

Welcome to the X25 Kickoff!

EXAMPLE



Voice AI Drive-Thru's

- **Product:** Replaces the person at a drive-thru who takes orders with AI
- **Traction:** Going live with our first customer, Amy's Drive Thru, next week
- **Team:** Tesla, Intel, Flatiron data, ex., Berkeley EE+CS
- **Can help with:** Voice agent technical advice

EXAMPLE

Argon

AI Site Reliability Engineer



- An AI SRE to monitor and resolve issues w/ cloud infra in real time
- Our vision: No more getting pinged at 3am!
- Team is Stanford, MIT, CMU
- Can help with: DevOps and Infrastructure choices



Drag-And-Drop AI Agent Builder

- **Product:** Figma-like canvas for building agent workflows
- **Traction:** 650 stars, 700 waitlisted, prototype Mercor (\$2B) & Harvey (\$3B)
- **Team:** UC Berkeley, NLP, WorkNinja, Ring @ Amazon
- **Can help with:** building agentic workflows

m:lop



ML experiment tracking with actionable insights

- **Product:** Like Weights & Biases, but we actually help improve your models with actionable and alerts
- **Vision:** Eliminate wasted GPU-hours & drive down training costs
- **Team:** Cambridge Grads with deep experience in PyTorch profiling
- **Can help with:** MLOps Pipeline, PyTorch, WandB outcasts



HelixDB

An open-source
Graph-Vector Database



- Graph and Vector types natively.
- Unified infrastructure instead of needing 2 databases.
- Multi-hop traversals between nodes & vectors.
- Compiled queries built-in to your instance.
- Easy to set-up managed service.

founders@helix-db.com

helix-db.com



Watchdog

AI agents for intellectual property law

- **Product:** Helps media businesses identify, prioritize, and monetize IP infringements.
- **Vision:** Build an IP lawyer (\$40b market) that can work better, faster, cheaper.
- **Team:** 2 YC Alums (W2021, W2022), prev business in media/entertainment
- **Traction:** 12 customers. Music, creators, media businesses with high-value IP.



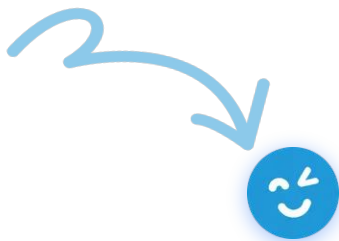
Transmitttr

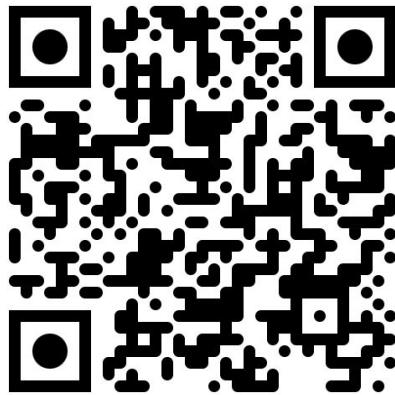
- **Product:** Drop-in threat detection and mitigation for AI agents
- **Traction:** Signed first 5-figure customer contract
- **Team:** AWS, Microsoft, Veterans Affairs
- **Can help with:** Enterprise security, compliance, and scale



Cursor for Teachers

- **Product:** AI that learns from the teacher to grade papers, 10x faster
- **Traction:** Grew to 65 teachers paying out of pocket, **11,950 essays** graded, **\$9700 ARR organically** (word of mouth)
- **Team:** High school & College dropout
- **Can help with:** Chrome extensions





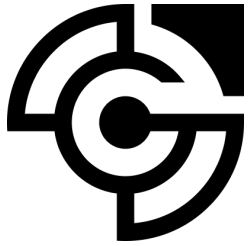
AI Session Replay Analysis

- **Product:** Automates watching session replays with AI
- **Vision:** Cursor for PMs - instant insights, zero manual effort
- **Traction:** 2 paying customers (\$1K MRR)
- **Team:** Palantir, Greptile (YC W24), J&J, OneTrust, Georgia Tech
- **Can help with:** User conversion, retention, bug reporting, product analysis



AI-powered appeal generation for healthcare providers

- **Product:** End-to-end appeal management from health insurance denials to revenue recovery
- **Our vision:** No more lost revenue from incorrectly denied claims
- **Team:** Palantir, CMU CS/AI
- **Target Customers:** Small-to-midsize Clinics, Hospital RCM Teams
- **Can help with:** AI agents, EHR integrations, health insurance claim resubmission at scale



GROUNDCONTROL

Vertical AI for regulated manufacturing (A&D, medical, automotive)

Product: Automate **required** aerospace documentation in minutes, not days

Traction: 50+ facilities completing 750+ reports monthly

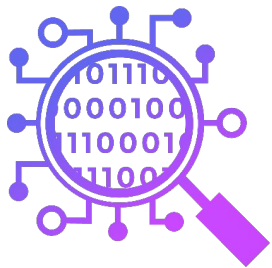
Team: prev exited founders (InspectAR -> \$CDNS), largest PCB fab in US

Can help with: manufacturing, compliance (NIST 800, CMMC, FedRAMP)



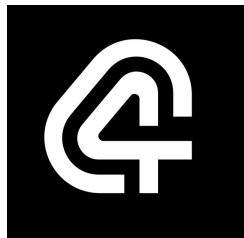
founders@gndctl.com

rungroundcontrol.com



BITPATROL

- **Product:** AI-powered security tool that catch hardcoded secrets and other vulnerabilities in source code
- **Vision:** Prevent breaches at the source by embedding ML-powered security into the CI/CD pipeline
- **Team:** Stripe, Lyft, Tesla
- **Can help with:** Scraping data from sites that don't make it easy (bot detection, rate limits, etc), Stripe Billing, or checking if your team has already leaked any secrets on GitHub 👁️



Code Four

Vision Language Models to help write Police Reports

- **Product:** post-processing layer for record management systems (RMS)
- **Vision:** AI-native bodycams that can do real-time processing
- **Traction:** 1 pilot, 2 partnerships w/ RMS companies
- **Team:** *Fresh* MIT Dropouts (EECS, CS/AI), Amazon, TSMC
- **Can help with:** VLMs, SFT, open source models



Personal assistant for Medicare patients

- Clinics/health systems buy the software and patients use it
- Generates ~\$600 per patient in Medicare reimbursements
- Team is CMU, Palantir, Shortwave



Automate car and freight claims with AI agents

- **Problem:** Insurance Adjusters waste hours in repetitive emails + phone calls
- **Product:** Voice agents handle the claim intake and repair coordination + web app with an AI copilot to handle the rest of the workflow
- **Traction:** 1 paying pilot customer (\$10k); going live in the next 2 weeks
- **Team:** Cornell CS/ORIE background. Prior: EY, FINN, WeWork
- **Can help with:** Contacts in fleet management, trucking, or auto insurance.
Voice agent technical advice



AI agents that run product development for CTOs

- **Product:** Tracks projects and addresses blockers proactively
- **Vision:** Compound startup that makes the 10x company possible
- **Traction:** Going live with our first two design partners this week
- **Team:** Started 4 cos between us, incl. Origin (\$400M) and Glio (\$13)
- **Can help with:** Anything related to startups or product development.



AI Productivity Platform for Litigation Lawyers

- **Product:** Organizes and analyzes case files; drafts litigation documents
- **Vision:** End-to-end platform for all litigation-related tasks
- **Traction:** 2 paying law firm customers; 2 more starting this month
- **Team:** Cambridge, Edinburgh, Sony, Raft AI, Clifford Chance, WilmerHale
- **Can help with:** Testing LLM fine-tuning and eval tools; informal advice on litigation; introductions to law firms



Track engineering output, bottlenecks, and AI usage

- **Product:** An analytics platform that gives engineering leaders real-time visibility into team productivity, bottlenecks, and AI-generated code.
- **Our vision:** Our vision is to make engineering performance measurable, manageable, and AI-optimized—so every team can reach its full potential.
- **Traction:** Added 3 major design partners in the last week
- **Team:** Citadel, Apple, Amazon, Morgan Stanley, 3x Stanford CS + AI
- **Can help with:** AI, Training Models, Vision Models

Cohesive



Agentic CRM for local service businesses

- **Product:** AI agent and CRM that helps local service businesses automatically manage their sales pipeline
- **Our vision:** An agentic platform that helps local service businesses automate their entire back-office operations (GTM, marketing, finance)
- **Team:** ex. McKinsey, Microsoft, Google, Duke
- **Traction:** 200+ customers
- **Can help with:** email marketing, local business outreach



We distill signal from noise

- **Product:** research tool that surfaces insights from alternative content
- **Traction:** two-year contract with \$10B investment firm + many on waitlist
- **Team:** ex-Google, Princeton CS, Ribbit Capital
- **Can help with:** building scalable systems + accelerating your research

serafis.ai

**founders@serafis.
ai**



AI Agents for Sales Research

- **Product:** Agentic Clay + Builtwith
- **Vision:** End-to-end prospecting via plain English
- **Traction:** 3x coverage than Apollo, 10x more leads than BuiltWith, \$8500 MRR
- **Team:** Whatnot, Deepgram, Onyx (W24), Berkeley, Cornell
- **Can help with:** Niche leads, legacy software, GTM, Voice AI



Zeon Systems

AI-powered robotics for scientific lab automation

VISION: Accelerate the pace of scientific discovery with affordable automation.

PRODUCT: Scientists write any experiment in plain text, and it runs on our robotic arms.

TRACTION: Halfway through pilot w Stanford Bollyky Lab. More coming soon!

TEAM: Worked w 300+ scientists to accelerate experiments. *Yale, Berkeley, IIT, TU Delft.*

CAN HELP WITH: Perception, biotech contacts



An AI tutor for students

- **Vision:** An AI tutor that talks with you, gives you a personalized path, and adaptive tests.
- **Product:** We turn your learning materials into concise notes, quizzes, & interactive chats
- **Traction:** In the last 7 months, we grew 70% MoM to \$60K MRR
- **Team:** 150M+ views marketing, Groq, Julius, etc.



GALEN AI

AI healthcare assistant you can text

- **Problem:** Care plan non-adherence causes \$ loss in unnecessary hospital visits
- **Product:** Personalized care coordination agent for chronic condition patients
- **Vision:** Make receiving individualized care as easy as texting a friend
- **Team:** Stanford CS, Optiver, IMC, Roche, Stanford AI Lab
- **Can help with:** AI for medicine, digital health



Open-source auth layer for AI Agents

- **Product:** Plug-and-play auth layer to make MCP servers production-ready - with fine-grained and auditable access control for agents.
- **Vision:** Be the Clerk/Okta for AI agents
- **Traction:** focusing on finding first paying customer
- **Team:** building together since age 14
- **Can help with:** Deploying secure, scoped MCP servers; outbound

The Robot Learning Company

Robot learning platform for developers and enterprise

- **Product:** Tools for teleoperation / data collection / training / deployment
- **Traction:** First enterprise pilot done - now running two payed POCs
- **Team:** prev. two hard-tech startups, UC Berkeley, TU Munich
- **Can help with:** Robotics, Physical AI



Turn Apps Into Agent-Ready Knowledge

- **Product:** Dev tool that ensures your agent finds the app data it needs
- **Traction:** 30K ARR, 600 GitHub Stars
- **Team:** Amazon, IBM, TU Delft, NN
- **Can help with:** Search, Knowledge Graphs, GraphRAG, MCP, and RBAC

Kirana

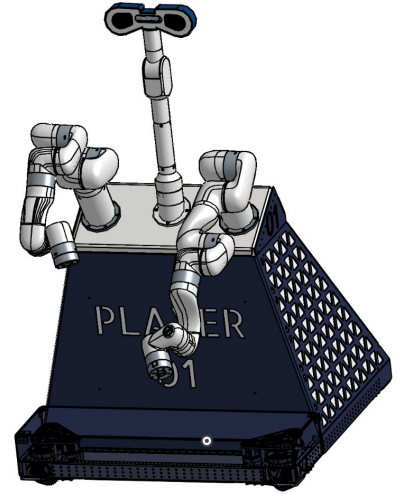
AI Broker for independent grocers

- **Independent grocery industry:** ~\$500B annual revenue, 110k+ independent grocers/convenience stores
- **Vision:** An AI-powered broker to help consumer brands grow their presence in the fragmented independent grocery landscape
- **Product:** Agentic workforce for cold outreach/promotion planning
- **Team:** 2x Harvard CS, Microsoft, Optiver, PredictionStrike



Semi-Humanoid Robots for Skilled Manf

- **Product:** Drop-in replacement for machine operators
- **Vision:** Next manufacturing workforce
- **Team:** GT (Lidar Lab), Lockheed, Metzev, Comp Robotics
- **Can help with:** Hardware and perception



Propolis

Patient data collection for healthcare settings, via Agentic AI

- **Product:** Replaces the need for Medical Assistants and Nurses to manually track down data and input it into an EHR.
- **Vision:** More accurate, timely, and outcome oriented appointments with specialists.
- **Traction:** Demoing to a number of large health system CIOs
- **Team:** Palantir, Airtable, Harvard, Cornell



Lumari

AI agents to boost retention

- **Product:** Turns user insights into proactive + personalized outreach
- **Vision:** AI layer for customer growth, know and engage every user
- **Team:** Stripe, Google, Berkeley, Duke
- **Can help with:** Stripe billing, retention, conversion

BitBoard

AI workforce for healthcare ops

- **Product:** AI agents for repetitive back-office workflows
- **Traction:** Just signed first customer after successful pilot
- **Team:** Forward, Palantir, BlackRock
- **Can help with:** Healthcare delivery, browser automation, ops



Agentic Lending Platform

- **Product:** Platform for collateralized lending automation
- **Traction:** 1st customer doing \$1 Billion a year
- **Team:** UPenn M&T/GT, Automorphic YC S23, Microsoft, Default, Lucid
- **Looking for:** Intros to Lenders/Capital Allocators/Banks



AI-powered agreement management

- Eliminate manual work from contract drafting, signing, and renewing
- \$9B market, projected \$70B by 2030
- Ex-engineers from Stripe, Citadel, Brex, Patreon
- Can help with saas agreement signing & engineering/infra questions



Back Office Automation for Home Services

- **Vision:** AI receptionist that knows every customer.
- **Product:** CRM managed by your receptionist.
- **Team:** UCSC, NASA, Rakuten, UC Berkeley, Stanford
- **Can help with:** Voice AI, Knowledge bases



AI Supply

Amazon for Hardware Companies

- **Product:** A website for engineers to source industrial components
- **Vision:** Minimize tariff pain, then accelerate hardware R&D
- **Team:** Dartmouth Duo (EE, CS), Jane Street, Palantir, robotics
- **Can help with:** Help companies that make physical things find parts



Odapt

AI powered web app builder for non-technical users

- **Product:** enables non-technical people to build MVPs
- **Traction:** 900+ sign ups and 8 paying users (\$430 MRR)
- **Team:** OpenAI, Stanford & Tools for Humanity, McKinsey
- **Can help with:** building fast prototypes/mock-ups



DoorDash Deliveries, Waymo Style

- **Product:** Autonomous Biped Robots Bringing Orders To Doorstep
- **Team:** MIT MechE EE CS AI, MIT Robotics Laboratories
- **Can help with:** Hardware Engineering

Percival

AI Enabled Process Management

- **Product:** Business process management software where AI helps design and execute processes
- **Vision:** AI handles repetitive tasks, humans make key decisions
- **Team:** Scale AI, Palantir, Harvard
- **Can help with:** Operations, customer support, compliance



Chiron

Grammarly for math

1 given $x + y = -9$, $x + 2y = -25$

2 $y = -25 - (-9)$

3 $= -16$

4 $x = -9 - 16$

5 $x = -9 - (-16)$?

- **Product:** realtime validation of handwritten math
- **Traction:** looking for early adopters in US high schools
- **Team:** Brothers, Oxford math grads, Jane Street
- **Can help with:** GOF AI





Beluga Labs

The app store for AI Agents

- **Product:** Directory for businesses to discover, deploy, and manage agentic workers
- **Team:** Harvard, Bubble, Meta, HubSpot
- **Can help with:** GTM; CRM purchasing and setup; working with LLMs



Bloom

The mobile app that builds mobile apps

Vision

A world where anyone can build and share apps in seconds

Product

App that builds full-stack iOS/Android apps from natural language

Team

Award-winning mobile app developers, MIT, ETH Zurich, TU Delft

Can help with

Mobile app design, prototyping and development

Trapeze

AI call center for healthcare

- **Product:** AI front desk resolves patient inquiries instantly
- **Traction:** In 2 months, 340k cARR serving 120 eye doctors
- **Team:** Vanta, Medallion, Roivant, HHS
- **Can help with:** GTM to healthtech SMBs, healthcare security & compliance

Know any eye doctors or eye care administrators?
We'll make their office experience on the phone 10x better!



Search that actually *works* for you

- **Product:** Search + Deep research across all your SaaS apps
- **Traction:** \$76k contract with first customer
- **Team:** Vanderbilt, Curri (YC S19), United Nations, CVS Health
- **Can help with:** Finding that one damn email

Minerva

AI Bookkeeper for SMBs

- **Product:** Replaces bookkeepers at brick-and-mortar businesses
- **Traction:** Live with one customer, 3 more (~20K MRR) in the pipeline
- **Team:** Both formerly VC-backed founders, Brown University, CPAs
- **Can help with:** Bookkeeping, accounting, tax



Prompts to physics models, instantly

- **Product:** Drop in data, ask a question, get a trainable physics-based ML model
- **Vision:** Give every engineer/scientist an MLE in their pocket
- **Team:** Stanford, Harvard, SLAC, Google, Apple, Intel
- **Can help with:** Building & training ML/Vision models, Mech E Support



AI-powered healthcare revenue recovery

- **Product:** AI that identifies lost revenue — and fixes it automatically
- **Vision:** Build the financial engine behind healthcare
- **Team:** Meta, Dandy, Hebbia, Perry
- **Can help with:** GTM, AI systems, and healthcare data infrastructure



Platform to build AI Finance Coworkers

- **Product:** Platform to create verifiable agents for any financial workflow—starting with FP&A and bookkeeping
- **Vision:** Instant automation of any financial workflow with full reliability
- **Traction:** Testing initial product with 6 finance teams
- **Team:** ex. Google, UPenn, UChicago
- **Can help with:** Staying on top of runway/spend, bookkeeping



AI Powered CAD for Robotics

- **Product:** Platform to generate + optimize new robot designs from 100s of options
- **Vision:** Design robotics and automation machines in days, not months
- **Traction:** 2 signed customers (OEMS + integrators)
- **Team:** Harvard, MIT CSAIL, Ex-VC
- **Can help with:** Corporate partnerships/ scouting, new algorithms



Kanava AI

Voice agents for wholesale distribution

- **Product:** voice agents to automate inside sales
- **Vision:** eventually most inside sales calls handled by voice agents that are really fast, really good and actively cross-sell, up-sell and personalize
- **Traction:** In talks with 3 distributors for a potential pilot
- **Team:** Berkeley CS, Observe, Sigma Computing, Uber, Amazon, Uncountable
- **Can help with:** Voice evals, reliability, stress-testing



AI platform for America's essential home services businesses

- **Product:** AI digital worker that interacts with customers, schedules appointments, and dispatches technicians autonomously.
- **Vision:** Replace missed calls and overwhelmed CSRs with 24/7 AI agents to become the default AI frontline for every home services business
- **Team:** Stanford CS
- **Can help with:** Automating repetitive customer interactions, qualifying inbound leads, Voice AI



Nomi

Cursor`I`for sales call

Press `Tab` to continue

- **Product:** Help sales put their sales on autopilot with real-time suggestions.
- **Traction:** 25 paying design partners, Weglot (45M series A)
- **Team:**
 - Gradient Founder (250K+ MAU)
 - Escape #1 Founding engineer (YC W23)
- **Can help with:** Sales calls, Reinforcement Learning

Ready for vibe selling? heynomi.com

neoncoral

now: shareable ai image filters

goal: next big consumer ai app

me: thomas is solo. ex-anthropic, scale

i can help you with llm evals. can u help with organic shortform?