

The background of the slide features a stylized, low-poly profile of a human head in shades of blue and white. The head is facing left. Inside and around the head are various digital and financial icons, including a line graph, a bar chart, a city skyline, and binary code (0s and 1s). The Baird logo, consisting of the word "BAIRD" in white capital letters on a blue rectangular background, is positioned in the top right corner.

BAIRD

AUGUST 2026

# Baird Disruptors 2026

*Baird Equity Research Technology & Services*

*Please refer to Appendix – Important Disclosures and Analyst Certification*

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## Technology & Services

### Baird Disruptors 2026

In this note we are publishing our list of “Baird Disruptors.”

This is a list of the most influential and disruptive privately held software companies in our analysts' respective coverage areas. The list includes companies from:

#### Shrenik Kothari

*Security & Infrastructure Software*

#### Mark Marcon

*Human Capital Technology & Solutions*

#### Rob Oliver

*Enterprise AI & Software Solutions*

#### Will Power

*Data & AI*

#### Joe Vruwink

*Vertical Software*

Please reach out to Baird's team of software analysts to discuss these companies or sectors further.

*Baird does not provide research coverage on any of the listed privately held companies.*

## Baird Equity Research

### Technology & Services



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Information as of August 19, 2026

# Security & Infrastructure Software



Shrenik Kothari  
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| Company Name                                                                                      | Category                                 | Leadership                          | Description                                                                                                                                                                                                                                                |
|---------------------------------------------------------------------------------------------------|------------------------------------------|-------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  1Password        | Identity Protection Platform             | David Fugno<br>CEO                  | 1Password is an advanced secure password management vendor centered on multi-factor authentication, biometric security, and AI integration.                                                                                                                |
|  Abnormal         | Email Security Platform                  | Evan Reiser<br>Co-Founder and CEO   | Abnormal Security uses AI-based email security to provide threat research that enables security teams to understand new trends in the email landscape.                                                                                                     |
|  ARCTIC WOLF      | SecOps Platform                          | Nick Schneider<br>President and CEO | Arctic Wolf offers Managed Detection and Response (MDR), Managed Risk/Security Awareness as a concierge service. The Arctic Wolf SecOps Platform integrates seamlessly with its customers' entire security stack using an AI-driven open-XDR architecture. |
|  AVIATRIX         | Cloud Network Platform                   | Doug Merritt<br>CEO                 | Aviatrix offers a platform for multi-cloud networking and security use cases.                                                                                                                                                                              |
|  big.id<br>NEXT   | Data Intelligence/<br>Security Platform  | Dimitri Sirota<br>CEO               | BigID's data intelligence platform helps discover, manage, and protect critical data.                                                                                                                                                                      |
|  CATO<br>NETWORKS | SASE Platform                            | Shlomo Kramer<br>Co-Founder and CEO | Cato Networks converges networking and security into the cloud, aligned with Gartner's SASE and SSE frameworks, to deliver a secure network architecture.                                                                                                  |
|  CLAROTY        | Industrial Cybersecurity Platform        | Yaniv Vardi<br>CEO                  | Claroty's platform integrates with existing infrastructure to provide security solutions for cyber-physical systems in a variety of environments.                                                                                                          |
|  Cognition      | Agentic Application Development Platform | Scott Wu<br>Co-Founder and CEO      | Cognition AI builds autonomous software engineering agents and developer tools, most notably creating Devin, a fully autonomous AI software agent.                                                                                                         |
|  COHESITY       | Data Security and Management Platform    | Sanjay Poonen<br>President and CEO  | Cohesity's comprehensive platform, combining data security, management, and compliance features, simplifies data protection across hybrid and multi-cloud environments.                                                                                    |

# Security & Infrastructure Software (Cont'd)

| Company Name                                                                               | Category                                           | Leadership                            | Description                                                                                                                                                          |
|--------------------------------------------------------------------------------------------|----------------------------------------------------|---------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Cribl     | Data Management Platform                           | Clint Sharp<br>Co-Founder and CEO     | Cribl's data processing engine is built specifically for IT and security, and is vendor-agnostic to help companies analyze, process, and route data at scale.        |
|  cyera     | Data Security Platform                             | Yotam Segev<br>Co-Founder and CEO     | Cyera is a data security platform that helps organizations discover their data attack surface, control the use of data, monitor, detect, and swiftly remediate risk. |
|  Delinea   | Identity Security/<br>PAM Platform                 | Art Gilliland<br>CEO                  | Delinea provides an identity security control plane that evaluates identity risk continuously and enables context-aware decisions at machine speed.                  |
|  FACTORY   | Agentic Software<br>Development Platform           | Matan Grinberg<br>Co-Founder and CEO  | Factory builds "droids": agents that autonomously execute software engineering tasks across the dev lifecycle.                                                       |
|  hackerone | Vulnerability<br>Coordination<br>Security Platform | Kara Sprague<br>CEO                   | HackerOne is a hacker-powered security platform for vulnerability coordination, response, and bug bounty programs.                                                   |
|  harness   | Software Delivery<br>Platform                      | Jyoti Bansal<br>Co-Founder and CEO    | Harness is a continuous delivery-as-a-service platform for engineering and DevOps teams to release applications into production.                                     |
|  illumio | Data Center/Cloud<br>Security Software             | Andrew Rubin<br>Co-Founder and CEO    | Illumio is a provider of security solutions for workloads and endpoints.                                                                                             |
|  IMMUTA  | Data Governance<br>Platform                        | Matthew Carroll<br>Co-Founder and CEO | Immuta's cloud data access control platform controls data engineering and operations teams' access to analytical data sets in the cloud.                             |
|  Island  | Enterprise Browser<br>Platform                     | Mike Fey<br>Co-Founder and CEO        | Island offers an enterprise browser that delivers secure, seamless app access, stops phishing attempts, malware, and data leakage, and more.                         |

# Security & Infrastructure Software (Cont'd)

| Company Name                                                                                  | Category                                         | Leadership                           | Description                                                                                                                                                                    |
|-----------------------------------------------------------------------------------------------|--------------------------------------------------|--------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Lookout      | Cloud Security Platform                          | Jim Dolce<br>CEO                     | Lookout's data-centric cloud security platform empowers organizations to protect their most sensitive data and increase productivity.                                          |
|  PingIdentity | Identity/Access Management Platform              | Andre Durand<br>Founder and CEO      | Ping Identity provides identity and access management (IAM) solutions helping organizations secure their IT environments by managing user identities, access, and governance.  |
|  proofpoint   | Data Protection/Email Security Platform          | Sumit Dhawan<br>CEO                  | Proofpoint's human-centric platform includes capabilities such as email security, data loss prevention, and more, offering security, business continuity, and compliance.      |
|  Replit       | AI Software Development Platform                 | Amjad Masad<br>Founder and CEO       | Replit is a cloud-based software development platform that lets customers build applications such as mobile and web apps directly from their web browser.                      |
|  Saviynt      | IGA Platform                                     | Sachin Nayyar<br>Founder and CEO     | Saviynt is a cloud-based Identity Governance and Administration solution that helps enterprises manage identity governance, risks, and compliance.                             |
|  snyk         | Developer/Application Security Platform          | Ken MacAskill<br>Interim CEO and CFO | Snyk offers a developer security platform, helping organizations identify and remediate misconfigurations and vulnerabilities in application code, container images, and more. |
|  TANIUM     | Endpoint Management, Security, and Risk Platform | Dan Streetman<br>CEO                 | Tanium is a provider of unified endpoint management and endpoint security solutions.                                                                                           |
|  tines      | Security Workflow Automation Platform            | Eoin Hinchey<br>Co-Founder and CEO   | Tines provides a workflow automation/orchestration layer that sits on top of a company's security and IT tools, stitching them together into automated playbooks.              |
|  torq=      | AI SOC Platform                                  | Ofer Smadari<br>Co-Founder and CEO   | Torq is an AI-driven security operations and hyperautomation platform that helps companies detect, triage, investigate, and respond to cyber threats.                          |

# Security & Infrastructure Software (Cont'd)

| Company Name                                                                                                 | Category                                | Leadership                            | Description                                                                                                                                                                                    |
|--------------------------------------------------------------------------------------------------------------|-----------------------------------------|---------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>transmit</b><br>security | Identity and Access Management Solution | Mickey Boodaei<br>Co-Founder and CEO  | Transmit Security is a provider of passwordless identity authentication solutions.                                                                                                             |
|  <b>Upwind</b>               | Cloud Security Platform                 | Amiram Shachar<br>CEO                 | Upwind Security offers a CNAPP, securing cloud deployments, configurations, and applications through a runtime fabric that provides real-time visibility.                                      |
|  <b>Vanta</b>                | AI Trust Management Platform            | Christina Cacioppo<br>Founder and CEO | Vanta is a trust management platform that helps organizations automate and streamline their security and compliance processes.                                                                 |
|  <b>VECTRA</b> AI            | AI Cybersecurity Platform               | Hitesh Sheth<br>President and CEO     | Vectra offers an AI-driven cybersecurity platform for network detection and response.                                                                                                          |
|  <b>veeam</b>                | Data Protection/ Resilience Platform    | Anand Eswaran<br>CEO                  | Veeam offers data protection, backup, and disaster recovery solutions to help organizations secure their data and ensure business continuity.                                                  |
|  <b>VERSA</b>                | SASE Platform                           | Kelly Ahuja<br>CEO                    | Versa Networks' platform provides comprehensive SASE, networking, and security capabilities with true multitenancy, and sophisticated analytics via the cloud, on-prem, or hybrid environment. |

# Human Capital Technology & Solutions



**Mark S. Marcon**  
Sr. Research Analyst

**BAIRD**

| Company Name                                                                                                                 | Category                                      | Leadership                           | Description                                                                                                                                                                                                                                                                                               |
|------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------|--------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>AUTOMATION ANYWHERE</b>                  | Robotics Process Automation Vendor            | Mihir Shukla<br>Co-Founder and CEO   | Automation Anywhere is a Robotics Process Automation vendor providing a software platform to help organizations efficiently automate business processes. Software robots utilize AI technology to observe human actions and then execute those processes more efficiently.                                |
|  <b>Aya Healthcare</b>                       | Travel Nursing Agency                         | Alan Braynin<br>CEO                  | Aya Healthcare is a leading digital platform providing healthcare staffing and software solutions, including workforce management solutions, vendor management software, and float pool management software.                                                                                              |
|  <b>bamboohr</b>                             | HR Software                                   | Brad Rencher<br>CEO                  | Bamboohr is an all-in-one HR software made for small and medium businesses. Their software collects and analyzes data to improve talent acquisition/management and company culture.                                                                                                                       |
|  <b>checkr</b>                               | Background Screening Software                 | Daniel Yanisse<br>Co-Founder and CEO | Checkr is a cloud-based background screening software that leverages AI and a proprietary data network to provide a variety of background screens in a timely and accurate manner, including criminal background checks, employment verification, drug and health screenings, and education verification. |
|  <b>dailypay</b>                             | On Demand Pay and Financial Wellness Platform | Nelson Chai<br>CEO                   | DailyPay is a provider of on demand pay and other financial wellness tools, such as savings tools, to employees in the U.S. DailyPay funds the accessed wages and is reimbursed when payroll is normally processed.                                                                                       |
|  <b>deel.</b>                                | Global HR and Payroll Software (EOR)          | Alex Bouaziz<br>Co-Founder and CEO   | Deel is a provider of global HR and payroll software to help companies hire, pay, and manage employees in 150 countries in one global platform.                                                                                                                                                           |
|  <b>earn in</b>                            | Cash Advance and Financial Wellness App       | Ram Palaniappan<br>Founder and CEO   | EarnIn is a community-based app that provides cash advances and other tools to promote saving and prevent overdraft fees. A key differentiator is that EarnIn will negotiate for lower and/or better payment options on unpaid medical bills.                                                             |
|  <b>eightfold.ai</b>                       | Talent Intelligence Platform                  | Ashutosh Garg<br>Founder and CEO     | Eightfold.ai delivers a talent intelligence platform for organizations to retain top talent, upskill and reskill the workforce, recruit top talent efficiently, and reach diversity goals. Eightfold.ai has the goal of helping everyone in the world get the right career.                               |
|  <b>employ</b><br>JAZZHR   LEVER   JOBVITE | Recruiting Software                           | Jerry Jao<br>CEO                     | Employ Inc. provides an applicant tracking system and recruiting software within their talent acquisition suite. Their AI, automation, and analytics provide employers with the tools to attract, engage, hire, and retain talent.                                                                        |

# Human Capital Technology & Solutions (Cont'd)

| Company Name                                                                       | Category                                                         | Leadership                           | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|------------------------------------------------------------------------------------|------------------------------------------------------------------|--------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|    | Global HR and Payroll Software (EOR)                             | Nicole Sahin<br>Founder and CEO      | G-P is a provider of global HR and payroll software to help clients find, hire, onboard, pay, and manage employees around the world (180+ countries).                                                                                                                                                                                                                                                                                                                                                        |
|    | Payroll and HR Software                                          | Joshua Reeves<br>Co-Founder and CEO  | Gusto is a SaaS provider of payroll and HR services technology targeting SMBs from small start-ups to 500 employees. Additionally, Gusto provides on demand pay and financial wellness tools through the Gusto Wallet.                                                                                                                                                                                                                                                                                       |
|    | HR Software                                                      | Ronni Zehavi<br>Co-Founder and CEO   | HiBob is a cloud-based HRIS platform that integrates with the leading payroll providers to make processing payroll easy and seamless. With HiBob, companies can use one platform to manage their HR needs, including time, talent, performance, and culture.                                                                                                                                                                                                                                                 |
|    | Video Interview Platform                                         | Jeremy Friedman<br>CEO               | HireVue provides a video interview software and platform to help businesses speed up and automate their recruiting process while maintaining their traditional interview standards.                                                                                                                                                                                                                                                                                                                          |
|    | Payroll and HR Software                                          | Michael Haske<br>CEO                 | iSolved provides cloud-based HCM software that manages all workforce management processes including payroll, HR, time, and benefits. The People Cloud platform provides HR and payroll, talent management, workforce management, and engagement management.                                                                                                                                                                                                                                                  |
|    | Professional Employer Organization                               | Michael Seckler<br>President and CEO | Justworks bundles payroll, compliance, HR, and benefits to help administer HR-related responsibilities in a cloud-based software platform as a Professional Employer Organization. Justworks is targeted at 5-100 employee companies.                                                                                                                                                                                                                                                                        |
|  | AI-Training, AI-Recruiting, and Agentic Work Evaluation Platform | Brendan Foody<br>Co-founder and CEO  | Mercor organizes the expertise to power the AI economy. The fastest growing company supplying human expertise, it leverages specialized human experts in fields like software, finance, and healthcare to supply Reinforcement Learning from Human Feedback (RLHF) data and train frontier AI models and evaluates AI agent performance against serialized benchmarking frameworks. Additionally, Mercor uses an AI-powered video interview and resume screening platform to match human talent to projects. |
|  | On Demand Pay and Financial Wellness Platform                    | Omer Ismail<br>CEO                   | Backed by Walmart and Ribbit Capital, ONE@Work (formerly Even) is a provider of on demand pay and other financial wellness tools such as shift and pay tracking, savings tools, smart spending assistant, and bill planning to employees in the U.S.                                                                                                                                                                                                                                                         |
|  | Global HR and Payroll Software (EOR)                             | Hadi Moussa<br>CEO                   | Oyster HR is a provider of global HR and payroll software to help companies hire, pay, and manage employees in over 180 countries with its global employment solutions.                                                                                                                                                                                                                                                                                                                                      |

# Human Capital Technology & Solutions (Cont'd)

| Company Name                                                                                                             | Category                                                   | Leadership                              | Description                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|--------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|-----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>payactiv</b>                         | On Demand Pay and Financial Wellness Platform              | Safwan Shah<br>Founder and CEO          | PayActiv is a provider of on demand pay and other financial wellness tools such as bill pay features, counseling, budgeting, and saving to employees in the U.S. PayActiv funds the accessed wages and is reimbursed when payroll is normally processed.                                                                                                                                                                                                                                                      |
|  <b>Pebl</b>                             | Global HR and Payroll Software (EOR)                       | Francoise Brougher<br>CEO               | Pebl is a provider of HR and payroll software to help companies hire, pay, and manage employees across the globe in its one Global Work Platform.                                                                                                                                                                                                                                                                                                                                                             |
|  <b>remote</b>                           | Global HR and Payroll Software (EOR)                       | Job van der Voort<br>Co-Founder and CEO | Remote is a provider of global HR and payroll software to help companies hire, pay, and manage employees in over 200 countries.                                                                                                                                                                                                                                                                                                                                                                               |
|  <b>RIPPLING</b>                         | Payroll and HR Software/Professional Employer Organization | Parker Conrad<br>Co-Founder and CEO     | Rippling provides payroll, benefits, time and attendance, and talent management within their employee management platform. Additionally, Rippling has a Professional Employer Organization offering.                                                                                                                                                                                                                                                                                                          |
|  <b>VensureHR</b>                        | Payroll and HR Software/Professional Employer Organization | Alex Campos<br>CEO                      | VensureHR provides PEO solutions and HR outsourcing to SMBs across the United States, processing over \$19 billion in payroll and supporting over 508,000 worksite employees.                                                                                                                                                                                                                                                                                                                                 |
|  <b>Vestwell</b>                         | Workplace Retirement and Savings Platform                  | Aaron Schumm<br>Founder and CEO         | Vestwell is a rapidly growing financial technology company offering a modern platform to make saving for life's milestones a reality through providing education, retirement, savings options, student loan repayment, healthcare, and disability savings in partnership with employers, financial institutions, payroll providers, and governments. Vestwell has more than doubled the number of employers it serves to 750,000 and now has 2.55 million savers on the platform with assets of \$56 billion. |
|  <b>visier</b>                         | Workforce Analytics Platform                               | Ryan Wong<br>Co-Founder and CEO         | Visier is a cloud-based workforce analytics platform that transforms data into actionable insights around organizational effectiveness, workforce planning, and talent acquisition and development.                                                                                                                                                                                                                                                                                                           |
|  <b>WorkFusion</b><br>A UiPath company | Robotics Process Automation Vendor                         | Adam Famularo<br>CEO                    | WorkFusion provides pre-trained robots, AI technology, and advanced analytics to help businesses automate and streamline operations with ease and speed, saving businesses money and enabling their workforce to focus on more meaningful tasks.                                                                                                                                                                                                                                                              |

# Enterprise AI & Software Solutions

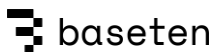


**Rob Oliver**  
Sr. Research Analyst



| Company Name                                                                                      | Category                                | Leadership                                                | Description                                                                                                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------|-----------------------------------------|-----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  6sense           | Marketing and Sales Enablement Platform | Chris Ball<br>CEO                                         | 6sense provides account-based marketing (ABM) and predictive analytics to help B2B businesses identify and engage with potential buyers. 6sense Revenue AI analyzes buying signals, behaviors, and intent data to help identify and convert high-quality pipeline into revenue.                       |
|  ActiveCampaign > | Marketing Automation Software           | Jason VandeBoom<br>Founder and CEO                        | ActiveCampaign is a marketing automation platform that offers solutions across email marketing, omnichannel marketing, and content creation. The company has pre-built automations and integrations with leading CRM players to help drive personalized marketing campaigns.                          |
|  Airtable         | Work Collaboration Platform             | Howie Liu<br>Co-Founder and CEO                           | Airtable is a cloud-based platform that enables teams to create apps on top of shared data to help power workflows. The user-friendly interface enables users to organize and collaborate on information across projects/tasks without needing coding knowledge.                                      |
|  Amperity &       | Customer Data Platform                  | Kabir Shahani<br>and Derek Slager<br>Co-Founders and CEOs | Amperity is an AI-powered customer data platform that enables customers to ingest, unify, and activate their first-party data. Amperity uses the raw data to develop actionable insights, providing a comprehensive “Customer 360” view for marketing and analytics.                                  |
|  Anaplan          | Financial Planning Software             | Charlie Gottdiener<br>CEO                                 | Anaplan is a cloud-based platform that provides business planning, forecasting, and performance management software for finance and FP&A functions. The company has tools that help connect siloed data and utilize scenario modeling that enable real-time collaboration and data-driven decisions.  |
|  ANTHROPIC        | AI Model Developer                      | Dario Amodei<br>Co-Founder and CEO                        | Anthropic is an AI research company that is best known for its Claude family of large language models. Anthropic sells access to Claude through consumer/enterprise subscriptions and a developer API, emphasizing safety and reliability for enterprise deployment.                                  |
|  appfire        | Atlassian Software Ecosystem            | Matt Dircks<br>CEO                                        | Appfire empowers software companies to grow their platforms. The company is a leading provider of applications to platform marketplaces, serving companies such as Atlassian, Salesforce.com, ServiceNow, Microsoft, and Monday.com.                                                                  |
|  AppsFlyer      | Marketing Analytics Platform            | Oren Kaniel<br>Co-Founder and CEO                         | AppsFlyer is a mobile marketing analytics platform that helps companies measure, analyze, and improve their marketing campaigns. The company provides tools and insights that track user acquisition, engagement, and retention, which enables customers to make data-driven decisions for marketing. |
|  attentive®     | Marketing Automation Software           | Amit Jhavar<br>CEO                                        | Attentive is an AI-powered mobile marketing platform that helps companies create personalized marketing campaigns across email and SMS messaging. This enables brands to send customized messages to their customers, helping drive higher engagement, conversions, and retention.                    |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                | Category                                 | Leadership                             | Description                                                                                                                                                                                                                                                                                                                                                            |
|---------------------------------------------------------------------------------------------|------------------------------------------|----------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Avalara    | Tax Compliance and Automation Software   | Scott McFarlane<br>Co-Founder and CEO  | Avalara provides cloud-based tax compliance and automation solutions that address various types of indirect taxes (ex: sales and use, excise, property, occupancy, VAT, etc.). Avalara's software has integrations across a wide range of platforms, such as ERP systems, e-Comm platforms, and accounting software.                                                   |
|  baseten    | AI Developer Platform and Inference      | Tuhin Srivastava<br>Co-Founder and CEO | Baseten is an inference platform for deploying AI models in production, delivering low latency, high throughput, and a managed developer experience. Baseten supports cloud, self-hosted, and hybrid deployments, with custom performance optimizations for demanding generative AI apps.                                                                              |
|  benevity   | Corporate Social Impact Software         | Soraya Alexander<br>CEO                | Benevity is a leading global provider of social impact software with solutions spanning across corporate social responsibility (CSR) and employee, customer, and nonprofit engagement programs. Benevity's solutions help companies better manage and scale their social impact initiatives, such as charitable giving, volunteer programs, and community involvement. |
|  bloomreach | Marketing Automation Platform            | Raj De Datta<br>Co-Founder and CEO     | Bloomreach is a cloud-based eCommerce experience platform specializing in marketing automation, product discovery, and content management systems, with the platform designed to help businesses create personalized digital experiences for customers.                                                                                                                |
|  Bonterra   | Social Good Software                     | Scott Brighton<br>CEO                  | Bonterra is a social good software company that provides non-profits, charitable foundations, and socially responsible companies with tools for CSR, fundraising, engagement, and case management.                                                                                                                                                                     |
|  campfire   | AI-Native ERP                            | John Glasgow<br>Founder and CEO        | Campfire is an AI-native ERP and accounting platform built for fast-growing companies. Campfire automates accounting workflows, such as general ledger work, revenue recognition, and transaction matching.                                                                                                                                                            |
|  Canva    | Graphic Design Platform                  | Melanie Perkins<br>Co-Founder and CEO  | Canva is a leading online design and visual communication platform used to create digital content. Canva's users range from individuals to large enterprises, and their user-friendly platform has a library of content (templates, images, fonts, etc.) that enables users to create digital content.                                                                 |
|  carta    | Shareholder Management Software          | Henry Ward<br>Co-Founder and CEO       | Carta is a cloud-based software platform that helps manage equity valuations and shareholder ownership. The company's solutions help simplify equity management, streamline capitalization table tracking, and support compliance across private companies, public companies, and investors.                                                                           |
|  CAST AI  | Cloud and AI Infrastructure Optimization | Yuri Frayman<br>Co-Founder and CEO     | Cast.ai is a Kubernetes optimization platform that automates infrastructure and workload management to improve performance and reduce cloud cost. Its capabilities span cost optimization, autoscaling, and GPU optimization (sharing, scaling, and cost visibility) across multi-cloud environments.                                                                  |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                        | Category                            | Leadership                              | Description                                                                                                                                                                                                                                                                                                                                                                       |
|-----------------------------------------------------------------------------------------------------|-------------------------------------|-----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>CHURNZERO</b>   | B2B Customer Success Software       | You Mon Tsang<br>Founder and CEO        | ChurnZero is a real-time Customer Success platform that helps subscription businesses fight customer churn. ChurnZero's software solutions allow businesses to understand how their customers use their product, assess their health and their likelihood to renew, and give businesses the means to personalize the customer experience through timely and relevant touchpoints. |
|  <b>clay</b>        | GTM and Sales Automation            | Kareem Amin<br>Co-Founder and CEO       | Clay AI is an advanced GTM and Sales Automation platform that uses AI to automate sales research and workflows. Clay helps turn fragmented data into high-quality sales leads and personalized selling.                                                                                                                                                                           |
|  <b>ClickUp</b>     | Project Management                  | Zeb Evans<br>Co-Founder and CEO         | ClickUp is a cloud-based productivity and project management platform that offers solutions such as task management, documentation collaboration, goal tracking, and whiteboarding. This allows companies to customize workflows, automate tasks, and centralize work.                                                                                                            |
|  <b>coupa</b>       | Spend Management Platform           | Leagh Turner<br>CEO                     | Coupa is a cloud-based platform that helps companies with their business spend management. The company offers solutions across procurement, invoicing, expenses, and supplier relationships, enabling companies to have better control and visibility over their spending.                                                                                                        |
| <b>Crusoe</b>      | AI Infrastructure                   | Chase Lochmiller<br>Co-Founder and CEO  | Crusoe is a vertically integrated AI infrastructure company that builds, owns, and operates data centers. Crusoe utilizes large-scale energy sources to build AI-optimized data centers and delivers an AI cloud platform.                                                                                                                                                        |
| <b>DEMANDBASE</b>                                                                                   | Marketing and GTM Software          | Gabe Rogol<br>CEO                       | Demandbase is an account-based marketing, advertising, sales intelligence, and data company. The company provides its B2B customers with personalized content and advertising to help support marketing efforts.                                                                                                                                                                  |
|  <b>DualEntry</b> | AI-Native ERP                       | Santiago Nestares<br>Co-Founder and CEO | DualEntry is an AI-native ERP platform that helps automate core financial and accounting workflows. DualEntry helps finance teams automate operations such as journal entries, reconciliations, and multi-entity reporting.                                                                                                                                                       |
|  <b>fal</b>      | AI Developer Platform and Inference | Burkay Gur<br>Co-Founder and CEO        | fal.ai is a generative media platform for developers, providing fast inference for image, video, 3D, and audio models.                                                                                                                                                                                                                                                            |
|  <b>Fireworks</b> | AI Developer Platform and Inference | Lin Qiao<br>Co-Founder and CEO          | Fireworks AI is an inference platform that runs open-source generative AI models with a focus on speed and cost-efficiency at scale. Fireworks AI offers fast, low-latency open-model inference and customization, and distributes through partners such as Microsoft Foundry/Azure.                                                                                              |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                                        | Category                        | Leadership                            | Description                                                                                                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------|---------------------------------|---------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  FloQast                            | Financial Accounting Software   | Mike Whitmire<br>Co-Founder and CEO   | FloQast is an accounting software vendor that provides close management software for corporate accounting departments to help them improve the way they close the books each month.                                                                                                                   |
|  Gainsight                          | B2B Customer Success Software   | Chuck Ganapathi<br>CEO                | Gainsight provides a customer success management solution that manages retention, reduces unexpected churn, and identifies upsell opportunities. The company leverages big data analytics across sales data, usage logs, support tickets, surveys, and other sources of customer intelligence.        |
|  glean                              | Enterprise Search               | Arvind Jain<br>Co-Founder and CEO     | Glean is an AI-powered enterprise search and knowledge management platform. Glean connects internal data sources (applications) to provide a unified, agentic search engine for employees to find information, analyze data, and automate tasks.                                                      |
|  GONG                               | Revenue Intelligence Platform   | Amit Bendov<br>Co-Founder and CEO     | Gong is a revenue intelligence platform that records, transcribes, and analyzes sales calls to help B2B sales teams drive effectiveness.                                                                                                                                                              |
|  HEX                               | Collaborative Data Workspace    | Barry McCardel<br>Co-Founder and CEO  | Hex is a unified, AI-powered workspace that integrates tools (ex: SQL, Python, R) into a notebook interface that enables teams to analyze, visualize, and share data as interactive apps and reports.                                                                                                 |
|  HIGHSPOT                           | Sales Enablement Software       | Robert Wahbe<br>Co-Founder and CEO    | Highspot is a leading sales enablement platform that helps companies improve sales productivity. Highspot's solutions help sales teams better engage with customers and prospects with use-cases including content management and delivery, sales playbooks, and sales training/coaching.             |
|  Icertis                          | Contract Management Software    | Raja Bahri and<br>Jim Moffatt<br>CEOs | Icertis provides cloud-based software to help companies digitize, organize, and centralize business contracts. The company's flagship product is Icertis Contract Intelligence, a contract lifecycle management platform.                                                                             |
|  identity <sup>™</sup><br>digital | Domain Name Registrar           | Akram Atallah<br>CEO                  | Identity Digital operates as a domain name registrar and registry services provider, with a portfolio of nearly 300 TLDs that supports around 25M domains.                                                                                                                                            |
|  impact<br>.com                   | Partnership Management Platform | David Yovanno<br>CEO                  | impact.com is a leading partnership management platform helping companies create, manage, scale, and optimize their ecosystem of partnerships. The analytics and automation platform is designed for agencies to optimize program performance at scale and manage client portfolios across platforms. |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                            | Category                                             | Leadership                           | Description                                                                                                                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------|------------------------------------------------------|--------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>insightsoftware</b> | Financial Reporting, BI, Budgeting, and EPM Software | Chris Jurasek<br>CEO                 | insightsoftware is a leading provider of financial reporting and enterprise performance management software. insightsoftware enables the Office of the CFO to connect to and make sense of their enterprise data in real time so they can proactively drive greater financial intelligence across their organization. |
|  <b>Ironclad</b>        | Contract Lifecycle Management                        | Dan Springer<br>CEO                  | Ironclad is a leading AI-powered contract lifecycle management platform that helps legal teams automate, negotiate, and manage contracts from creation to execution.                                                                                                                                                  |
|  <b>Kyriba</b>          | Treasury Management Software                         | Melissa Di Donato<br>CEO             | Kyriba is the global leader in cloud treasury and finance solutions, delivering mission-critical capabilities for cash and risk management, payments, and working capital solutions.                                                                                                                                  |
|  <b>Lambda</b>          | AI Infrastructure                                    | Michael Combes<br>CEO                | Lambda is a cloud provider that delivers on-demand and reserved GPU compute for training, fine-tuning, and inference. Lambda also sells GPU workstations and servers, positioning itself as an "AI compute in the cloud" platform for developers and enterprises.                                                     |
|  <b>Lucid</b>           | Visual Collaboration Software                        | Dave Grow<br>CEO                     | Lucid Software is a leader in visual collaboration software that helps teams better communicate, ideate, and organize ideas. The company provides solutions for creating diagrams, visual workflows, and digital whiteboards, aiming to drive better planning and decision-making.                                    |
| <b>Lucidworks</b>                                                                                       | Data Search and Discovery Platform                   | Michael Sinoway<br>CEO               | Lucidworks is an enterprise search technology company offering an application development platform, commercial support, consulting, training, and value-add software for open source Apache Lucene and Apache Solr.                                                                                                   |
|  <b>MAGNIFY</b>       | Customer Growth Automation                           | Joshua Crossman<br>Founder and CEO   | Magnify.io is an AI-powered customer growth automation platform that helps companies reduce customer churn and drive revenue expansion. The company uses its autonomous agents to analyze customer data, target personalized multi-channel engagement, and automate the post-sales customer lifecycle.                |
|                      | AI Model Developer                                   | Arthur Mensch<br>Co-Founder and CEO  | Mistral AI is a France-based AI startup known primarily for its open-weight large language models, helping build text, code, and images to support business applications.                                                                                                                                             |
|  <b>Modal</b>         | AI Developer Platform and Inference                  | Erik Bernhardsson<br>Founder and CEO | Modal Labs is a high-performance, serverless AI infrastructure platform that lets developers bring their own code and run CPU, GPU, and data-intensive workloads at scale. Modal targets AI and data teams with usage-based serverless compute.                                                                       |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                                | Category                             | Leadership                             | Description                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------------------|--------------------------------------|----------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>NSCALE</b>              | AI Infrastructure                    | Josh Payne<br>Founder and CEO          | Nscale is a vertically integrated AI infrastructure company that builds and operates next-generation GPU cloud platforms. Nscale provides GPU cloud services with a focus on performance, scalability, and developer experience for training and inference workloads. |
| <b>Numeral</b>                                                                                              | Tax Automation                       | Sam Ross<br>Co-Founder and CEO         | Numeral is an end-to-end sales tax platform for eCommerce and SaaS companies. Numeral helps automate the entire lifecycle of sales tax and VAT compliance, including monitoring tax nexus across jurisdictions, tax calculation, and automated filing.                |
| <b>OpenAI</b>                                                                                               | AI Model Developer                   | Sam Altman<br>Co-Founder and CEO       | OpenAI is an AI research and deployment company best known for ChatGPT and its GPT family of foundation models. OpenAI monetizes through consumer and enterprise ChatGPT subscriptions and developer API access to its models.                                        |
|  <b>Optro</b>               | Audit, Risk, and Compliance Platform | Raul Villar<br>CEO                     | Optro is a fully integrated audit, risk, and compliance platform that helps enterprises automate, manage, collaborate, and report on risk and control data in real time.                                                                                              |
|  <b>Outreach</b>            | Sales Enablement Software            | Abhijit Mitra<br>CEO                   | Outreach is a leading sales enablement platform that helps sales teams create better pipeline, close more deals, and become more efficient with go-to-market activities.                                                                                              |
|  <b>pendo</b>               | Application Experience Platform      | Todd Olson<br>Co-Founder and CEO       | Pendo is a product experience platform that helps businesses understand and improve how users interact with their applications. The company offers tools for product analytics, user feedback, and guidance to enhance user engagement.                               |
|  <b>perk</b> <sup>+</sup> | Business Travel Management           | Avi Meir<br>Co-Founder and CEO         | Perk (formerly TravelPerk) is an intelligent platform for travel and spend management. Perk helps simplify corporate booking, enforces policy compliance, and automates expense reporting through its unified management platform.                                    |
|  <b>perplexity</b>        | AI Model Developer                   | Aravind Srinivas<br>Co-Founder and CEO | Perplexity is a generative AI-powered model developer that delivers synthesized, cited answers grounded in live web data. Perplexity monetizes primarily through consumer and enterprise subscriptions to its search and research product.                            |
|  <b>Podium</b>            | Communication and Payments Platform  | Eric Rea<br>Co-Founder and CEO         | Podium is a suite of messaging tools that allows local businesses of all sizes to connect with customers via text to request payments, collect reviews, and sell products.                                                                                            |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                         | Category                                | Leadership                            | Description                                                                                                                                                                                                                                                                                               |
|------------------------------------------------------------------------------------------------------|-----------------------------------------|---------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Qlik               | Business Analytics Software             | Saugata Saha<br>CEO                   | Qlik provides an Active Intelligence platform, delivering end-to-end, real-time data integration and analytics cloud solutions to close the gaps between data, insights, and action. Their main products are Qlik Replicate and Qlik Sense, both software for business intelligence and data integration. |
|  Ravenna             | Service Management Platform             | Taylor Halliday<br>Co-Founder and CEO | Ravenna.ai is an AI-native service management platform designed for Slack to automate internal support functions (ex: IT, HR, Operations). Ravenna acts as a conversational agent that automates, organizes, and resolves employee requests directly within Slack.                                        |
|  Rillet              | AI-Native ERP                           | Nicolas Kopp<br>Co-Founder and CEO    | Rillet is an AI-native ERP designed to automate accounting and close the books faster. Rillet embeds AI agents directly into the platform to handle tasks such as revenue recognition, accruals, and reconciliations.                                                                                     |
|  Salesloft           | Marketing and Sales Enablement Software | Steve Cox<br>CEO                      | Salesloft is a sales engagement platform that helps teams execute their digital selling tasks, communicate with buyers, and forecast with accuracy, helping optimize the sales process.                                                                                                                   |
|  SALSIFY             | Commerce Experience Management Platform | Piyush Chaudhari<br>CEO               | Salsify's CommerceXM platform combines Product Experience Management with core commerce capabilities designed to enable sales both across retailer/distributor channels as well as marketplaces, social commerce, and direct-to-consumer sites.                                                           |
|  Seismic             | Marketing and Sales Enablement Software | Rob Tarkoff<br>CEO                    | Seismic is the leading sales enablement and marketing enablement software that lets teams find the right sales content and optimize the sales process.                                                                                                                                                    |
|  SOVOS             | Tax Compliance and Automation Software  | Kevin Akeroyd<br>CEO                  | Sovos provides cloud-based and on-premise software solutions for tax compliance and automation. Sovos' offerings range from indirect taxes (ex: sales and use, VAT, etc.) to shipping/distribution compliance to tax and regulatory reporting.                                                            |
|  TEALIUM           | Customer Data Platform                  | Jeff Lunsford<br>CEO                  | Tealium is a customer data platform that sells enterprise tag management, an API hub, a customer data platform with machine learning, and data management products.                                                                                                                                       |
|  THINKING MACHINES | AI Model Developer                      | Mira Murati<br>Co-Founder and CEO     | Thinking Machines Lab is an AI research and product company founded by a former OpenAI employee. The company is focused on building customizable, multi-modal AI systems and human-AI collaboration tools.                                                                                                |

# Enterprise AI & Software Solutions (Cont'd)

| Company Name                                                                                  | Category                            | Leadership                              | Description                                                                                                                                                                                                                                                                                                                    |
|-----------------------------------------------------------------------------------------------|-------------------------------------|-----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  ThoughtSpot   | Business Intelligence Analytics     | Ketan Karkhanis<br>CEO                  | ThoughtSpot is a business intelligence platform that helps enterprise users, developers, analysts, and marketers explore, analyze, and share data insights.                                                                                                                                                                    |
|  together.ai   | AI Developer Platform and Inference | Vipul Ved Prakash<br>Co-Founder and CEO | Together AI is a full-stack AI-native cloud platform offering inference, fine-tuning, and GPU clusters powered by its own research. Together AI provides developers access to open-source models plus the compute to train and deploy them, monetizing through usage-based inference, training, and dedicated GPU capacity.    |
|  TREASURE DATA | Customer Data Platform              | Kazuki Ohta<br>Co-Founder and CEO       | Treasure Data is a customer data platform that helps companies identify, engage, and acquire customers via their Customer Data Cloud suite of integrated cloud-based solutions.                                                                                                                                                |
|  Tricentis     | Automated Software Testing          | Kevin Thompson<br>CEO                   | Tricentis provides a platform to help enterprises perform software testing, addressing both agile development and complex enterprise apps. Their platform helps enterprises accelerate digital transformation by increasing software release speed, reducing costs, and improving software quality.                            |
|  User Testing  | Customer Experience Software        | Eric Johnson<br>CEO                     | UserTesting is a leading provider of human insights that helps businesses collect feedback from customers. The company's solutions help businesses better understand how customers interact with their products, website, applications, and services. After being taken private in 2022, the company was merged with UserZoom. |
|  VERSES       | Cognitive Computing                 | David Scott<br>Founder and CEO          | Verses AI is a cognitive computing company that developed Genius, an agentic software system that provides context-aware, adaptive, and trustworthy AI for complex enterprise applications. Verses AI focuses on enabling AI to reason, learn, and make domain-specific predictions/decisions.                                 |
|  VULTR       | AI Infrastructure                   | J.J. Kardwell<br>CEO                    | Vultr is an independent cloud infrastructure provider offering compute, storage, and networking across a global footprint of data centers. Vultr has expanded into GPU cloud accelerated by NVIDIA, targeting organizations that need to scale AI workloads affordably and with compliance.                                    |

# Data & AI



**Will Power**  
Sr. Research Analyst



| Company Name                                                                                         | Category                               | Leadership                                                        | Description                                                                                                                                                      |
|------------------------------------------------------------------------------------------------------|----------------------------------------|-------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>Alation</b>      | Data Intelligence Platform             | Satyen Sangani<br>Co-Founder and CEO                              | Alation is a leader in data intelligence, and data catalog in particular, enabling companies to better tag, track, and analyze data from disparate sources.      |
|  <b>boomi</b>        | Integration/<br>Automation Platform    | Steve Lucas<br>CEO                                                | Boomi is an integration platform enabling organizations to connect data with applications and automate workflows/processes.                                      |
|  <b>celonis</b>      | Process Intelligence Platform          | Alexander Rinke and<br>Bastian Nominacher<br>Co-Founders and CEOs | Celonis provides a process intelligence platform that mines event-log data from ERPs and other enterprise systems to provide business context for enterprise AI. |
|  <b>Chaps Vision</b> | Data Intelligence Platform             | Olivier Dellenbach<br>Founder and CEO                             | ChapsVision is a French data intelligence and processing platform emphasizing European data sovereignty across defense, security, and enterprise.                |
|  <b>ClickHouse</b>   | Data Management/<br>Analytics Platform | Aaron Katz<br>Co-Founder and CEO                                  | ClickHouse is an open-source columnar database management system designed for online analytical processing (OLAP) and real-time data analysis.                   |
|  <b>cohere</b>       | Enterprise LLM Platform                | Aidan Gomez<br>Co-Founder and CEO                                 | Cohere develops large language models and enterprise AI tools designed for secure, private deployment.                                                           |
|  <b>Collibra</b>   | Data Intelligence Platform             | Felix Van de Maele<br>Co-Founder and CEO                          | Collibra is a leading data intelligence platform focused on solutions such as data quality, lineage, governance, and catalog.                                    |
|  <b>CRESTA</b>     | AI Contact Center Software             | Ping Wu<br>CEO                                                    | Cresta provides AI solutions to help contact center agents improve performance with relevant information, live prompts, and real-time coaching.                  |
|  <b>databricks</b> | Data Management/<br>Analytics Platform | Ali Ghodsi<br>Co-Founder and CEO                                  | Databricks provides a cloud-based data management/analytics platform for data engineering, warehousing, analytics/intelligence, and AI.                          |

# Data & AI (Cont'd)

| Company Name                                                                                       | Category                           | Leadership                              | Description                                                                                                                                                        |
|----------------------------------------------------------------------------------------------------|------------------------------------|-----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>Dataiku</b>    | Data Analytics Platform            | Florian Douetteau<br>Co-Founder and CEO | Dataiku is a collaborative data science and machine learning platform designed to build AI and analytics projects.                                                 |
|  <b>Dataminr</b>   | Real-time Event Monitoring         | Ted Bailey<br>Founder and CEO           | Dataminr provides an artificial intelligence platform that alerts companies of critical information to assist with readiness and response.                         |
|  <b>Decagon</b>    | Conversational AI Platform         | Jesse Zhang<br>Co-Founder and CEO       | Decagon provides a conversational AI engine that molds generative AI into customer experience products, enabling support teams to resolve issues and reduce costs. |
| <b>Deepgram</b>                                                                                    | Voice AI Platform                  | Scott Stephenson<br>Co-Founder and CEO  | Deepgram provides speech-to-text, text-to-speech, and voice AI models via API, enabling enterprises to build voice AI applications at scale.                       |
|  <b>dialpad</b>    | AI-Powered Communications Software | Craig Walker<br>Founder and CEO         | Dialpad is a software company specializing in cloud-based systems and AI-powered applications for phones and contact centers.                                      |
| <b>ElevenLabs</b>                                                                                  | Voice AI Platform                  | Mati Staniszewski<br>Co-Founder and CEO | ElevenLabs develops AI audio tools for speech synthesis and voice cloning, key for content creators and engagement of global audiences.                            |
|  <b>Fin</b>      | Customer Communication Platform    | Eoghan McCabe<br>Co-Founder and CEO     | Fin, formerly known as Intercom, provides a platform for customer engagement across sales, marketing, and support.                                                 |
|  <b>Fivetran</b> | Data Centralization Software       | George Fraser<br>Co-Founder and CEO     | Fivetran provides software to help companies extract, load, and transform data from different sources into data warehouses; it merged with dbt Labs in 2025.       |
|  <b>Flock</b>    | Automated Public Safety Software   | Garrett Langley<br>Founder and CEO      | Flock Safety provides Automated License Plate Recognition (ALPR) software, video solutions, and drone technology to law enforcement agencies and communities.      |

# Data & AI (Cont'd)

| Company Name                                                                                    | Category                                     | Leadership                             | Description                                                                                                                                                                           |
|-------------------------------------------------------------------------------------------------|----------------------------------------------|----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  GENESYS™       | On-Premise and Cloud Contact Center Software | Tony Bates<br>CEO                      | Genesys is a leader in contact center software enabling businesses to better serve their customers with omnichannel capabilities across voice, chat, messaging, integrations, and AI. |
|  Grafana Labs   | Open-Source Observability Platform           | Raj Dutt<br>Co-Founder and CEO         | Grafana Labs develops open-source software for monitoring and observability, enabling users to identify and solve problems across infrastructure, applications, and services.         |
|  honeycomb.io   | Observability Platform                       | Christine Yen<br>Co-Founder and CEO    | Honeycomb is a cloud-native observability platform helping businesses identify and solve problems across their technology stack.                                                      |
|  Hugging Face   | AI Model/<br>MLOps Platform                  | Clément Delangue<br>Co-Founder and CEO | Hugging Face is a central hub for the AI developer community, offering a collaborative platform for sharing, hosting, and deploying open-source LLMs and datasets.                    |
|  IntelPeer.     | Customer Communications Automation Platform  | Frank Fawzi<br>President and CEO       | IntelPeer provides a platform that embeds AI to automate interactions and enhance customer and employee experiences.                                                                  |
|  kore.ai        | Conversational AI Platform                   | Raj Koneru<br>Founder and CEO          | Kore.ai provides an enterprise-grade platform enabling organizations to automate customer interactions and business processes through conversational interfaces.                      |
|  LogicMonitor | Observability Platform                       | Carol Lee<br>CEO                       | LogicMonitor provides an observability platform helping businesses autonomously detect, diagnose, and remediate problems across infrastructure, applications, and services.           |
|  matillion    | Data Analytics/Integration                   | Matthew Scullion<br>Founder and CEO    | Matillion is a data integration platform that can help companies ingest data into the cloud and transform it into an analytics-ready state.                                           |
|  miro         | Digital Whiteboard Platform                  | Andrey Khusid<br>Co-Founder and CEO    | Miro offers an online whiteboard platform enabling teams to communicate and collaborate from anywhere.                                                                                |

# Data & AI (Cont'd)

| Company Name                                                                                | Category                                    | Leadership                          | Description                                                                                                                                                                                                                |
|---------------------------------------------------------------------------------------------|---------------------------------------------|-------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  Neo4j      | Graph Database                              | Emil Eifrem<br>Co-Founder and CEO   | Neo4j provides a NoSQL database system to store company data in graph form.                                                                                                                                                |
|  Notion     | AI-Enabled<br>Productivity Platform         | Ivan Zhao<br>Co-Founder and CEO     | Notion offers an all-in-one connected workspace combining note taking, data organization, project management, etc., with embedded AI agents that can search across an organization's internal knowledge and execute tasks. |
|  OBSERVE.AI | Conversational<br>AI Platform               | Swapnil Jain<br>Co-Founder and CEO  | Observe.AI builds AI agents for customer service, enabling enterprises to automate routine calls and uncover real-time insights from customer interactions.                                                                |
|  Parloa     | Conversational AI<br>Platform               | Malte Kosub<br>Co-Founder and CEO   | Parloa is a conversational AI platform designed for building automated dialogs, enabling enterprises to manage customer experiences across all communication channels.                                                     |
|  Peregrine  | Public Safety<br>Data Platform              | Nick Noone<br>Co-Founder and CEO    | Peregrine Technologies provides a data integration platform for public safety agencies, unifying disconnected data so law enforcement and governments can search, analyze, and respond in real time.                       |
|  Pinecone   | Vector Database                             | Ash Ashutosh<br>CEO                 | Pinecone provides a managed vector database that powers similarity search and retrieval-augmented generation (RAG) for AI applications.                                                                                    |
|  Redis    | Database<br>Management                      | Rowan Trollope<br>CEO               | Redis provides a NoSQL database to make application data easier to access and analyze.                                                                                                                                     |
|  sas     | Business Intelligence<br>and Data Analytics | Jim Goodnight<br>Co-Founder and CEO | SAS is a long-time leader in business intelligence and data analytics solutions, with its shift to the cloud a key focus, enabled by its cloud-native SAS Viya platform.                                                   |
|  SCALE    | AI Data Platform                            | Francis deSouza<br>CEO              | Scale AI provides a data-centric platform for the machine learning lifecycle, enabling organizations to accelerate the development of AI applications through training and data validation.                                |

# Data & AI (Cont'd)

| Company Name                                                                               | Category                                 | Leadership                                | Description                                                                                                                                                                                |
|--------------------------------------------------------------------------------------------|------------------------------------------|-------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  SIERRA    | Conversational AI Platform               | Bret Taylor and Clay Bavor<br>Co-Founders | Sierra provides a conversational AI platform that builds and manages autonomous agents for businesses, automating complex customer experience workflows across voice and digital channels. |
|  sigma     | Business Intelligence and Data Analytics | Mike Palmer<br>CEO                        | Sigma Computing provides no-code data analytics software to help organizations extract and analyze data to improve business outcomes.                                                      |
|  supabase  | Postgres Database/ Development Platform  | Paul Copplestone<br>Co-Founder and CEO    | Supabase offers a managed Postgres database that includes authentication, storage, and APIs, which can serve as the backend for new applications.                                          |
|  TOTANGO   | Customer Success/ Data Platform          | Keith Frankel<br>CEO                      | Totango (merged with Catalyst in 2024) provides customer success software that helps businesses centralize customer data and get a clear view of customer health.                          |
|  VAST      | AI Data Platform                         | Renen Hallak<br>Founder and CEO           | VAST Data provides a unified data platform that consolidates storage, database, and compute to feed large-scale AI workloads across the world's largest GPU clusters.                      |
|  Vercel    | Frontend/AI Cloud Development Platform   | Guillermo Rauch<br>Founder and CEO        | Vercel provides a frontend and AI cloud development platform enabling developers to build, deploy, and scale web applications.                                                             |
|  Verkada | Cloud-Based Security Solutions           | Filip Kaliszan<br>Co-Founder and CEO      | Verkada provides security solutions by integrating cameras and other sensors with its cloud-based software and AI.                                                                         |
|  workato | Integration/ Automation Platform         | Vijay Tella<br>Co-Founder and CEO         | Workato is an enterprise automation platform designed for powerful integrations of data/applications and the automation of workflows/processes.                                            |



| Company Name             | Category                                          | Leadership                             | Description                                                                                                                                                                                                                                                                                                                                |
|--------------------------|---------------------------------------------------|----------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>ABRIDGE</b>           | Medical Documentation Software                    | Dr. Shiv Rao<br>Founder and CEO        | Abridge is a medical conversation AI startup that offers an audio-based system to record and summarize medical conversations. It was created with a mission to help better understand health conversations, whether at home or in the hospital.                                                                                            |
| <b>advant1ve</b>         | Specialty Manufacturing and Distribution Software | Duane George<br>CEO                    | Advantive provides purpose-built software for specialty manufacturing and distribution businesses that streamline complex processes, optimize operations visibility and throughput, and drive improved quality, profitability, and revenue growth.                                                                                         |
| <b>Applied Intuition</b> | Autonomous Vehicle Software                       | Qasar Younis<br>Co-Founder and CEO     | Applied Intuition provides simulation, testing, and vehicle operating system software that helps automakers, truck manufacturers, and defense customers develop and validate autonomous and driver-assist systems across land, air, and sea platforms.                                                                                     |
| <b>APPRENTICE</b>        | Life Sciences Manufacturing                       | Angelo Stracquatano<br>Founder and CEO | Apprentice's Tempo Manufacturing Cloud is the first AI-powered cloud platform for batch-based manufacturing. Tempo connects your teams, systems, sites, and external partners across one cloud-based platform to provide seamless processing through every layer of your manufacturing ecosystem.                                          |
| <b>aras</b>              | Product Lifecycle Management Software             | Leon Lauritsen<br>CEO                  | Aras is a provider of product lifecycle management software for product development organizations, with functionality across bill of materials (BOM), engineering change workflows, document management, supplier collaboration, quality compliance, manufacturing process management, and more.                                           |
| <b>Arcadia</b>           | Energy Data Software                              | Kiran Bhatraju<br>Co-Founder and CEO   | Arcadia is a provider of energy data solutions, with the company's Arc platform leveraging data of utilities to enable customer access across utility and energy rates, tariff calculations, analytics, and payments.                                                                                                                      |
| <b>arcol</b>             | AEC Design Software                               | Paul O'Carroll<br>Founder and CEO      | Arcol is a browser-based design and documentation tool that aims to help AEC teams create better buildings faster.                                                                                                                                                                                                                         |
| <b>AUGMENTA</b>          | AEC Design Software                               | Francesco Iorio<br>Co-Founder and CEO  | Augmenta's Construction Platform (ACP) significantly accelerates the time it takes to detail and estimate designs, eliminates costly redesign and rework, and reduces overall risk. The company was founded with the goal of disrupting and driving a new level of efficiency for the construction industry by automating building design. |
| <b>aurigo®</b>           | Construction Software                             | Balaji Sreenivasan<br>Founder and CEO  | Aurigo Software provides cloud-based capital program and project portfolio management solutions for large capital infrastructure owners in public and private sector industries.                                                                                                                                                           |

# Vertical Software (Cont'd)

| Company Name                                                                                         | Category                       | Leadership                                  | Description                                                                                                                                                                                                                                                                                                                 |
|------------------------------------------------------------------------------------------------------|--------------------------------|---------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>aurora</b>       | Solar Industry Software        | Charlie Herche<br>CEO                       | Aurora Solar provides a cloud-based platform that enables solar PV engineering design, workflow management functionality, and facilitates sales and customer acquisition for solar installers and financiers.                                                                                                               |
|  <b>Benchling</b>    | Life Sciences R&D Software     | Sajith Wickramasekara<br>Co-Founder and CEO | Benchling's life sciences R&D Cloud helps biotechnology organizations modernize their scientific processes and accelerate collaboration.                                                                                                                                                                                    |
|  <b>BUILDOTS</b>     | Construction Management        | Roy Danon<br>Co-Founder and CEO             | Buildots is an AI-powered process management and site monitoring solution for the construction industry.                                                                                                                                                                                                                    |
|  <b>causaly</b>      | Life Science R&D Software      | Yiannis Kiachopoulos<br>Co-Founder and CEO  | Causaly develops a biomedical research discovery tool designed to find and unlock key hidden evidence in biomedicine. Causaly Cloud amplifies human cognitive abilities to expand the boundaries of discovery toward making the best decisions in biomedicine.                                                              |
|  <b>entrata</b>      | Property Management Software   | Adam Edmunds<br>CEO                         | Entrata is the only comprehensive property management software provider with a single-login, open-access Platform as a Service (PaaS) system. Entrata's open API and superior selection of third-party integrations offer management companies the freedom to choose the technology and software that best fit their needs. |
|  <b>Flexe</b>        | Omnichannel Logistics Software | Karl Siebrecht<br>Co-Founder and CEO        | Flexe is an omnichannel logistics platform that services retailers and brands across eCommerce fulfillment, retail distribution, and network capacity programs.                                                                                                                                                             |
|  <b>flexport</b>   | Global Logistics Platform      | Ryan Petersen<br>Founder and CEO            | Flexport is a global logistics platform that simplifies global trade by connecting buyers, sellers, and their logistics partners.                                                                                                                                                                                           |
|  <b>florence</b>   | Clinical Trial Software        | Ryan Jones<br>Co-Founder and CEO            | Florence provides software for managing documents and data flow between clinical research sites and sponsors.                                                                                                                                                                                                               |
|  <b>Generalist</b> | Robotics Foundation Models     | Pete Florence<br>Co-Founder and CEO         | Generalist builds embodied AI foundation models that give general-purpose robots the ability to perform dexterous physical tasks across a range of hardware, with its GEN model family aimed at making robots reliable enough for real-world deployment.                                                                    |

# Vertical Software (Cont'd)

| Company Name                                                                                   | Category                           | Leadership                                  | Description                                                                                                                                                                                                                                       |
|------------------------------------------------------------------------------------------------|------------------------------------|---------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  GoGuardian™   | Digital Learning Software          | Rich Preece<br>CEO                          | GoGuardian's learning platform of classroom management and student safety solutions helps thousands of K-12 schools and districts maximize the learning potential of students by enabling more productive, effective, and safer digital learning. |
|  GRANICUS      | Government Software                | Mark Hynes<br>CEO                           | Granicus provides digital communications, digital workflow, records management, and website management applications for government organizations.                                                                                                 |
|  Harvey        | Legal AI Software                  | Winston Weinberg<br>Co-Founder and CEO      | Harvey is an AI platform built for law firms and professional services firms, providing tools for legal research, contract analysis, due diligence, and litigation support to help legal teams work faster and more accurately.                   |
|  Housecall Pro | Home Service Software              | Stan Chia<br>CEO                            | Housecall Pro is a provider of home service management software that connects service professionals with homeowners across job scheduling, customer database, invoice and payment processing, and dispatch.                                       |
|  Judi Health.  | Enterprise Health Platform         | AJ Loiacono<br>Co-Founder and CEO           | Judi Health centralizes all benefits-related workflows and processes in one platform, solving for the patchwork of antiquated, disparate systems that support health benefits and healthcare delivery.                                            |
|  KOMODO        | Healthcare Analytics Platform      | Dr. Arif Nathoo<br>Co-Founder and CEO       | Komodo Health provides a cloud-based data integration platform that brings together disparate patient data, enabling the healthcare and life science industry to improve patient outcomes.                                                        |
|  LEGORA      | Legal AI Software                  | Max Junestrand<br>Co-Founder and CEO        | Legora is an AI-enabled legal workspace designed to support lawyers with document review, drafting, research, and collaboration.                                                                                                                  |
|  luminary    | Engineering Simulation             | Pete Schlamp<br>CEO                         | Luminary Cloud focuses on innovations in computing for enterprise industrial R&D. It develops a computer-aided engineering SaaS platform that provides engineers insights in minutes, allowing for quick simulation, analysis, and iteration.     |
|  Medable     | Clinical Trial Management Platform | Dr. Michelle Longmire<br>Co-Founder and CEO | Medable is a decentralized trial platform providing a seamless experience, connecting patients, sites, and clinical trial teams.                                                                                                                  |

# Vertical Software (Cont'd)

| Company Name                                                                                      | Category                                          | Leadership                                | Description                                                                                                                                                                                                                                                                      |
|---------------------------------------------------------------------------------------------------|---------------------------------------------------|-------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>NEWSTORE</b>  | Mobile Retail and Omnichannel Management Platform | Mike DeSimone<br>CEO                      | NewStore operates a platform for retailers to run their stores on the iPhone. Purpose-built for mobile shoppers, the company provides Omnichannel-as-a-Service with the only integrated cloud OMS and mobile POS.                                                                |
|                  | Integrated Business Planning Platform             | Chakri Gottemukkala<br>Co-Founder and CEO | o9 Solutions is a provider of digital management platforms for visibility, analytics, planning, collaboration, and continuous improvement of decision-making processes across sales, supply chain, product innovation, and integrated business planning.                         |
| OpenEvidence <sup>®</sup>                                                                         | Medical Information Platform                      | Daniel Nadler<br>Co-Founder and CEO       | OpenEvidence is an AI-powered medical information platform that organizes and synthesizes peer-reviewed clinical research to support evidence-based decision-making.                                                                                                             |
|                  | Robotics Foundations Models                       | Karol Hausman<br>Co-Founder and CEO       | Physical Intelligence develops general-purpose AI foundation models designed to give many different types of robots the ability to learn and perform a wide range of physical tasks, extending large-model techniques from language into the physical world.                     |
|  <b>PHYSICS X</b> | Engineering Simulation                            | Jacomo Corbo<br>Founder and CEO           | PhysicsX is an AI-native simulation software designed to accelerate engineering and manufacturing, enabling customers in aerospace, automotive, and energy to optimize product development lifecycles.                                                                           |
|                   | Supply Chain Visibility Platform                  | Jeff McCandless<br>Founder and CEO        | project44 is a logistics and transportation network that brings dynamic shipment data and true supply chain visibility to a black box industry. project44 provides full visibility into the entire shipment workflow including pricing, routing, pickup, tracking, and payments. |
|                 | Product Lifecycle Management                      | Ross Meyercord<br>CEO                     | Propel offers an integrated solution that combines Product Lifecycle Management (PLM) and Quality Management System (QMS) on a single cloud-based platform.                                                                                                                      |
|  <b>quilter</b> | Printed Circuit Board (PCB) Design Software       | Sergiy Nesterenko<br>Founder and CEO      | Quilter uses reinforcement learning informed by physics simulations to create a fully automated, superhuman circuit board designer.                                                                                                                                              |
|                 | Energy Industry Software                          | Paul Langenbahn<br>President and CEO      | Quorum provides solutions for planning, operations, accounting, measurement, transportation, and logistics for oil and gas and renewable energy companies.                                                                                                                       |

# Vertical Software (Cont'd)

| Company Name                                                                                                    | Category                                             | Leadership                             | Description                                                                                                                                                                                                                                                             |
|-----------------------------------------------------------------------------------------------------------------|------------------------------------------------------|----------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  <b>Reify</b> <sub>HEALTH</sub> | Clinical Trial Software                              | Ralph Passarella<br>Co-Founder and CEO | Reify provides clinical optimization software, with a focus on effective enrollment, and clinical trial infrastructure that helps deliver research directly to more healthcare providers, communities, and patients.                                                    |
|  <b>RELEX</b>                   | Supply Chain Planning                                | Mikko Kärkkäinen<br>Co-Founder and CEO | RELEX provides an integrated retail and supply chain planning system that spans demand forecasting, automated replenishment, space planning, and assortment optimization.                                                                                               |
|  <b>RICURSIVE INTELLIGENCE</b>  | Chip Design<br>Automation Software                   | Anna Goldie<br>Co-Founder and CEO      | Ricursive Intelligence is an AI lab building a platform that uses artificial intelligence to automate and optimize semiconductor design, creating a recursive loop where AI models design next-generation chips which are then used to train even more advanced models. |
|  <b>saama</b>                   | Clinical Trial Analytics                             | Bhaskar Sambasivan<br>CEO              | Saama provides a unified, AI-driven clinical data analytics platform that integrates, curates, and animates unlimited sources of structured, unstructured, and real-world data to deliver insights across all therapeutic areas.                                        |
|  <b>SHIFT</b>                   | Fraud Detection and<br>Claims Automation<br>Solution | Jeremy Jawish<br>Co-Founder and CEO    | Shift Technology is an AI-native SaaS solution that helps insurance companies defeat fraud and automate claims.                                                                                                                                                         |
|  <b>shopmonkey</b>              | Auto Repair Shop<br>Management Software              | Ashot Iskandarian<br>Founder and CEO   | Shopmonkey is a cloud-based system that simplifies the complexities of running an auto repair business onto a single platform, including appointment scheduling, parts ordering, customer communications, and payment processing.                                       |
|  <b>SimScale</b>              | Engineering<br>Simulation Software                   | David Heiny<br>Co-Founder and CEO      | SimScale is the provider of the world's first production-ready SaaS application for engineering simulation.                                                                                                                                                             |
|  <b>SKILD AI</b>              | Robotics Foundation<br>Models                        | Deepak Pathak<br>Co-Founder and CEO    | Skild AI is building the Skild Brain, a general-purpose foundation model intended to serve as a shared operating intelligence across many robot forms, including humanoids, quadrupeds, and robotic arms, without hardware-specific programming.                        |
|  <b>TULIP</b>                 | Frontline Operations<br>Platform                     | Natan Linder<br>Co-Founder and CEO     | Tulip's no-code platform helps companies digitally transform their operations and gain real-time visibility into their people, tools, machines, and processes.                                                                                                          |

# Vertical Software (Cont'd)

| Company Name                                                                                | Category                          | Leadership                         | Description                                                                                                                                                                                                          |
|---------------------------------------------------------------------------------------------|-----------------------------------|------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  unison     | Government Software               | Reid Jackson<br>CEO                | Unison provides software for government agencies, program offices, and contractors across acquisition lifecycle management, contract management, program management, and budgeting applications.                     |
|  VENTION    | Manufacturing Automation Software | Etienne Lacroix<br>Founder and CEO | Vention is a next-generation digital manufacturing platform for machine design, enabling engineers and other manufacturing professionals to design, order, and assemble custom factory equipment in just a few days. |
|  VTS        | Real Estate Management Platform   | Nick Romito<br>Co-Founder and CEO  | VTS offers commercial real estate software that enables office, retail, industrial landlords, and brokers to transform their leasing process and convert leads to leases more efficiently.                           |
|  World Labs | World Foundation Models           | Fei-Fei Li<br>Co-Founder and CEO   | World Labs is a spatial intelligence company that builds frontier world models able to perceive, generate, and interact with 3D environments.                                                                        |

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