INVESTMENT REPORT

Blitzscaling Ventures Monthly Analysis of Top Firm Deals

Blitzscalable Companies Announcing Investment Rounds in October

casai

Short term rentals with hotel amenities

○ Remotion

Online marketplace for investors and insururs

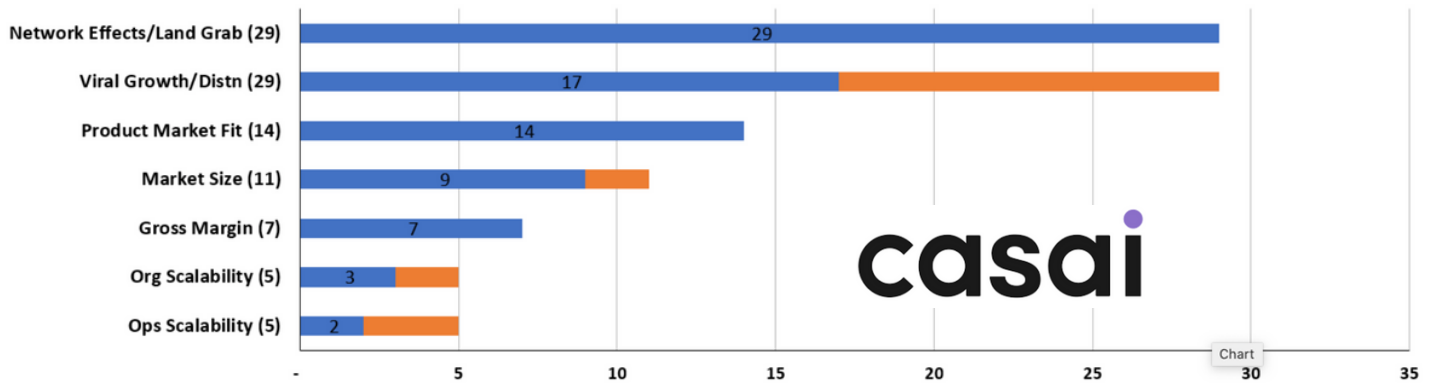## October Deal Statistics

Deal announcements this month regained prepandemic volume

Total Deals Announced	107
Follow-On Investments	49
Initial Investments	58
B2B	85
B2C	22
Possible Candidates	13
Added to our Watch list	3
Rounds over $100M	15

Casai - 82/100

Casai is a premium Airbnb for the discerning traveler. Properties have locally sourced designs, and smart home technology, and are located in safe areas with good transportation.

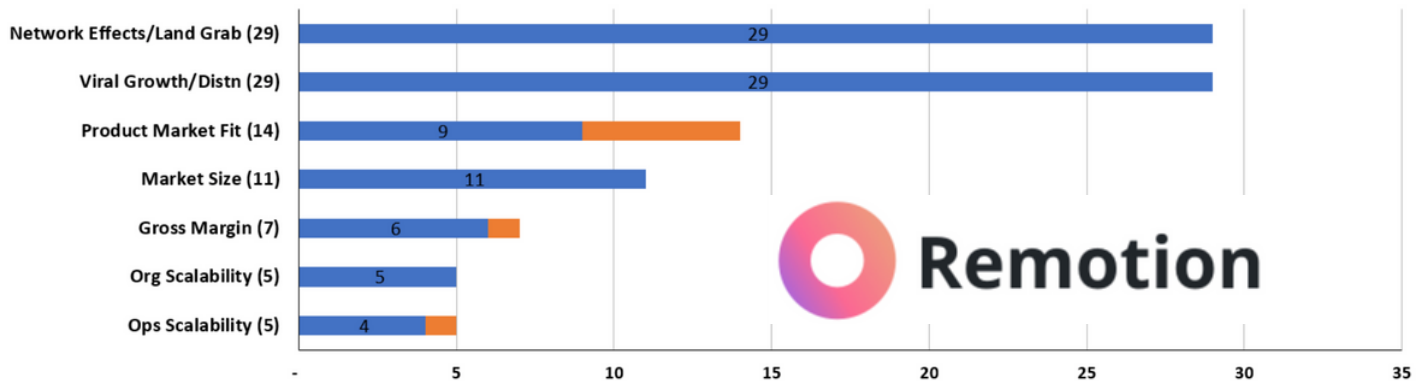|	
Round Size	$53 Million
Investment Series	Series A
Noted Investors	Andreessen Horowitz
Location	Mexico City, Distrito Federal, Mexico
Total Raised	$23 Million (plus $25M in venture debt)

With 200 properties already in their launch market, Mexico City, Casai earned a 82/100 Blitzscaling score. The team appears strong, they have good early traction, and now have enough cash to really get growing.

The company's perfect score for "winner take most" derives from the high value, consideration, and differentiation in Casai's transactions. For distribution we like that they can tap into a market of frequent travelers via established channels, but this customer base is unlikely to cross over from guest to host, reducing Casai's virality. With the higher-end branding and service level, they earned a 10/10 for product market fit. Casai is a pure marketplace (they own no properties) so full points on gross margin. They only earned a 7/10 for organizational scalability and a 6/10 for operational, because we are concerned that their promise of luxury amenities, sophisticated technology, and exceptional service will create a customer service and maintenance burden that adds friction to scaling.

The challenge here is to establish critical-mass and brand awareness worldwide quickly before competitors step in. Airbnb could launch "Airbnb for Business" for example. Or Hyatt could launch "Hyatt Private Residences" that compete directly and ride the rails of their existing marketing engines.

Remotion: 93/100

Remotion is a video calling platform designed for remote teams to collaborate through live video chats.

Round Size	$10 Million
Investment Series	Series A
Noted Investors	Greylock
Location	San Francisco, California, USA
Total Raised	$13 Million

Remotion is a video calling platform designed for remote teams. It is removing the friction from the video chat process and enabling spontaneous conversation, denser communication, and increased team productivity. Remotion's new mode of collaboration, a service that is in high demand during this period of remote work, earned it a Blitzscaling score of 93/100.

 We expect to see strong Network Effects from Remotion as teams move to the platform and share it with their coworkers, making a winner-take-most market likely. This incentive to recruit the people a user works with bodes well for its virality, earning it a 10/10 for distribution. We gave it a tentative 8/10 for product market fit until we can see if this new consumer behavior is adopted by workplaces. But it is innovating in the global virtual collaboration market, meriting a perfect 10 for market size . Remotion earned a 9/10 for gross margins because while there is a heavy cost to live video, as a software it has high returns and recurring revenue. Like most softwares, it is highly scalable and will be able to grow through the cloud to keep up with demand.

Although live video is a tricky process, Remotion is a great candidate to blitzscale and capture the live video market before Slack or Zoom add frictionless video communication to their platforms.

October Deals

As reported by Crunchbase for the VC firms we track

Deal	Website	Description
Series E - Scopely	http://www.scopely.com	Scopely is an interactive entertainment and mobile games company.
Series D - Hyperscience	http://www.hyperscience.com	Hyperscience is a technology company that develops AI-based enterprise software designed to autor
Series D - Honor	http://joinhonor.com	Honor is a home-care technology company that partners with local agencies to provide reliable, high-
Series A - Casai	https://casai.com/	Casai is a hospitality company that provides travelers with premium accommodations, locally sourced
Series B - Alkira	https://www.alkira.com	Alkira offers a hybrid/multi-cloud network with network services, visibility, and governance.
Convertible Note - GetYourGuide	https://www.getyourguide.com	GetYourGuide operates an online platform for booking tours, attractions, and activities worldwide.
Series A - Slintel	https://www.slintel.com/	Slintel captures technographic-powered buying intent and helps companies uncover 3% of active buy
Series E - Dialpad	https://www.dialpad.com	Dialpad is a cloud-based business phone system that turns conversations into opportunities and help:
Series A - Mine	https://www.saymine.com	Mine provides a smart data assistant that enables people to discover and control their personal data c
Seed Round - Atmos	https://www.buildatmos.com/	Atmos handles the entire homebuilding process, all online.
Series B - Anyscale	https://anyscale.com	Anyscale provides an application development platform for developers to build distributed applications
Venture Round - goPuff	http://www.gopuff.com	goPuff delivers everyday essentials, from cleaning supplies, home needs, and OTC medications to fo
Series D - Eightfold	http://eightfold.ai	Eightfold.ai® offers the best way for organizations to retain talent, recruit efficiently, and boost diversit
Venture Round - Cazoo	https://www.cazoo.co.uk	Cazoo is a developer of an online used car marketplace designed to transform the way people buy, fir
Series A - Nym	https://nym.health/	Nym is a NLU based autonomous medical coding technology that enables healthcare facilities to opti
Series A - strongDM	http://www.strongdm.com/	strongDM manages and audits access to servers and databases.
Seed Round - Hubilo	http://www.hubilo.com	Hubilo is a virtual events platform that utilizes a range of insights to track attendee engagement & oth
Series B - Whisper	http://whisper.ai/	Whisper develops AI-enabled, updateable hearing aids for people with hearing loss.
Series B - Possible Finance	https://www.possiblefinance.c	Possible Finance provides financial tools needed to manage day-to-day lives.
Series B - Illusive Networks	http://illusivenetworks.com	Illusive Networks is a cybersecurity software company that detects and resolves cyber attacks quickly
Seed Round - Edlyft	https://edlyft.com/	Support platform helping college students & adult learners through CS courses by pairing them with n
Series A - Temporal Technologies	https://temporal.io/	Temporal Technologies enables its users to build and operate resilient applications using developer-fr
Seed Round - Finmark	https://finmark.com	Finmark is financial planning software for startups; making it simple for companies to manage their ru
Seed Round - DataFleets	http://www.datafleets.com	DataFleets is a privacy-preserving data engine that unifies distributed data for rapid access, agile ana
Series A - Pulley	https://pulley.com/	Pulley offers a cap table management platform designed to help startup founders, employees, and inv
Seed Round - Here	https://here.fm/	Here is a video workspace that lets users share screen & pictures, make notes and collaborate with fr
Series D - Handshake	http://joinhandshake.com	Handshake is a college career network that helps students and recent graduates find their next oppor
Venture Round - Perch	https://www.perchhq.com/	Perch is a technology-driven company that acquires direct-to-consumer businesses that are selling or
Series A - Kandji	https://kandji.io/	Kandji is a next-generation Apple device management platform for macOS, iOS, iPadOS, and tvOS.
Series D - Fivestars	http://www.fivestars.com	Fivestars helps businesses and communities thrive by turning every transaction into a relationship.
Series A - Hermeus	http://www.hermeus.com	Hermeus is developing Mach 5 aircraft to speed up the global transportation network.
Seed Round - Fabric	https://fabric.inc/	Fabric is a headless commerce platform helping direct-to-consumer and B2B brands utilize an eComr
Series B - Toka	http://tokagroup.com/	Toka is a cyber defenses company.
Series B - Pulumi	https://www.pulumi.com	Pulumi is a Seattle-based cloud engineering company that offers a way to build, connect, and run mc
Series B - Forethought	https://www.forethought.ai	Forethought builds AI systems that boost customer support productivity by embedding information ret
	https://www.messagebird.com	MessageBird is a cloud communications platform that connects enterprises to their global customers.
	https://salto.io/	Salto brings software development and DevOps concepts and tools to the world of business operation
Series E - Faire	https://www.faire.com	Faire is a curated marketplace for local retailers to discover the best makers and brands to stock their
Series C - Tekion	http://www.tekion.com/	Tekion is a cloud-built platform with advanced machine learning and AI capabilities for a personalized
Series B - Shogun	https://getshogun.com	Shogun is an E-commerce platform that helps brands create unique buying experiences and optimize
Series B - Rockset	https://rockset.com/	Rockset is a real-time indexing database company.
Series B - Skilljar	https://www.skilljar.com	Skilljar is a customer training platform for enterprises to accelerate product adoption and improve cus
Series E - Eagle Eye Networks	https://www.een.com/	Eagle Eye Networks is a cloud video surveillance company that is transitioning all aspects of tradition
Seed Round - Zira	https://zira.ai/	Zira designs and develops employee management solutions that leverage technology to empower co
Series A - FidoCure	https://www.fidocure.com/	FidoCure is a social impact company. We are the first to bring precision therapies, used in humans, to
Series A - River	https://river.app/	River is a content discovery platform that pulls stories and content from across the entire internet.
Seed Round - Uni		Uni provides new-age credit cards for the digital generation.
Series A - Theta Lake	https://thetalake.com	Security and compliance for modern collaboration platforms, including Cisco Webex, Zoom, RingCen
Series B - Eclypsium	https://www.eclypsium.com	Enterprise firmware protection for endpoints, data centers and cloud
Series A - Infiot	https://www.infiot.com/	Infiot is an information technology company that provides a cloud delivered architecture for the interne
Series A - StackHawk	https://www.stackhawk.com/	StackHawk is a computer software company that specializes in website and software maintenance ar
Venture Round - Donut	https://www.donut.com/	Donut helps people get to know their team and company better.
Seed Round - ShearShare	http://shearshare.com/	ShearShare is the first B2B marketplace that connects salon and barbershop owners to stylists to fill t
Seed Round - Jam	https://jam.dev/	Jam is an in-the-flow company that turns any website into a collaborative document.
Series B - FOSSA	http://fossa.com	FOSSA provides a platform that helps enterprises manage and maximize open source use at scale.
Seed Round - Kettle	http://ourkettle.com	Kettle develops a machine-learning powered reinsurer balancing risk in a changing climate.
Seed Round - Render	https://render.com	Render is the easiest cloud for developers and startups to host all their apps and sites.

October Deals Continued

As reported by Crunchbase for the VC firms we track

Venture Round - Donut	https://www.donut.com	Donut helps people get to know their team and company better.
Seed Round - ShearShare	http://shearshare.com/	ShearShare is the first B2B marketplace that connects salon and barbershop owners to stylists to fill t
Seed Round - Jam	https://jam.dev/	Jam is an in-the-flow company that turns any website into a collaborative document.
Series B - FOSSA	http://fossa.com	FOSSA provides a platform that helps enterprises manage and maximize open source use at scale.
Seed Round - Kettle	http://ourkettle.com	Kettle develops a machine-learning powered reinsurer balancing risk in a changing climate.
Seed Round - Render	https://render.com	Render is the easiest cloud for developers and startups to host all their apps and sites.
Series B - Retool	https://retool.com	Retool is a fast way of building internal applications.
Series A - Vivun	https://www.vivun.com	Vivun offers an AI-powered software for Presales, designed to transform how B2B technology compa
Series A - mmhmm	http://mmhmm.app	mmhmm is a virtual camera application used to create virtual rooms, backdrops, and presentations du
Series C - Armory	http://www.armory.io/	Armory is an enterprise software company commercializing the open-source continuous delivery platf
Series C - SafetyCulture	https://safetyculture.com/	SafetyCulture develops software for mobile workplace safety and quality management.
Series A - Alpaca	https://alpaca.markets	Alpaca builds a developer-first API for stock trading (Securities by Alpaca Securities LLC)
Series B - Popmenu	https://get.popmenu.com/	Popmenu is a SaaS company that helps restaurants turn their menu into a customer conversion engi
Venture Round - DISCO	http://www.csdisco.com/	DISCO is a legaltech company that applies AI and cloud computing to legal problems to help lawyers
Seed Round - Doppler	https://doppler.com	The first Universal Secrets Manager. An easy way for developers and team to manage their secrets a
Series C - Snapdocs	http://www.snapdocs.com	Snapdocs is a mortgage technology company that helps real estate participants closing work togethe
Venture Round - Wealthsimple	https://www.wealthsimple.com	Wealthsimple offers financial tools to help investors grow and manage their money.
Series D - Razorpay	https://razorpay.com/	Razorpay is a platform that enables businesses to accept, process, and disburse payments.
Series B - Outrider	http://www.outrider.ai	Autonomous yard operations for logistics hubs
Series A - Argyle	https://www.argyle.com	Argyle provides a, consumer-controlled, software gatway to employment records.
Series C - Lark	http://www.lark.com	Lark is a digital health startup that provides virtual care through AI coaching, smart devices, and tele-
Seed Round - Pillar Life	https://www.pillarlife.com	Pillar is a digital platform that helps families better protect and care for their aging loved ones.
Seed Round - Beam	https://beamapp.co/	Beam is a software startup that collects their thoughts and experience through the Internet.
Venture Round - Pattern Ag	https://www.pattern.ag/	Pattern Ag have spent decades working to predict and improve crop outcomes using the latest advan
Series A - Observe	https://www.observeinc.com/	Observe provides performance management tools based on a versatile observability platform.
Seed Round - River	https://river.app/	River is a content discovery platform that pulls stories and content from across the entire internet.
Seed Round - Osmind	https://osmind.org/	Osmind builds a care platform for treatment-resistant mental health to accelerate drug development.
Seed Round - Scratchpad	https://scratchpad.com/	Scratchpad is the fastest experience to update Salesforce, take sales notes, and work your daily todo
Series A - Abridge	https://www.abridge.com/	Abridge brings context and understanding to every medical conversation so people can stay on top of
Seed Round - Abridge	https://www.abridge.com/	Abridge brings context and understanding to every medical conversation so people can stay on top of
Series B - Future	https://www.future.co/	Future offers one-on-one digital training with fitness coaches at home, the gym, or on-the-go.
Series A - Remotion	https://www.remotion.com/	Remotion is a video calling platform designed for remote teams to collaborate through live video chats
Series B - Matroid	http://matroid.com	Matroid provides a studio to create, combine, and use computer vision detectors, without programmin
Series B - Cribl	https://www.cribl.io/	Cribl is an observability pipeline company that provides administrators control over their data in motio
Series B - Solo.io	https://www.solo.io/	Solo.io develops tools to help the enterprise adapt and make the most of innovative cloud technologie
Series B - Tend	https://hellotend.com	Tend provides hassle-free, personalized, and straightforward dental services with a focus on patient h
Screenshot k	https://www.getstark.co/	Stark is a startup that lets designers of other building with design software run their files through an in
Seed Round - Raycast	https://raycast.com/	Raycast is a developer of a command bar software intended to assist developers to control their tools
Series A - Grid AI	http://grid.ai	Grid AI enables training state-of-the-art AI models on hundreds of cloud GPUs and TPUs from their la
Series A - Sanity	https://sanity.io/	Sanity is a software platform designed for delivering structured content to products and devices.
Seed Round - Stairwell	https://www.stairwell.com	Cybersecurity SaaS
Series B - Yotascale	http://www.yotascale.com/	Next-Generation Cloud Cost Management
Seed Round - Earthly Technologies	https://earthly.dev	Build automation for the post-container era.
Series A - r2c	https://r2c.dev/	r2c operates as a software security startup.
Series A - Pixie Labs	http://pixielabs.io	We partner with our clients to bring new products to market and in some cases transform their busine
Series C - Applied Intuition	https://appliedintuition.com	Applied Intuition provides software infrastructure to safely develop, test, and deploy autonomous vehi
Seed Round - Altinity	https://www.altinity.com/	Altinity is the leading service and software provider for ClickHouse - an open source SQL data wareh
Series A - Cognite	https://www.cognite.com/	Cognite develops industrial IOT data platform.
Seed Round - Builder	https://builder.io/	Builder is the first and only headless CMS with full visual drag and drop editing.
Series A - Advanced Chemotherapy Technologie	https://www.advancedchemot	Advanced Chemotherapy Technologies is a startup developing a device that can infuse chemotherapi
Seed Round - Balsa	https://balsa.com	Balsa is building tools for builders.
Seed Round - Profitboss	https://profitboss.com	Profitboss powers direct online ordering for restaurants through their website.
Series A - Pixie	https://pixielabs.ai/	At Pixie Labs, we build machine intelligence systems which empower developers to engineer the futu
Seed Round - Steadily	https://www.steadily.com	Steadily is offers fast, affordable landlord insurance to rental property owners.
Series B - Twin Health	http://twinhealth.com	Twin Health is a Precision Health platform combining IoT Sensors, Machine Learning, and Medical Sc
Seed Round - HeartLab	https://heartlab.ai	Transforming cardiology with artificial intelligence