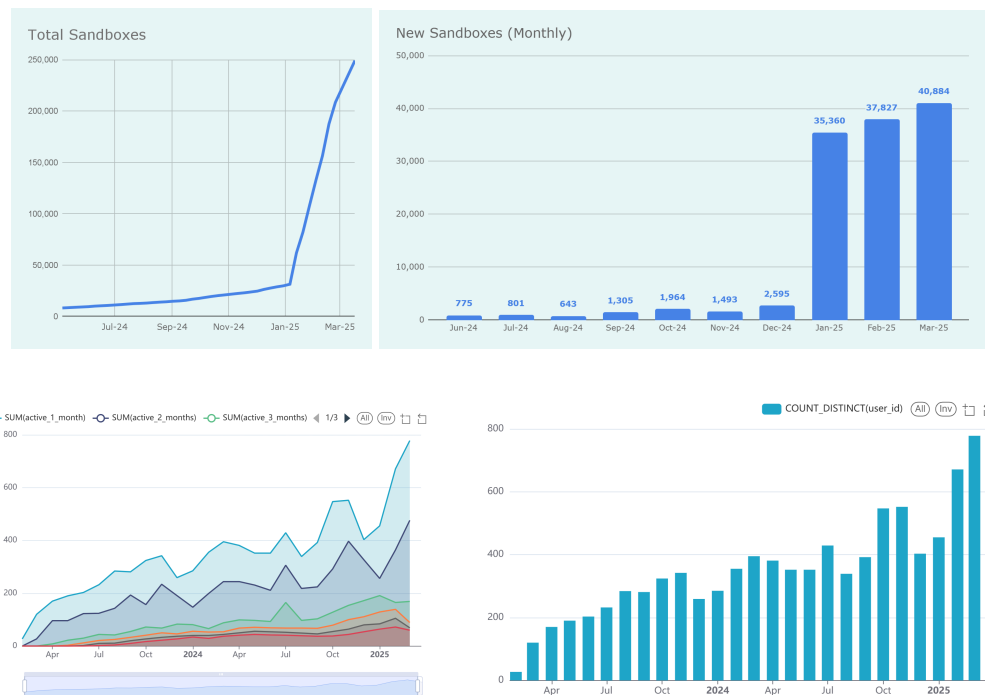   ○ High ACV ($10,000+/yr) with strategic long-term retention and upsell potential.

Growth Levers

- **Freemium Funnel → Paid Expansion**: Developers start free, scale into Professional or Enterprise tiers as project needs evolve.
- **Usage Scaling**: Monetisation increases with sandbox count, transactions, and API demand.
- **Plug in Ecosystem**: Network effects from marketplace activity drive engagement, expand use cases, and increase margin.
- **Cross-Ecosystem Integration**: BuildBear is becoming the native test/deploy layer for emerging L1s, L2s, and zk-rollups, with co-marketing and revenue-share potential.

Strategic Positioning

The long-term opportunity lies in owning the **pre-deployment layer of the Web3 stack**, embedding BuildBear into every smart contract development lifecycle. With modular pricing, enterprise extensibility, and compounding platform dynamics, BuildBear Labs is structurally positioned to scale both **horizontally across ecosystems** and **vertically across the stack**.

Traction

Between **November 2024** and **April 2025**, BuildBear Labs experienced a period of **accelerated adoption** and deepening **user engagement**, reflecting growing demand for robust developer infrastructure in the Web3 ecosystem.

Monthly Active Users (MAU) rose from **552 in Nov 2024** to **820 by Apr 2025**, representing nearly **50% growth** in just six months. **Average MoM Growth** in Active Users during this period was **10.9%**, with a **notable rebound** starting **January 2025**. Two-Month Retention surged from **72% (Nov cohort)** to **81% (Feb cohort)**, indicating **stronger product stickiness** and **onboarding effectiveness**.

Development Environment Usage spiked dramatically, with **sandboxes created increasing from 2,595 in Dec 2024 to 40,884 by Mar 2025**, reflecting an **average MoM growth of 337.9%**. BuildBear Labs is exhibiting **breakout growth**, with **monthly sandbox creation** rising from just **801 in July 2024** to over **40,800 by March 2025**. **Cumulative development environments** launched now exceed **240,000**. This explosive growth highlights BuildBear's emergence as **essential infrastructure** for Web3 development, driven by **product-market fit**, **developer trust**, and **ecosystem-wide adoption**.

Much of this momentum is powered by **strategic partnerships**. BuildBear has signed an **integration agreement** with **Runtime Verification**, providing seamless access to their user base and advanced verification tools. Meanwhile, ongoing collaboration with **ConsenSys** is positioning BuildBear as **core infrastructure** alongside **MetaMask** and **Infura**. These are not surface-level alignments, but **deeply technical partnerships** designed to embed BuildBear directly within the most trusted Web3 tooling stacks.

On the **enterprise front**, early-stage conversations are underway with teams at **HSBC** and **Visa**, two financial institutions actively exploring on-chain infrastructure. Their interest reflects growing demand for **secure**, **compliant**, and **scalable test environments** as traditional finance moves closer to **tokenised and decentralised systems**.

Customers & Partnerships

BuildBear Labs is rapidly building a robust network of integrations and partnerships that position it at the centre of the Web3 development ecosystem. From infrastructure providers and security tools to deployment platforms and analytics engines, these collaborations enable BuildBear Labs to offer developers a seamless and comprehensive testing environment, reducing friction and improving productivity across the stack.

The team has established active partnerships with some of the most respected players in the industry, including **Remix, Blockscout, Pimlico, Chainlink, ConsenSys, Sourcify, Runtime Verification, Sentio, CREDShields, Gelato, Ethernal, and more.** These relationships extend far beyond co-marketing or tool listings. BuildBear Labs is becoming a deeply embedded layer within these platforms' workflows, allowing developers to access features like smart contract verification, RPC routing, fuzz testing, observability, and security scanning directly within their sandbox environments.

Each integration is strategically designed to solve a critical need for Web3 developers. For example, tools like Remix and Sourcify streamline contract development and verification. Infrastructure providers like Chainlink and Pimlico extend protocol-level functionality into the testing stack. Partners like Runtime Verification and CREDShields help developers simulate real-world conditions and catch vulnerabilities before deployment. This broad integration strategy ensures that BuildBear Labs remains extensible, composable, and useful at every stage of the development lifecycle.

By consolidating these best-in-class tools into a single testing and collaboration layer, BuildBear Labs is building a flywheel of ecosystem value. Developers get frictionless access to high-value tooling. Partners benefit from expanded reach and usage. And BuildBear Labs strengthens its network effects, developer retention, and monetisation opportunities through usage-based pricing, plugin marketplace revenue, and enterprise workflows.

This integration-first approach is core to BuildBear Labs' long-term defensibility. As the Web3 ecosystem fragments across L1s, L2s, and modular infrastructure, BuildBear Labs is positioning itself as the glue that connects the stack, a trusted DevOps layer for every serious decentralised application.

Positioning & Go-to-Market

BuildBear Labs is positioning itself as the **DevOps backbone for the decentralised web**, offering an all-in-one environment to build, test, and simulate smart contracts at scale. With its persistent sandboxes, plugin extensibility, and cross-chain capabilities, BuildBear Labs is the only platform bridging the fragmented tooling landscape across Web3 while integrating into familiar Web2 development workflows.

The company's approach mirrors the strategies used by Web2 infrastructure giants like GitHub, Docker, and Postman, driving widespread adoption through frictionless onboarding, ecosystem-first integration,

and developer trust.

Short-Term Strategy (Next 12–18 Months)

BuildBear Labs' near-term go-to-market focus is centred on **maximising adoption and embedding itself into developer workflows across both Web2 and Web3**. The goal is to become the **default testing and simulation layer** for blockchain applications, whether they're built by Web3-native teams or Web2 developers entering the space.

Key near-term initiatives include:

- **Deepening integrations across ecosystems**, including Web3 tools (e.g., Remix, Sourcify, Runtime Verification) and Web2 platforms (e.g., GitHub Actions and CI/CD pipelines)
- **Partnering with L1s, L2s, and protocol teams** to embed BuildBear Labs as the default development and testing layer
- **Driving plugin marketplace adoption**, unlocking third-party monetisation, and expanding developer use cases
- **Activating free-to-paid conversion levers** through usage-based pricing, enterprise deployments, and value-added services
- **Expanding content and community growth**, leveraging educational tutorials, starter templates, and integrations with popular developer ecosystems

This strategy is designed to build **deep network effects** as developers rely on BuildBear Labs not just for testing but for secure, collaborative, and scalable development across chains and stacks.
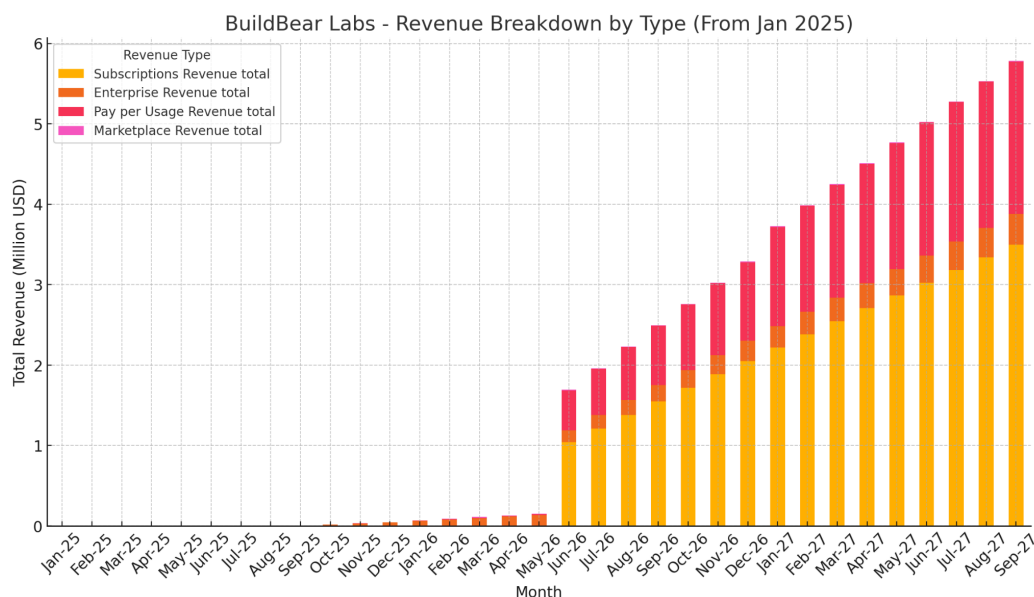
Long-Term Strategy (24+ Months)

In the long term, BuildBear Labs aims to **own the pre-deployment and simulation layer** for all decentralised software. Its broader ambition is to provide the **developer with an operating system for Web3** chain-agnostic, modular, and tightly integrated with both legacy and modern infrastructure.

Strategic goals include:

- **Owning the full DevOps lifecycle** for smart contracts from prototyping and simulation to deployment, monitoring, and compliance
- **Becoming a core part of enterprise-grade Web3 stacks**, enabling financial institutions and Web2 companies to transition securely into decentralised applications
- **Expanding horizontal capabilities** into observability, deployment orchestration, and AI-assisted testing
- **Building long-term defensibility** through the plugin marketplace, usage-based scale, and institutional integration

By focusing on distribution through ecosystems, retention through workflow integration, and monetisation through scalable infrastructure, BuildBear Labs is building the **first end-to-end DevOps platform for decentralised development,** one that speaks the language of both Web3 engineers and Web2 teams entering the space.

BuildBear Labs - Revenue Breakdown by Type (From Jan 2025)

BuildBear Labs is building a high-growth, high-margin SaaS business positioned to scale across the entire Web3 developer ecosystem. While monetisation has only recently begun, the company projects **$60+M in ARR by the end of 2027[13]**, driven by the compounding effect of platform usage, ecosystem partnerships, and expansion into enterprise and marketplace revenue streams.

Revenue Breakdown & Growth Strategy

As shown in the forecast chart, BuildBear Labs' revenue mix is expected to diversify rapidly:

- **Subscription Revenue** (Professional & Enterprise plans) will provide predictable base income as developer teams scale their usage.
- **Pay-per-Usage Revenue** from sandbox overages and high-volume teams begins ramping in mid-2026.
- **Enterprise Revenue** from custom deployments, SLAs, and value-added services scales with protocol and infra integrations.
- **Marketplace Revenue** (30% commission) is expected to grow into a significant contributor as plugin adoption increases across toolchains.

The chart shows clear stepwise growth in revenue from **mid-2026 onward**, with all four streams contributing to a diversified, recurring revenue base that scales with developer activity.

Expenses Analysis

BuildBear Labs has maintained **tight cost control** since inception, using its Seed funding to hit major technical and market milestones. Funds have been used primarily to:

- Build and scale a production-grade sandbox orchestration engine
- Hire a **senior, high-impact technical team** without overextending headcount
- Launch partnerships with major ecosystem players (e.g., ConsenSys, Chainlink, Runtime Verification)
- Support early GTM motion and developer onboarding infrastructure

The company has avoided over-investing in sales or marketing, instead focusing on **organic developer adoption and integrations** that yield long-term strategic value.

---

[13] *2025 - BuildBear Labs - Budget*

31 May 2025

Looking ahead, the expense base is expected to grow modestly as the company:

- Expands enterprise support and success functions
- Built out plugin marketplace operations
- Grows infrastructure capacity to support surging sandbox creation
- Strengthens product and security teams to match platform scale

Despite this, BuildBear Labs plans to **maintain burn efficiency**, leveraging usage-based revenue and partner-driven growth to support self-sustaining unit economics by FY2026.

Strategic Monetisation Approach

BuildBear Labs is deliberately prioritising developer adoption in the near term, with monetisation scaling as usage compounds. The focus today is on onboarding as many developers and teams as possible, embedding the platform into daily workflows, and integrating deeply into ecosystem partners' stacks.

This mirrors the land-and-expand model successfully executed by DevOps platforms like GitHub, Postman, and Vercel, where adoption precedes monetisation, enabling strong retention, workflow stickiness, and long-term pricing leverage.

Positioning for Scale

BuildBear Labs is structurally positioned to win:

- **High gross margins** (~85%)
- **Low CAC**, primarily through ecosystem and L2 integrations
- **Recurring usage** tied to essential developer workflows
- **Compounding platform revenue** via the plugin marketplace and CI/CD extensions

By 2027, BuildBear Labs aims to be the default development environment for Web3 and the foundational DevOps layer for the next generation of decentralised and distributed software.

Risk Factors & Mitigation Strategy

While BuildBear Labs is well-positioned within the fast-growing Web3 infrastructure space, the company recognises key risks across the broader market, external dependencies, and internal execution. The following outlines these risks and the proactive strategies we have in place to mitigate them.

Market Risk

Risk: The broader Web3 market remains volatile, with cyclical funding, uncertain regulation, and inconsistent developer activity. A slowdown in blockchain adoption, especially by enterprises, could delay monetisation or reduce market size in the short term.

Mitigation:

- BuildBear Labs' **tooling is chain-agnostic** and applicable across L1s, L2s, and private blockchain deployments, insulating it from the fate of any single chain.
- The company is **expanding into regulated Web2 environments**, where demand for pre-deployment simulation and compliance tooling is increasing.
- Positioning as infrastructure rather than application layer provides **more stability**, as dev tooling is required in both bull and bear markets.

External Risk

Risk: BuildBear Labs' growth depends on integration with external toolchains, protocols, and developer

ecosystems. Shifts in open standards, API deprecations, or ecosystem fragmentation could create dependency risk or integration complexity.

Mitigation:

- BuildBear Labs prioritises **open standards and modular architecture**, reducing integration overhead and maintaining long-term flexibility.
- The company maintains **multiple concurrent partnerships** across verticals (e.g., security, infra, dev tooling) to avoid single points of failure.
- Its growing **plugin marketplace** strategy allows developers and partners to build directly into the platform, decentralising growth and reducing reliance on BuildBear Labs' internal roadmap.

Company Risk

Risk: As an early-stage company, BuildBear Labs faces classic execution risks, including product scaling, hiring, revenue timing, and organizational focus.

Mitigation:

- The founding team combines **deep domain expertise (Web3, DevOps, Rust, ML)** with **substantial operational experience**, including multiple startup exits and VC leadership.
- Revenue is already diversified across **subscriptions, usage-based pricing, enterprise contracts, and marketplace commissions**, reducing dependence on any one stream.
- The company is deliberately **pacing monetisation behind adoption**, using a proven "land-and-expand" strategy to ensure strong retention and long-term revenue scalability.
- Strong traction with leading partners (e.g., ConsenSys, Runtime Verification) validates early product-market fit and reduces GTM uncertainty.

Fundraising: Series A

BuildBear Labs is raising **$8 million in Series A funding** to scale product development, accelerate adoption, and solidify its position as the go-to DevOps platform for Web3 development. Following a capital-efficient Seed round used to validate product-market fit, scale sandbox adoption, and establish key partnerships, the company is now entering its next growth phase.

Round Objectives

The Series A will be strategically deployed to drive the following:

- **Ecosystem Expansion** – Grow the plugin marketplace, deepen toolchain integrations, and expand developer reach
- **Marketing & Branding** – Amplify BuildBear Labs' presence as the default Web3 dev platform and increase user adoption
- **Product Development** – Build new features, improve scalability, and prepare the platform for enterprise-grade deployments
- **Team & Operational Scale** – Expand across engineering, DevRel, and go-to-market functions to support rapid growth

Breakdown of the Round[14]

	Allocation %	Estimated Use (USD)

---

[14] *2025 - BuildBear Labs - Budget*

Ecosystem & Integrations	30%	$2.4M – Marketplace growth, L1/L2 partnerships, toolchain integration
Marketing & Branding	20%	$1.6M – Developer outreach, content, co-marketing, global events
Product & Engineering	35%	$2.8M – Feature expansion, scalability, security, platform R&D
Operations & Team Growth	15%	$1.2M – Key hires, ops scaling, compliance, legal

Note: The company anticipates an 18–24 month runway post-raise, with revenue expected to grow significantly through usage-based monetisation, enterprise contracts, and plug-in marketplace activity.

Strategic Focus

This round is growth-focused: expanding BuildBear Labs' reach, deepening ecosystem lock-in, and monetising at scale. With early indicators of strong PMF, >85% gross margins, and explosive sandbox growth, the Series A will enable BuildBear Labs to fully realise its mission of becoming the **foundational DevOps layer for decentralised software development**.

Convertible Notes & Outstanding SAFEs
As of March 2025, BuildBear Labs has one outstanding **Simple Agreement for Future Equity (SAFE)** with **Plug & Play Venture Group, LLC**, reflecting an early strategic investment.

SAFE Overview[15]

- **Investor:** Plug & Play Venture Group, LLC
- **Purchase Amount:** USD **$80,000**
- **Valuation Cap: $10.57 million**
- **Discount:** None (Valuation Cap only)
- **Date Issued: 15 February 2024**
- **Terms:** Standard post-money Y Combinator SAFE
- **Trigger Events:** Automatic conversion on Equity Financing, with options for cash or equity conversion on Liquidity or Dissolution Events

---

[15] *PnP SAFE_Note*