B Capital

Wokelo.ai

Company Primer

Delphina

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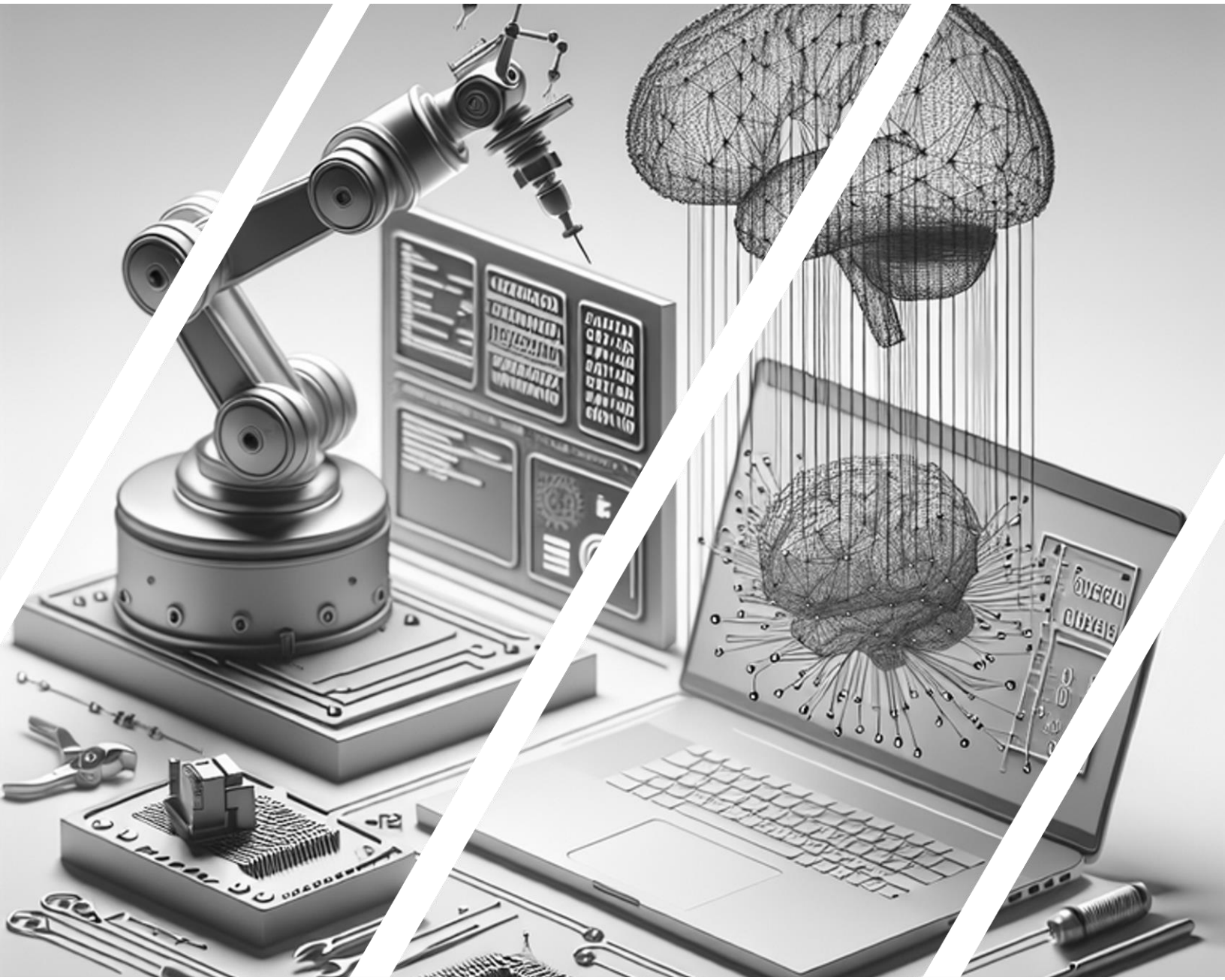

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Contents

Quick snapshot

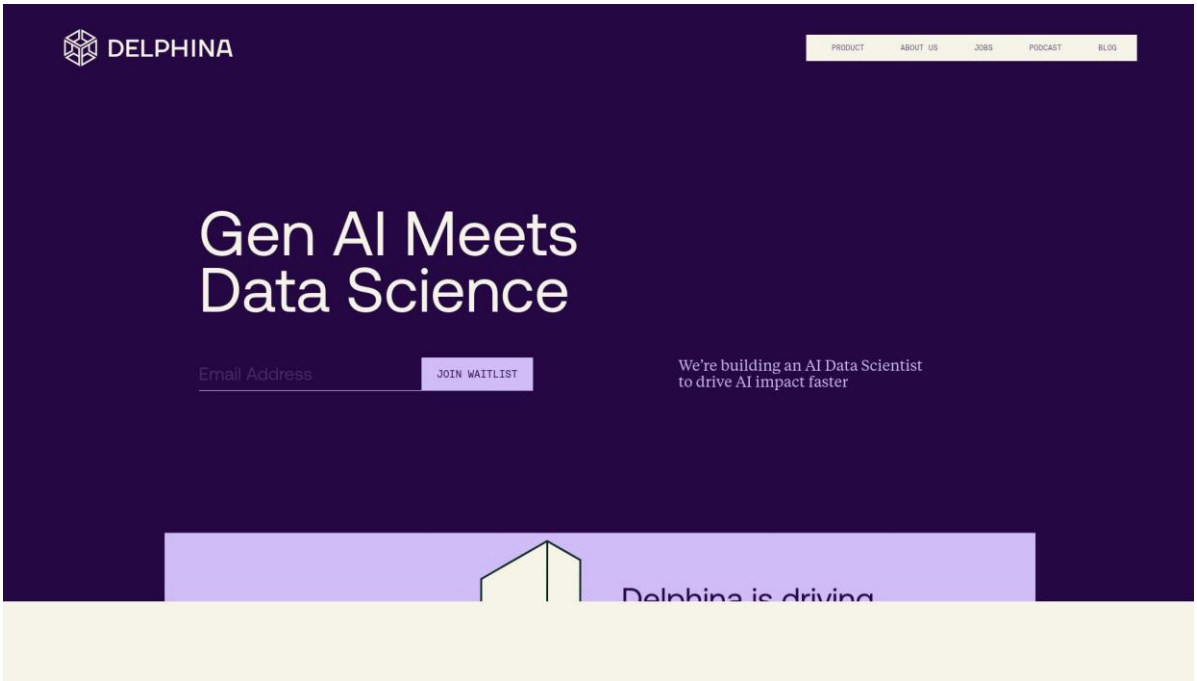
- **Company firmographics** (Source: Crunchbase)
    - Company Type: Startup; Operating Status: Active
    - Year founded: 2023; HQ: San Francisco, United States
    - No. of employees: 1-10
    - Website: https://www.delphina.ai/

- **Product details** (Source: Wokelo Synthesis)
    - Product Category: Data science automation software
    - Industry: Artificial Intelligence (AI), Predictive Analytics, Software
    - Summary: Delphina is designed to enhance the productivity of data science teams by automating mundane and repetitive tasks involved in productionizing data science projects. This automation allows teams to focus on more strategic work that drives business impact, significantly reducing the time-to-value for data science initiatives. By streamlining these routine processes, Delphina empowers data scientists to deliver results more quickly and efficiently.

Product insights

Product and Services

Snapshot: Company website



Delphina is at the forefront of revolutionizing the field of data science and machine learning by leveraging the power of generative AI. The company is dedicated to transforming how data science is conducted, focusing on rapid cycles of preparation, building, and shipping. This approach enables businesses to quickly adapt and implement AI-driven solutions that enhance their decision-making processes. Delphina's mission is to unlock predictive AI for the world, inspired by the Oracle of Delphi, known for its foresight and predictive capabilities.

The core of Delphina's offerings lies in its ability to handle complex prediction problems. By discovering relevant data, cleaning it, and building sophisticated transformations, Delphina helps businesses separate the signal from the noise. This process results in the creation of powerful machine learning models that not only help understand current trends but also predict future outcomes. Customers of Delphina report significant improvements in model performance, often seeing double-digit percentage increases.

Delphina integrates seamlessly with existing MLOps stacks, enabling businesses to deploy pipelines efficiently without the need for extensive collaboration with partner teams. The company currently delivers features to customers using platforms like Snowflake and BigQuery. This integration capability ensures that Delphina's solutions are adaptable and can be easily incorporated into various business environments, enhancing their operational efficiency and predictive capabilities.

The team behind Delphina comprises exceptional scientists and engineers with vast experience in the fields of machine learning and data science. The founders, Jeremy Hermann and Duncan Gilchrist, bring a wealth of expertise from their previous roles at Uber and other tech giants. Supported by a team of skilled professionals and backed by leading venture capital firms and angel investors, Delphina is well-positioned to drive significant impact in the AI and data science landscape. Their commitment to innovation and excellence makes them a formidable player in the industry.

- **AI-Driven Prediction Platform:** Delphina offers a comprehensive AI-driven platform that tackles prediction problems by discovering relevant data, cleaning it, and building sophisticated transformations. This platform is designed to help businesses separate the signal from the noise, enabling them to create powerful machine learning models. These models are instrumental in understanding current business trends and predicting future outcomes, providing a competitive edge in decision-making processes. Delphina's platform is particularly noted for its ability to improve model performance significantly, often resulting in double-digit percentage improvements.
- **MLOps Integration Solutions:** Delphina provides seamless integration capabilities with existing MLOps stacks, allowing businesses to deploy AI pipelines efficiently. The platform supports integration with widely used data platforms such as Snowflake and BigQuery, making it adaptable to various business environments. This integration ensures that companies can enhance their operational efficiency and predictive capabilities without the need for extensive collaboration with partner teams, thus streamlining their AI deployment processes.

Financial summary

Funding overview

Funding Details

#	Date	Round	Amount	Lead	Investors
1	2023-12-13	Seed	$ 7.5M	Radical Ventures, Costanoa Ventures	Radical Ventures, Costanoa Ventures, Fei-Fei Li

*Note: Includes funding details for last 7 years.

Source: Crunchbase

Management profiles

Note: Management profiles sourced across company websites, LinkedIn and other sources with links below - please validate key items

Management	Background	Quick Bio
Jeremy Hermann [1-3] Co-Founder LinkedIn Profile 	• Jeremy Hermann is the co-founder of Delphina, leveraging his experience as the Head of ML Platform at Uber and co-founder of Tecton, to drive AI and data science innovation. • **Previous Experience:** Jeremy Hermann was the Head of ML Platform at Uber, where he was the architect of Michelangelo, Uber's groundbreaking ML infrastructure, before co-founding Tecton, a company that advances machine learning operations. • **Education background:** Jeremy Hermann attended Stanford University, which is known for its strong contributions to various fields including technology and entrepreneurship.	**Experience** • **Delphina** ○ Co-Founder ○ 2023 - present • **Costanoa Ventures** ○ EIR ○ 2021 - 2021 • **Sequoia Capital** ○ Scout ○ 2020 - 2022 **Education** • Stanford University
Duncan Gilchrist [1-3] Co-Founder LinkedIn Profile	• Duncan Gilchrist is the Co-Founder of Delphina with a strong background in data science and engineering. He was previously the Director of Data Science at Uber and the VP of Data Science & Engineering at Gopuff. • **Previous Experience:** Duncan Gilchrist served as Director of Data Science at Uber, focusing on the Ridesharing Marketplace and Uber Eats, and later as VP of Data Science & Engineering at Gopuff. • **Education background:** Duncan Gilchrist holds a PhD from Harvard.	**Experience** • **Delphina** ○ Co-Founder ○ Apr 2023 - present • **Gopuff** ○ Vice President - Data Science & Engineering ○ Aug 2021 - Apr 2023 • **Uber** ○ Director, Head of Delivery Marketplace & Courier Data Science ○ 2017 - Aug 2021 **Education** • Harvard University: Business Economics (Doctor of Philosophy (Ph.D.)) • Harvard University: Applied Mathematics (A.B.)

Sources:

[1] Delphina - Delphina (link)
[2] Delphina - The greatest minds in data science (link)
[3] Delphina - Why GenAI will transform data science & machine learning ... (link)

Wokelo insights

Opportunity areas

Note: Below information is a synthesis of available information on the company and industry and will be subjective in nature

Opportunity Areas	Detail	Rationale
Enhancement of Predictive Capabilities through Generative AI	• Delphina can leverage its expertise in generative AI to further enhance the predictive capabilities of its platform, providing even more accurate forecasts and deeper insights for clients.	• Delphina's core strength lies in its ability to create powerful machine learning models that significantly improve model performance, with clients reporting double-digit percentage increases. By enhancing these capabilities with generative AI, Delphina can provide even greater value in predicting complex, multifaceted problems across industries.
Expansion of MLOps Integration Solutions	• Delphina could expand its integration capabilities to include emerging MLOps platforms, broadening its adaptability for diverse business environments.	• Seamless integration with existing MLOps stacks such as Snowflake and BigQuery is a hallmark of Delphina's offerings. By expanding these capabilities to cover new and emerging platforms, Delphina can capture a larger market share and provide more comprehensive support to businesses looking to enhance their AI operations.
Automated Data Science Tools for Democratizing AI	• Developing advanced automated data science tools can help Delphina cater to smaller organizations that lack the resources for full-scale AI teams.	• The demand for high-quality data and skilled data scientists is growing, yet there is a significant talent gap in the industry. By providing automated tools that handle data processing and analysis, Delphina can bridge this gap, enabling smaller organizations to implement AI solutions without prohibitive costs.
Convergence of RPA and Data Science for Intelligent Automation	• Delphina can explore opportunities in integrating data science with robotic process automation (RPA) to create intelligent, adaptable workflows for its clients.	• The convergence of RPA and data science is creating new avenues for improving operational efficiency. By leveraging this trend, Delphina can offer innovative solutions that not only enhance traditional RPA capabilities but also democratize access to data science insights through intuitive and visual tools.

Risk areas

Note: Below information is a synthesis of available information on the company and industry and will be subjective in nature

Risk Areas	Rationale
Over-reliance on Automation	• Delphina's core offering relies heavily on automation, particularly in model training and MLOps integration, raising the risk of over-reliance on AI-driven predictions without sufficient human oversight. • While automation enhances efficiency, human expertise remains essential for data preparation and deployment stages, making it crucial to balance between automation and expert intervention. • Potential lack of skilled personnel to oversee and ensure accuracy of AI-driven models could pose a risk to business outcomes, as human oversight is essential for trust and credibility in predictions.
Market Dependency and Integration Challenges	• Delphina's operational efficacy is dependent on seamless integration with existing MLOps frameworks, specifically platforms like Snowflake and BigQuery. • Any disruption or change in partnerships, or the technological landscape could adversely impact Delphina's ability to deliver its services effectively, making it vulnerable to external shifts. • The speed of advancements in MLOps platforms may require constant adaptation and can be resource-intensive for Delphina to maintain compatibility.
AI Talent Shortages and Rising Costs	• Despite automation, there is a persistent global shortage of skilled AI professionals, which could increase operational costs and challenge Delphina's ability to scale efficiently. • As Delphina leverages sophisticated AI technologies, the inherent need for qualified talent to oversee these technologies remains crucial. • High demand for AI expertise drives competition in talent acquisition, potentially inflating costs and affecting financial sustainability.

Competitive landscape

Overall categories of players

Categories	Example Players
Enterprise AI Platforms	Domino Data Lab: Provides a comprehensive data science platform for managing and scaling data science teams, recognized as a data science system of record.
	DataRobot: Offers an end-to-end enterprise AI platform facilitating the building, deployment, and management of machine learning models.
Data Integration and Management	Coalesce Automation: Focuses on data management platforms that automate integration and transformation activities.
	Indicium: Specializes in data services across the full data lifecycle, offering customized solutions.
Business Intelligence and Decision Platforms	Pyramid Analytics: Delivers a unified decision intelligence platform combining data prep, analytics, and data science for business intelligence needs.
	GoodData: Provides a platform for creating Smart Business Applications that drive analytics to the point-of-work.
Machine Learning as a Service (MLaaS)	Databricks: Offers a unified data analytics platform enabling collaborative machine learning workflows using popular data tools.
	BigML: Specializes in MLaaS, offering a scalable software platform for automated, data-driven decision-making using predictive models.

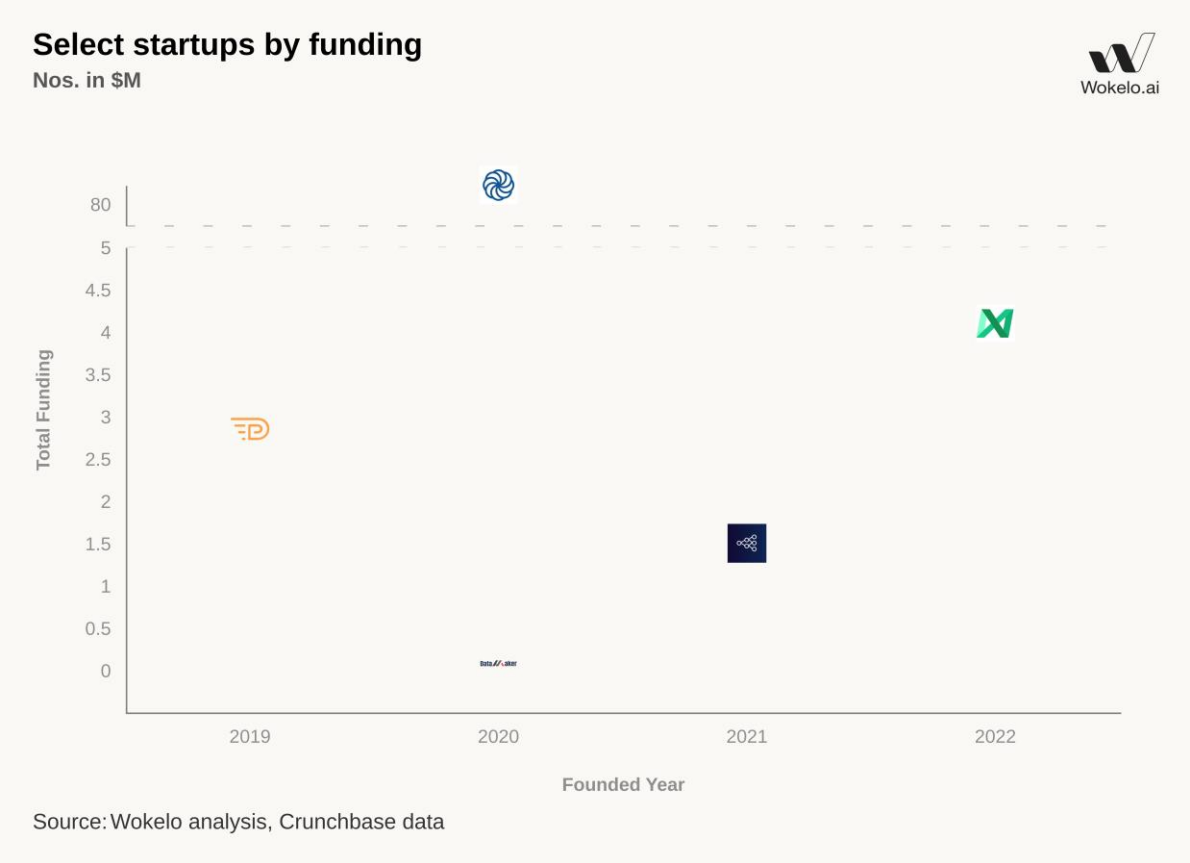
Key companies

Source: Wokelo proprietary algo for company prioritization, Crunchbase firmographics

	Company	Firmographics	Details	Product description
	Databricks Data Analytics Platform	Founded: 2013 HQ: San Francisco, United States Type: Private	Employees: 5001-10000	Databricks is an AI cloud data platform that interacts with corporate information stored in the public cloud.
	DataRobot AI Technology Services	Founded: 2012 HQ: Boston, United States Type: Private	Employees: 501-1000	DataRobot provides AI technology and ROI enablement services to global enterprises.
	RapidData Technologies	Founded: 2003 HQ: New York, United States	Employees: 501-1000	Rapid Data Technologies is pioneer in implementing Low

	Digital Transformation Solutions	Type: Private		Code, Big Data, AI, Data Science, IoT and Cloud solutions to large corporations.
	Domino Data Lab Data Science Platform	Founded: 2013 HQ: San Francisco, United States Type: Private	Employees: 251-500	Domino Data Lab provides a platform that utilizes data science and AI for collaboration, model deployment, and centralizing infrastructure.
	Anaconda Data Science Platform	Founded: 2012 HQ: Austin, United States Type: Private	Employees: 251-500	Anaconda's platform provides access to the foundational open-source Python packages used in modern AI, data science and machine learning.
	GoodData Business Intelligence	Founded: 2007 HQ: San Francisco, United States Type: Private	Employees: 251-500	GoodData is a business intelligence platform that provides SaaS, web service, and cloud data services for financial and software companies.
indicium	Indicium Data Science Services	Founded: 2017 HQ: New York, United States Type: Startup	Funding: USD 40.0M Last Round: May 24 Stage: Venture-Funded	Indicium is a Data Science as Service company. We assist businesses to transform data into actionable insights and opportunities
DataQraft	DataQraft Data management and analytics	HQ: Dubai, United Arab Emirates Type: Private	Employees: 251-500	DataQraft offers machine learning, analytics, data management, artificial intelligence, storage, and data integration solution.
pyramid	Pyramid Analytics Enterprise-Level Business Analytics Software	Founded: 2008 HQ: Amsterdam, Netherlands Type: Private	Employees: 101-250	Pyramid Analytics provides insights for employees across the organization with enterprise-level business analytics software.
	Klipfolio Business Dashboard Software	Founded: 2001 HQ: Ottawa, Canada Type: Private	Employees: 101-250	Klipfolio offers a business dashboard and analytics software for businesses to monitor and visualize their KPIs and metrics in real-time.
	Coalesce Automation Data Management Software Automation	Founded: 2020 HQ: San Francisco, United States Type: Startup	Funding: USD 81.9M Last Round: Apr 24 Stage: Series B	Coalesce develops a data management software to automate data operations.

	Redbird Advanced Analytics Software	Founded: 2018 HQ: New York, United States Type: Startup	Funding: USD 8.1M Last Round: Oct 22 Stage: Seed	Redbird is an AI-powered analytics platform for teams to easily automate advanced analytics work in minutes, without writing code.
	TextQL Data analytics platform	Founded: 2022 HQ: San Francisco, United States Type: Startup	Funding: USD 4.1M Last Round: Dec 23 Stage: Seed	TextQL is a platform that simplifies the data-to-insight process for organizations.
	Datatron AI/ML Operational Platform	Founded: 2016 HQ: San Francisco, United States Type: Startup	Funding: USD 12.1M Last Round: Jan 22 Stage: Seed	Datatron provides a SuperBowl-proven MLOps platform for all AI/ML models in production.
	DataNeuron AI data management platform	Founded: 2021 HQ: San Francisco, United States Type: Startup	Funding: USD 1.5M Last Round: Jul 21 Stage: Seed	DataNeuron accelerates and automates human-in-loop labelling for developing AI solutions.



Funding of key startups

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Source: Wokelo analysis, Crunchbase data

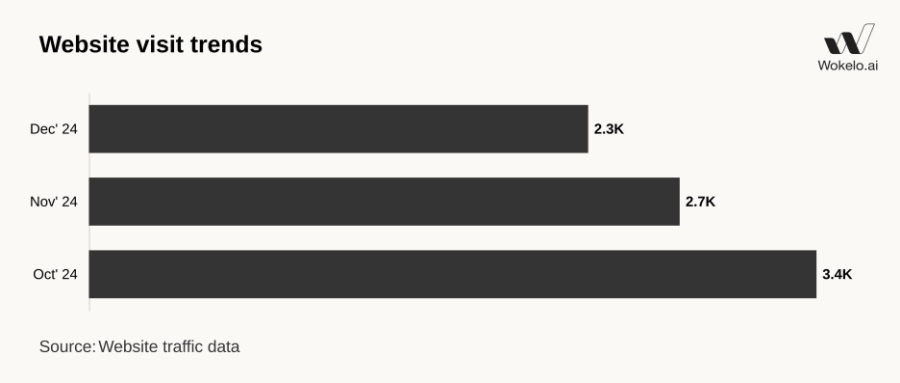
Insights from alternative data [Beta]

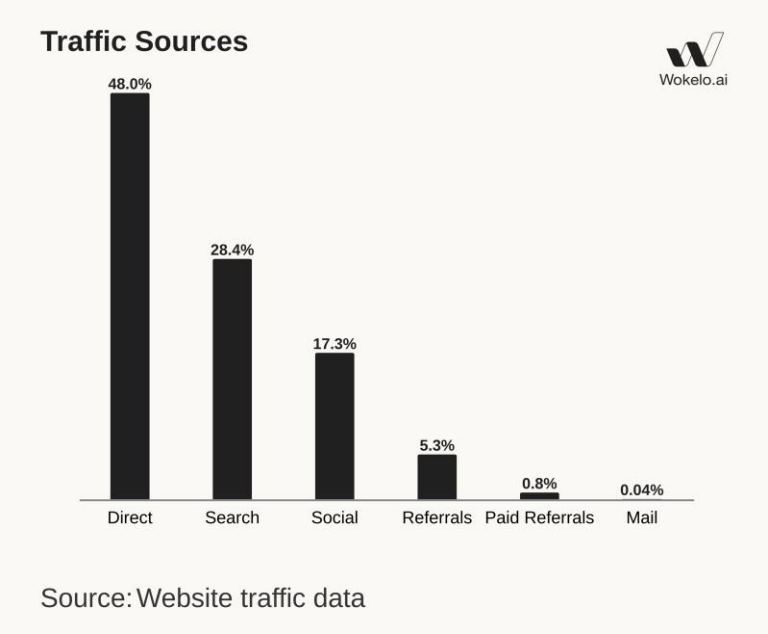
Website traffic

Key highlights

Metric	Value
Visits (Dec'24)	2.3 K
Monthly growth of visits (Oct'24 - Dec'24)	-31.38%
Pages/visit	2.5
Average visit duration (minutes)	01:59
Bounce rate	45.1%

Source: Similarweb





Source: Website traffic data

Market insights

Market size

Market size estimates for triangulations (Other publishers from web)

Market	Key excerpts
Data Science Platform Market *Source: Data Center Information* (link)	• The overall data science platform market is expected to grow to more than $101 billion by 2021 at a CAGR of 39%.

Recent funding activities

Organization	Overview	Summary
Revefi [1]	SaaS platform for automating data operations.	• Revefi, founded by Sanjay Agrawal and Shashank Gupta in 2021, is a SaaS platform aimed at automating data operations. The platform helps in detecting and troubleshooting data-related issues and optimizing data resources. Their recent accomplishment includes closing a $20 million Series A funding round, with a total of $29 million raised so far. The clientele of Revefi includes a $5 billion public security company and a $10 billion public data company. The need for such a platform stems from the explosive growth in enterprise data, complexity of data tools, and high data spending.
TextQL [2]	AI platform for automating the data science lifecycle.	• TextQL has raised $4.1 million in funding in their pre-seed and seed rounds. Co-led by Neo and DCM, along with other VC firms and angel investors, the funding will help TextQL to continue working on their AI analyst named Ana. TextQL aims to automate the entire data science lifecycle, integrating with business intelligence tools like Tableau, Looker, and PowerBI, and democratize data analysis to make it accessible to non-technical users quickly.
Pecan AI [3]	Low-code predictive modeling and data science platform.	• Pecan AI has successfully secured a $66 million Series C funding round, led by Insight Partners. This low-code predictive modeling and data science platform has raised over $100 million in the past year, aiming to help midmarket and enterprise companies with customer acquisition, retention, and optimizing supply chain and resources. Pecan's business spans fintech, insurance, retail, and more.
Genie [4]	No-code web app builder for data science and R&D teams.	• Genie, based in Barcelona, has raised €1.1 million in a pre-seed funding round led by Speedinvest, aimed at developing their no-code web app builder called Genie

Builder. This platform enables data scientists and researchers to create web applications from data analysis code efficiently, supporting applications from analytics dashboards to AI prototypes.

Sources:

[1] TechCrunch (04th Sep 2024) - Revefi seeks to automate companies' data operations (link)
[2] PR Newswire (25th Jan 2024) - TextQL raises $4.1M in funding to use AI to automate the data science lifecycle (link)
[3] Business Wire (02nd Feb 2022) - Pecan AI Raises $66 Million Series C Round to Advance AI Automation in Predictive Analytics (link)
[4] EU-Startups (06th Oct 2023) - Barcelona-based Genie snaps €1.1 million to empower data science teams with its no-code app builder (link)

Annexure

Business model insights Beta

- **Product Offerings:** AI Data Scientist, ML Models, Feature Transformations
- **Customer Segments:** AI-focused organizations, data-driven businesses
- **Revenue Model:** Subscription-based, pay-per-feature transformations
- **Pricing Model:** Usage-based pricing, tiered subscription plans
- **Cost Structure:** AI research, data infrastructure, engineering team
- **Differentiation:** Rapid AI deployments, robust feature transformations
- **Key Technology or IP:** MLOps integrations, automated data cleaning, AI-driven insights
- **Distribution or GTM:** Podcast, blogs, partnerships, networking events

Competitive landscape - other companies

Source: Wokelo proprietary algo for company prioritization, Crunchbase firmographics

	Company	Firmographics	Details	Product description
	Domo Executive Management Platform	Founded: 2010 HQ: American Fork, United States Type: Public	Revenue: USD 319.0M EBITDA: USD -46.0M PAT: USD -75.6M FY: 2024	Domo designs and delivers an executive management platform as a service to help executives manage business.
	Advancing Analytics Advanced Analytics Consultancy	Founded: 2018 HQ: London, United Kingdom Type: Startup	Last Round: - Stage: Unfunded	Advancing Analytics is an Advanced Analytics consultancy which specialises in the Azure Data Platform, Data Science and Data Engineering.
	Datalytics Data analytics solutions	Founded: 2007 HQ: Basavilbaso, Argentina Type: Private	Employees: 101-250	Datalytics is an integration, visualization, mining, big data, predictive analytics, and data science company.
	Polyrific Software and Data Solutions	Founded: 2011 HQ: Gilbert, United States Type: Private	Employees: 51-100	Machine Learning, Data Science, and Custom Software company.
	Intellinexus Data and Technology Services	Founded: 2016 HQ: Cape Town, South Africa Type: Startup	Last Round: Feb 22 Stage: Venture-Funded	Intellinexus is a data science, business intelligence, data management, and talent sourcing services that help in organizations' growth.
	Knowledge Bridge Consulting	HQ: Red Bank, United States Type: Private	Employees: 51-100	Knowledge Bridge Consulting provides AI-enabled

	AI and Data Solutions			applications, business intelligence, complex data, and data science systems.
	64 Squares LLC Data Engineering and Analytics	Founded: 2022 HQ: Kansas City, United States Type: Startup	Last Round: - Stage: Unfunded	64 Squares LLC is a team of tech-professional experts providing our precious clients with Data Engineering Services & Data Science services.
	Aptus Data Labs Data Science and Analytics	Founded: 2014 HQ: Bengaluru, India Type: Private	Employees: 51-100	Aptus Data Labs is an innovative data science and advanced analytics company offering analytical solutions and consulting services.
	Switchboard Software Data Engineering Automation Platform	Founded: 2014 HQ: San Francisco, United States Type: Private	Employees: 11-50	Switchboard Software is an It firm that provides data engineering automation services to turn disparate data into a single source of truth.
	PrimeAI AI/Machine Learning Services	Founded: 2019 HQ: Leesburg, United States Type: Startup	Funding: USD 2.9M Last Round: Nov 24 Stage: Seed	PrimeAI deploys accessible AI/machine learning engines through our PrimeAI Portal to drive significant EBITDA for our customers
	Mondrian AI Data science and visualization	Founded: 2018 HQ: Incheon, South Korea Type: Startup	Funding: USD 3.7M Last Round: Mar 22 Stage: Series A	Mondrian AI is an innovative data science and visualization company.
	BigML Machine Learning as a Service	Founded: 2011 HQ: Corvallis, United States Type: Private	Employees: 11-50	BigML is Machine Learning made beautifully simple for everyone
	Dataleon Machine Learning Solutions	Founded: 2016 HQ: Paris, France Type: Startup	Funding: USD 452.0K Last Round: Feb 22 Stage: Seed	Dataleon offers the most advanced Machine Learning solutions for data processing and automation.
	MetadataWorks Data Management SaaS Provider	Founded: 2017 HQ: London, United Kingdom Type: Startup	Funding: USD 644.7K Last Round: Apr 19 Stage: Seed	METADATAWORKS makes data work, providing SaaS that unlocks the hidden value of data by automating complex and mundane data management tasks
	DataCalculus Automated data analysis software	Founded: 2019 HQ: Tallinn, Estonia Type: Startup	Last Round: Dec 20 Stage: Seed	DataCalculus is the most automated software for advanced data analysis and machine learning; democratizing data science globally.

	Accure, Inc. AI/ML platform solutions	Founded: 2015 HQ: Reston, United States Type: Startup	Last Round: - Stage: Unfunded	Accure provides data engineering and AI/ML platform for data scientists, engineers, and DevOps to rapidly deploy ML solutions.
	DataSense Software Cloud-based data solutions	Founded: 2018 HQ: Rochester, United States Type: Startup	Last Round: - Stage: Unfunded	DataSense Software is a cloud-based data science and machine learning solutions company.
	EPIC Engineering & Consulting Group Software and Data Solutions	Founded: 2006 HQ: Winter Springs, United States Type: Private	Employees: 11-50	EPIC Engineering & Consulting Group develops software products related to data science, GIS and business intelligence.
	Data Science Lab Consultancy and Analytics Services	Founded: 2016 HQ: Amsterdam, Netherlands Type: Startup	Last Round: - Stage: Unfunded	Data Science Lab provides product development, business intelligence, analytics, and consultancy services.
	Analytics Network Data Science and AI	Founded: 2016 HQ: Casalecchio Di Reno, Italy Type: Startup	Last Round: - Stage: Unfunded	Analytics Network is an IT company that specializes in data science and artificial intelligence.
	Unai Technology Consultancy Services	Founded: 2010 HQ: Bristol, United Kingdom Type: Private	Employees: 11-50	Software Development and Data Science
	DataAutomation	Founded: 2016 HQ: Athens, United States Type: Startup	Last Round: - Stage: Unfunded	DataAutomation.com is a software company that automates data-heavy processes and builds custom integrations to other products and services.
	DataSpark Advanced analytics services	Founded: 2016 HQ: Frankfurt, Germany Type: Startup	Last Round: Aug 24 Stage: Venture-Funded	DataSpark provides advanced analytics and intelligent automation services.
	Datanomers	Founded: 2013 HQ: Freehold, United States Type: Private	Employees: 11-50	Datanomers solutions based on machine intelligence automate your processes end to end. Our Technology is Self Adaptive Machine Learning.
	TekInvaderZ Data solutions company products	Founded: 2014 HQ: Florida, United States Type: Private	Employees: 11-50	TekinvaderZ is a data solutions company that enables companies to leverage the full potential of their data.

	Datahub Analytics Big data and BI solutions	Founded: 2016 HQ: Amman, Jordan Type: Startup	Last Round: - Stage: Unfunded	Datahub Analytics specializes in Big data solutions, business intelligence solutions, data visualization, and robotic process automation.
	NXT AI AI automation software	Founded: 2015 HQ: Tampa, United States Type: Startup	Last Round: - Stage: Unfunded	NXT AI automates the AI data model training process using AI algorithms and databases to help make accurate data-driven business decisions.
	Datatelligent Data analytics as service	Founded: 2019 HQ: Glen Ellyn, United States Type: Startup	Last Round: - Stage: Unfunded	Datatelligent provides subscription-based data analytics as a service (DAaaS) solution.
	Data Whys Data analytics SaaS	Founded: 2014 HQ: New York, United States Type: Private	Employees: 11-50	Data Whys is a data analytics software as a service (SaaS) company that builds a proprietary suite of technologies.
	DataQuad Data science solutions provider	HQ: Westcourt, Australia Type: Private	Employees: 11-50	DataQuad is a data science firm that provides solutions for data visualizations and transformations.
	Inspirient Automated Business Data Analysis	Founded: 2016 HQ: Berlin, Germany Type: Startup	Funding: USD 578.2K Last Round: Nov 16 Stage: Pre Seed	Inspirient automates the analysis of business data by autonomously mining raw data for relevant, management-ready insights.
	Datamaker Software Technology Startup	Founded: 2020 HQ: Montréal, Canada Type: Startup	Funding: USD 76.6K Last Round: Sep 20 Stage: Pre Seed	Datamaker is a software technology startup that enable companies to develop and test data pipelines efficiently.
	Lleed & Partners Digital consulting services	Founded: 2020 HQ: Geneva, Switzerland Type: Startup	Last Round: - Stage: Unfunded	Data science and software consulting
	Tangible AI AI and ML Solutions	Founded: 2019 HQ: San Diego, United States Type: Startup	Last Round: - Stage: Unfunded	Tangible AI provides chatbots, data science, and machine learning solutions.
	DataInsider.co Data-enabling automation solutions	Founded: 2021 HQ: Ho Chi Minh City, Vietnam Type: Startup	Last Round: - Stage: Unfunded	A Data-enabling company through no-code & AI-powered automation.
	Data Innovation AI and Data Solutions	Founded: 2019 HQ: Barcelona, Spain Type: Startup	Last Round: - Stage: Unfunded	Fractional experts for results-driven digital projects, specializing in AI-driven process automation, CRM optimization, and custom

				ETLs.
	Qvantia ML and AI platform	Founded: 2022 HQ: London, United Kingdom Type: Startup	Last Round: - Stage: Unfunded	A unified ML and AI platform, empowering companies to operate throughout the life cycle, creating reliable applications
	DataVector AI Machine Learning Automation	Founded: 2017 HQ: Toronto, Canada Type: Startup	Last Round: - Stage: Unfunded	DataVector AI provides solution for automated machine learning platforms.
	Enlightenment.ai Data Strategy and AI Solutions	Founded: 2018 HQ: Lisbon, Portugal Type: Startup	Last Round: - Stage: Unfunded	We help enterprises achieve real results and impact through data and digital systems.
	DataScava Unstructured data mining software	Founded: 2016 HQ: New York, United States Type: Startup	Last Round: - Stage: Unfunded	DataScava is a software development company that provides automated unstructured data miner solutions with patented technology.
	Neuclon Data Management Platform	Founded: 2023 HQ: Hartford, United States Type: Startup	Last Round: - Stage: Unfunded	Data Management Platform
	Analytics in Motion Data Analytics Solutions	Founded: 2008 HQ: Melbourne, Australia Type: Private	Employees: 1-10	Leaders in Data Science, Machine Learning & Big Data. Unlock the power of your data & gain real-time insights to empower your business
	Contemporary Analysis Data Science Consulting Services	Founded: 2008 HQ: Omaha, United States Type: Private	Employees: 1-10	CAN provides data science consulting (project work), data science training (build your team), and staff augmentation (support your team).
	DataFlair.ai Decision intelligence platform	Founded: 2022 Type: Startup	Last Round: - Stage: Unfunded	DataFlair.AI supports customers in making intelligent strategic decisions based on data, analytics and machine learning.
	fluunt Data analytics software	Founded: 2024 HQ: Cape Town, South Africa Type: Startup	Last Round: - Stage: Unfunded	Ambient AI for Healthcare
	DataJet Software Data analytics and intelligence	Founded: 2018 HQ: Los Angeles, United States Type: Startup	Last Round: - Stage: Unfunded	DataJet Software provides deep data discovery, business intelligence, data engineering, deep learning.

Adjacent segments

Source: Wokelo synthesis

Adjacent sectors	Key segments and products
Machine Learning Platforms: Machine learning platforms provide tools and frameworks that enable data scientists to build, train, and deploy machine learning models efficiently. These platforms often include automated machine learning capabilities, allowing users to streamline the model development process.	• Supervised Learning • Unsupervised Learning • Reinforcement Learning • Deep Learning • Natural Language Processing • Computer Vision • Model Deployment • Feature Engineering • Model Evaluation • Data Preprocessing
Data Visualization Tools: Data visualization tools help users create graphical representations of data to identify patterns, trends, and insights. These tools are essential for communicating complex data findings in an understandable format, facilitating better decision-making.	• Business Intelligence • Interactive Dashboards • Data Reporting • Geospatial Visualization • Real-time Data Visualization • Infographics • Data Storytelling • Charting Libraries • Custom Visualization Solutions • Data Exploration Tools
Data Integration Software: Data integration software enables organizations to combine data from different sources into a unified view. This is crucial for data analysis and reporting, as it ensures that data is consistent and accessible across various platforms.	• ETL (Extract, Transform, Load) Tools • Data Warehousing • API Integration • Data Migration Services • Real-time Data Integration • Data Quality Management • Master Data Management • Data Virtualization • Cloud Data Integration • Data Governance Solutions
Predictive Analytics Solutions: Predictive analytics solutions use statistical algorithms and machine learning techniques to analyze historical data and make predictions about future outcomes. These tools are widely used in various industries for risk assessment, customer behavior analysis, and operational efficiency.	• Risk Analytics • Customer Analytics • Sales Forecasting • Churn Prediction • Fraud Detection • Supply Chain Analytics • Healthcare Analytics • Marketing Analytics • Financial Forecasting • Predictive Maintenance
Automated Data Processing Tools: Automated data processing tools streamline the handling of data through	• Data Cleaning Tools • Data Transformation Tools

automation, reducing the need for manual intervention. These tools enhance efficiency and accuracy in data management, making them essential for organizations dealing with large volumes of data.

- Batch Processing Solutions
- Real-time Data Processing
- Data Enrichment Services
- Data Quality Automation
- Data Archiving Solutions
- Data Backup and Recovery Tools
- Data Monitoring Solutions
- Data Pipeline Automation

Value chain

Note: This is representative based on analysis of companies in Wokelo database

Categories	Role	Key players examples
Data Collection and Integration	This group is responsible for gathering and integrating data from various sources. They provide tools and platforms that automate the extraction, transformation, and loading (ETL) of data, ensuring that data is clean, accurate, and ready for analysis. Their role is crucial as they lay the foundation for any data science project by ensuring that data is accessible and usable. Companies in this space often focus on scalability and connectivity to a wide range of data sources.	Informatica Talend Fivetran
Data Preparation and Cleaning	These players focus on preparing and cleaning the data for analysis. They provide software that automates the process of data wrangling, which includes cleaning, structuring, and enriching raw data into a desired format. This step is critical as it directly impacts the quality of insights derived from data. Companies in this area emphasize user-friendly interfaces and advanced algorithms to handle large datasets efficiently.	Trifacta DataRobot Alteryx
Model Development and Training	This group provides platforms and tools for developing and training machine learning models. They automate the process of model selection, hyperparameter tuning, and training, making it easier for data scientists to build robust models. Their role is to streamline the model development process, reduce time-to-market, and enhance model accuracy. These companies often focus on providing pre-built algorithms and support for custom model development.	H2O.ai Dataiku RapidMiner

Model Deployment and Monitoring	These players are involved in deploying machine learning models into production environments and monitoring their performance. They provide tools that automate the deployment process and ensure models are scalable and reliable in real-world applications. Monitoring tools help in tracking model performance, detecting drifts, and managing model lifecycle. Companies in this sector focus on integration with existing IT infrastructure and providing robust monitoring capabilities.		Seldon
			MLflow
		Kubeflow	
Business Intelligence and Visualization	This group focuses on transforming data insights into actionable business intelligence through visualization. They provide platforms that automate the creation of dashboards and reports, making it easier for stakeholders to understand complex data. Their role is to bridge the gap between data science and business decision-making by providing intuitive and interactive visualizations. Companies in this area prioritize ease of use, customization, and integration with various data sources.		Tableau
			Power BI
			Looker

Market insights - Emerging trends

Trends in Automation of Data Science and Machine Learning [1-3]

- Data science automation is becoming increasingly prevalent, with significant advancements in the automation of various stages of the data science lifecycle, such as data preprocessing, feature engineering, and model building through tools such as AutoML. Automation tools are enabling full automation of model selection and tuning, while human expertise remains essential for data preparation and deployment. Despite these advancements, the demand for high-quality data and skilled data scientists continues to grow, underscoring the need for human oversight and expertise alongside automated processes. Future trends suggest an increasing demand for automation to reduce resource-intensive tasks, which is crucial for smaller organizations seeking to implement AI solutions efficiently.
- The rise of automated machine learning (AutoML) tools represents a key trend in data science automation. These tools automate substantial portions of data science work while enabling non-technical business experts to leverage data science capabilities. Market analyses project rapid growth in the AutoML sector, expected to reach $15 billion by 2030, driven by significant adoption rates across North America and Europe. AutoML tools are rapidly becoming integral to the execution of common data science tasks across various industries, heralding a shift towards democratizing data science through automation.

However, even with increased automation, certain aspects of data science work still necessitate human intervention and collaborative efforts.

Convergence of Robotic Process Automation and Data Science [4]

- The convergence of data science and robotic process automation (RPA) is creating more intelligent automation solutions. Initially designed to automate repetitive tasks, RPA is now being augmented with data science to handle complex data tasks, such as downloading, sorting, and manipulating data for improved process automation. The integration of low-code platforms and machine learning within RPA is facilitating the development of more intelligent, adaptable automation workflows that are accessible to non-technical users. This convergence is not only enhancing traditional RPA capabilities but also framing data science deployment challenges as RPA problems, suggesting a rebranding of this intersection as 'data process automation'. This allows organizations to optimize operational efficiency while democratizing access to data science-driven insights through more intuitive, visual tools.

Bridging the AI Talent Gap with Automated Data Science Tools [5]

- As the global data output continues to expand at an unprecedented pace, a significant talent gap is emerging in the field of data science, with the demand for skilled professionals far exceeding the supply. This is leading to increased costs for AI talent and posing challenges for smaller organizations that cannot afford high-end data science expertise. Automated data science tools, including AI data science agents, present a solution by streamlining data processing and analysis tasks that typically consume the majority of a human data scientist's time. These tools are helping to democratize access to AI by enabling smaller entities to benefit from AI insights without the prohibitive costs of human experts. Nonetheless, the integration of human oversight remains critical for ensuring trust and accuracy in AI-driven decisions, highlighting a hybrid approach as essential for effective AI deployment.

Sources:

[1] Appen (03rd Sep 2021) - What to Know About Data Science and Machine Learning Automation in AI (link)
[2] McKinsey & Company (14th Aug 2020) - Rethinking AI talent strategy as automated machine learning comes of age (link)
[3] insideainews.com (28th Dec 2022) - AutoML- The Future of Machine Learning (link)
[4] InfoWorld (17th Aug 2021) - When RPA meets data science (link)
[5] The World Economic Forum (18th Nov 2024) - How we can bridge the AI divide with accessible AI data scientists (link)

Q&A

What are the specific mundane and repetitive tasks in data science projects that Delphina automates?

Delphina's Automation in Data Science

Delphina is designed to elevate productivity in data science teams by automating several mundane and repetitive tasks involved in data science projects. These tasks include:

- **Data Collection and Integration:** Delphina automates the discovery of relevant data, cleaning it, and building sophisticated transformations to distinguish the signal from the noise. This process bypasses the time-consuming tasks associated with data preparation, enabling teams to focus on strategic model building and impactful outcomes [1].
- **Data Cleaning and Preprocessing:** Automation here involves discovering and cleaning relevant data as part of the 'Prep' phase in the data science workflow. This helps teams shift their focus to strategic decision-making and model development by reducing the time spent on tedious data preparation tasks [1].
- **Model Training and Tuning:** Delphina automates various aspects of model building, including the construction of novel feature transformations on raw data, contributing to improvements in model performance. The platform integrates with existing MLOps stacks to deploy pipelines efficiently [1].
- **Model Deployment and Monitoring:** By automating these processes, Delphina reduces the routine efforts needed in productionizing models, allowing data science teams to focus on strategic tasks that have significant business implications [1].

Sources:

[1] Delphina 2025-01-16 - Delphina (link)

How does Delphina's automation process enhance the productivity of data science teams?

How Delphina's Automation Process Enhances Productivity of Data Science Teams

Delphina's automation process is strategically designed to enhance the productivity of data science teams in several key ways:

Automation of Mundane Tasks

Delphina automates mundane and repetitive tasks that are typically involved in productionizing data science projects. This capability allows data science teams to redirect their focus from routine, time-consuming tasks to more strategic initiatives that drive significant business impact. This fundamental change not only increases efficiency but also plays a crucial role in reducing

the time-to-value for data science initiatives, thus enabling teams to deliver results more swiftly and effectively. [1]

Significant Reduction in Time-to-Value

The automation provided by Delphina significantly reduces the time-to-value for data science projects. By streamlining routine processes, the platform ensures that data scientists can apply their skills to strategic challenges rather than get bogged down with repetitive tasks. This shift enhances the overall productivity of data science teams, allowing them to contribute more directly to the strategic objectives of the organization. [1]

Leveraging Large Language Models

Delphina makes use of large language models LLMs to expedite various routine and time-consuming tasks inherent in predictive AI workflows. This advanced technology reduces solution development time from months to mere days by effectively identifying and preparing relevant data, training models, and deploying pipelines. The result is a significant reduction in the complexity and duration of typical AI project cycles, enabling enterprises to productize AI business use cases more rapidly. By facilitating faster and more efficient building and deployment of AI models, Delphina closes gaps that previously prevented businesses from integrating AI into core processes. [2]

In conclusion, Delphina's automation process enhances the productivity of data science teams by allowing them to focus on high-impact, strategic work, thus accelerating overall project timelines and driving more value for businesses.

Sources:

[1] Delphina 2025-01-16 - Delphina (link)
[2] Insideainews - Delphina Raises $7.5 Million to Build Copilot for Data Science (link)

In what ways does Delphina reduce the time-to-value for data science initiatives?

Delphina's Approach to Reducing Time-to-Value for Data Science Initiatives

Delphina significantly reduces the time-to-value for data science initiatives through several key strategies:

Automation of Mundane and Repetitive Tasks

Delphina platform automates mundane and repetitive tasks involved in productionizing data science projects. This automation allows data science teams to focus on more strategic work that drives business impact, making the delivery of results quicker and more efficient. [1-3]

Strategic Task Focus

By automating routine tasks, Delphina enables data science teams to concentrate on strategic initiatives that directly impact business outcomes. This shift increases the efficiency and effectiveness of data science projects, thereby accelerating the delivery of valuable insights and solutions. [1]

Dramatic Acceleration in Predictive AI Workflows

Delphina uses large language models LLMs to accelerate predictive AI workflows, reducing routine, time-consuming tasks from months to days. This rapid processing is achieved by identifying and preparing relevant data, training models, and deploying pipelines. [3]

Fast Productization of AI Business Use Cases

Through automation, Delphina reduces the time required to productize common AI business use cases, such as forecasting, personalization, pricing, or fraud detection. This quick turnaround is crucial for businesses aiming to integrate AI into core processes efficiently. [3]

In summary, Delphina provides data science teams with the tools to reduce time-to-value by automating routine tasks, enhancing strategic focus, accelerating AI workflows, and enabling faster productization of AI use cases.

Sources:

[1] Delphina 2025-01-16 - Delphina (link)
[2] Conchovalleyhomepage 2023-12-13 - Delphina Raises $7.5 Million to Build Copilot for Data Science (link)
[3] Insideainews - Delphina Raises $7.5 Million to Build Copilot for Data Science (link)

What impact does Delphina have on the strategic work of data science teams?

Impact of Delphina on the Strategic Work of Data Science Teams

Delphina plays a crucial role in reshaping the strategic work of data science teams by automating the mundane and repetitive aspects of their projects. This automation spans the entire data science workflow, enabling teams to redirect their efforts towards more impactful and strategic endeavors.

1. Automation and Efficiency: Delphina augments productivity by automating routine processes such as data preparation, cleaning, and transformation. This allows data scientists to focus on strategic tasks that greatly influence business outcomes. The practical result is a marked reduction in the time-to-value for data science initiatives, thereby allowing quicker delivery of results. [1]

2. Advanced Model Building: Delphina accelerates the construction of sophisticated machine learning models by integrating seamlessly with existing MLOps stacks. This negates the need for input from partner teams, thereby streamlining deployment pipelines. Such automation is pivotal in predicting future trends and adequately preparing businesses for changes. [1]

3. Reduction of Production Bottlenecks: By automating data discovery and cleaning, Delphina aids in the creation of multiple feature transformations from raw data, achieving significant enhancements in model performance. This leads to higher efficiency by allowing data science teams to operate independently and swiftly without dependencies on other teams. [1]

4. Business Impact: Streamlining the workflow through automation significantly empowers data scientists, enhancing their ability to deliver rapid results which are critically essential in today's

fast-paced business environment. This focus shift from routine to strategic work helps in driving business impact more effectively. [1]

In conclusion, by diminishing the workload associated with repetitive tasks, Delphina allows data science teams to concentrate on strategy-driven activities. This not only optimizes their efficiency and productivity but also substantially increases the strategic contribution of data science to organizational success.

Sources:

[1] Delphina 2025-01-16 - Delphina (link)

How do data science teams measure the efficiency and effectiveness of using Delphina?

How Data Science Teams Measure the Efficiency and Effectiveness of Using Delphina

Data science teams employ several metrics to determine the efficiency and effectiveness of utilizing Delphina within their operations. Key performance indicators typically revolve around time saved, productivity gains, and quality of output. Below are some of the metrics commonly used:

Reduction in Time-to-Value

Delphina enhances time-to-value by significantly reducing the time required to productionize data science projects. By automating mundane and repetitive tasks, Delphina allows the teams to focus on more strategic tasks that can have a greater business impact. This automation is a critical metric in assessing Delphina's efficiency in accelerating data science workflows. [1-2]

Streamlined Workflows

Delphina provides tools supporting all stages of the data science workflow, from data preparation to model building and deployment. The automation of data discovery, cleaning, and transformation processes is a significant efficiency driver, as it reduces the time and effort required for these stages. Teams can rapidly iterate through their workflows, thereby quantifying effectiveness by evaluating the speed at which they can deliver actionable insights. [1]

Quality of Output

While specific quality metrics were not detailed, it is implied that by allowing data scientists to allocate more time to strategic analyses, the quality of insights and their alignment with business objectives improve. Therefore, the emphasis is both on the speed of delivering insights as well as their business relevance.

Sources:

[1] Delphina 2025-01-16 - Delphina (link)
[2] Conchovalleyhomepage 2023-12-13 - Delphina Raises $7.5 Million to Build Copilot for Data Science (link)

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