

# NovaMind AI — Company Profile

Corporate Overview | Q1 2025 | Confidential – For Distribution

## About NovaMind AI

NovaMind AI, Inc. is a San Francisco-based artificial intelligence company founded in 2019 by Dr. Priya Nair (CEO) and Marcus Elliot (CTO). The company's mission is to *"accelerate human potential by making enterprise-grade AI accessible, safe, and explainable."* NovaMind AI develops foundation models, AI-powered SaaS products, and custom deployment solutions for mid-market and enterprise customers across North America, Europe, and Southeast Asia.

## Founding & History

- **2019:** Founded in San Francisco; seed round of \$4M led by Horizon Ventures.
- **2020:** Launched NovaMind Core, a proprietary LLM pre-trained on enterprise document corpora.
- **2021:** Series A (\$28M) led by Sequoia Capital; headcount grew from 12 to 80.
- **2022:** Released NovaMind Studio, a no-code AI builder for business workflows.
- **2023:** Series B (\$95M); launched multimodal capabilities and expanded to EU markets.
- **2024:** Achieved SOC 2 Type II and ISO 27001 certifications; surpassed 1,200 enterprise customers.
- **2025:** Series C (\$210M); valuation at \$1.8B; launched NovaMind AgentOS platform.

## Leadership Team

- **Dr. Priya Nair, CEO & Co-Founder** – Former AI Research Lead at Google DeepMind; PhD in Computer Science from MIT.
- **Marcus Elliot, CTO & Co-Founder** – Ex-Principal Engineer at OpenAI; MS in Machine Learning from Carnegie Mellon.
- **Sandra Cho, CFO** – 15 years in tech finance; previously at Snowflake and Palantir.
- **James Okafor, Chief Product Officer** – Former VP of Product at Salesforce Einstein.
- **Dr. Aisha Rahman, Chief AI Ethics Officer** – Author of "Fairness at Scale"; adjunct professor at Stanford HAI.

## Headcount & Offices

As of January 2025, NovaMind AI employs 620 full-time staff globally. Offices are located in San Francisco (HQ), New York, London, and Singapore. The engineering and research teams are distributed, with over 40% working fully remotely.

## Core Capabilities

- Foundation model development and fine-tuning (LLM & multimodal)
- Retrieval-Augmented Generation (RAG) pipelines
- Agentic AI systems and autonomous workflow orchestration
- Enterprise AI governance, bias detection, and explainability tooling
- Custom model deployment on cloud (AWS, Azure, GCP) and on-premise

## Target Industries

NovaMind AI primarily serves Financial Services, Healthcare & Life Sciences, Legal Tech, Retail & E-Commerce, and Government/Public Sector clients. Notable customers include a top-5 US bank, two Fortune 100 healthcare systems, and a leading global law firm (names undisclosed per NDA).

## Financials (FY 2024)

- Annual Recurring Revenue (ARR): \$87M
- YoY ARR Growth: 148%
- Net Revenue Retention (NRR): 127%
- Gross Margin: 72%
- Total Funding Raised: \$337M

## Mission & Values

NovaMind AI operates under five core values: **Transparency** (in model behavior and business practices), **Accountability** (humans remain in control), **Accessibility** (AI for organizations of all sizes), **Excellence** (rigorous science and engineering), and **Inclusion** (diverse teams build better AI).