FOUNDING TITANS

A Relationship Management Platform For Startups

FoundingTitans.com
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BACKGROUND

STARTUP COMMUNITY BUILDER

- Worked with over 30 startup projects over the last decade.

- Made 100's of connections for startup founders over the last 3 years in Austin, TX.

- A deep passion for helping founders succeed.

PROBLEM

150 MILLION STARTUPS GLOBALLY ARE STRUGGLING TO FIND THE RIGHT CONNECTIONS AND RESOURCES.

Founders spend countless hours each week networking but struggle to achieve their desired returns.

Personal bias plagues startup and social networking data, minimizing their impact.

Current systems used by accelerators, VCs, and startup communities are siloed, reducing the value they can provide to those they support.

SOLUTION

Founding Titans is creating a relationship management platform that combines social networking with CRM capabilities to improve the founder's journey.

We aim to help Pre-Seed to Series A startups seamlessly develop and maintain their professional relationships and knowledge by creating a system that incentivizes engagement and community.

Utilizing AI & ML, we empower startup founders, providing them with a system that improves efficiency networking by adapting to their unique business needs.

CONNECT

LEARN

GROW

MVP CAPABILITIES

FOUNDER FIRST

A comprehensive resources list featuring vetted services, tools, and opportunities curated for startups.

An emphasis on specialized communities to spark engagement and align with the diverse needs of founders.

Event management tools and system integrations that allow startup communities to increase engagement.

A multimedia-rich environment with diverse content sharing, providing a comprehensive platform for expression and communication.

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SECRET SAUCE

A FORCE MULTIPLIER FOR STARTUPS

White-labeled AI Matchmaking system that connects users with individuals and resources including Investors, Grants, Service Providers, Communities, Events, etc.
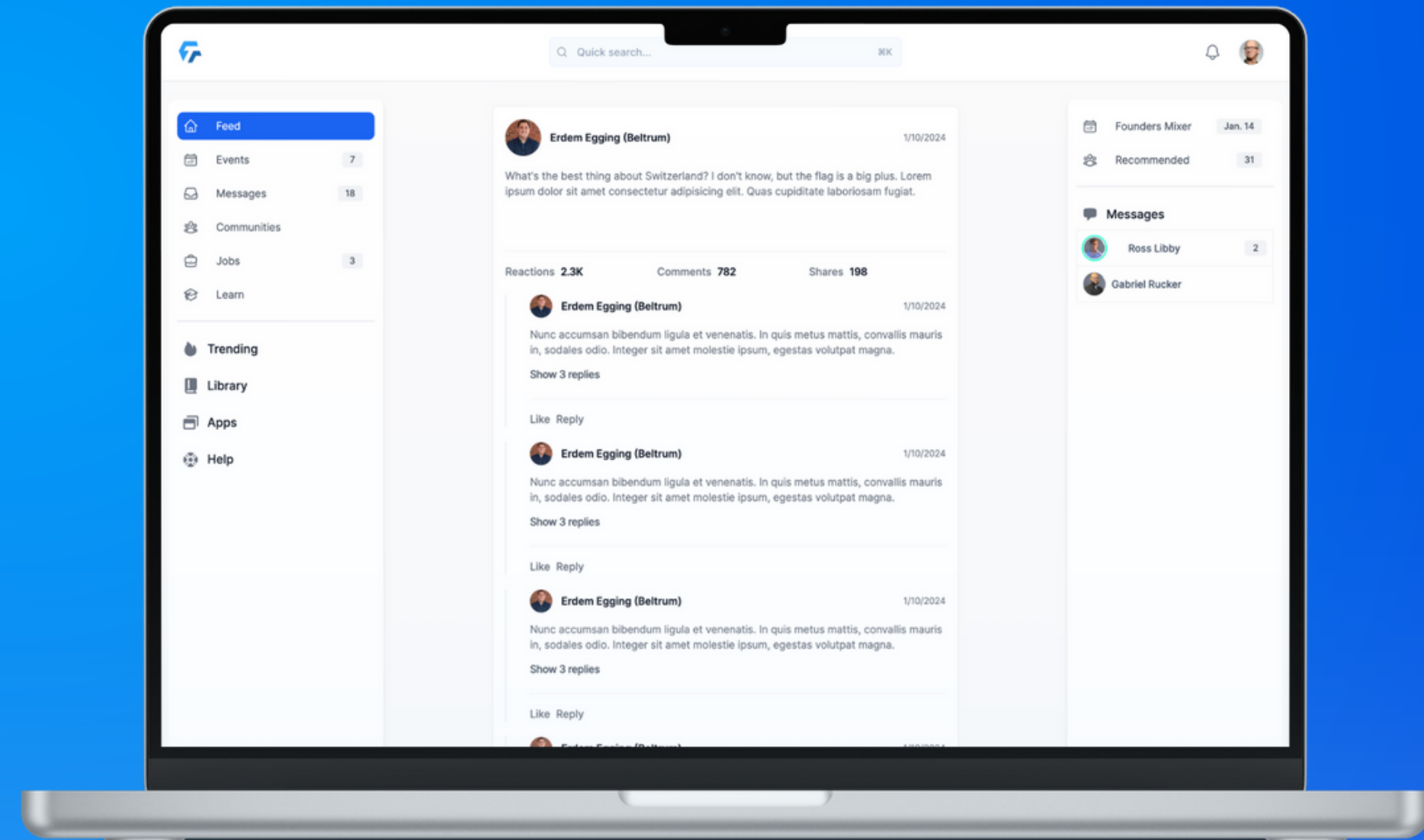
Karma System and Rewards system to incentivize interactions by providing credibility and additional resources.

Integrations that centralize data and streamline research and business processes.

Meaningful Messaging system that provides interaction guardrails and improves communication and documentation.
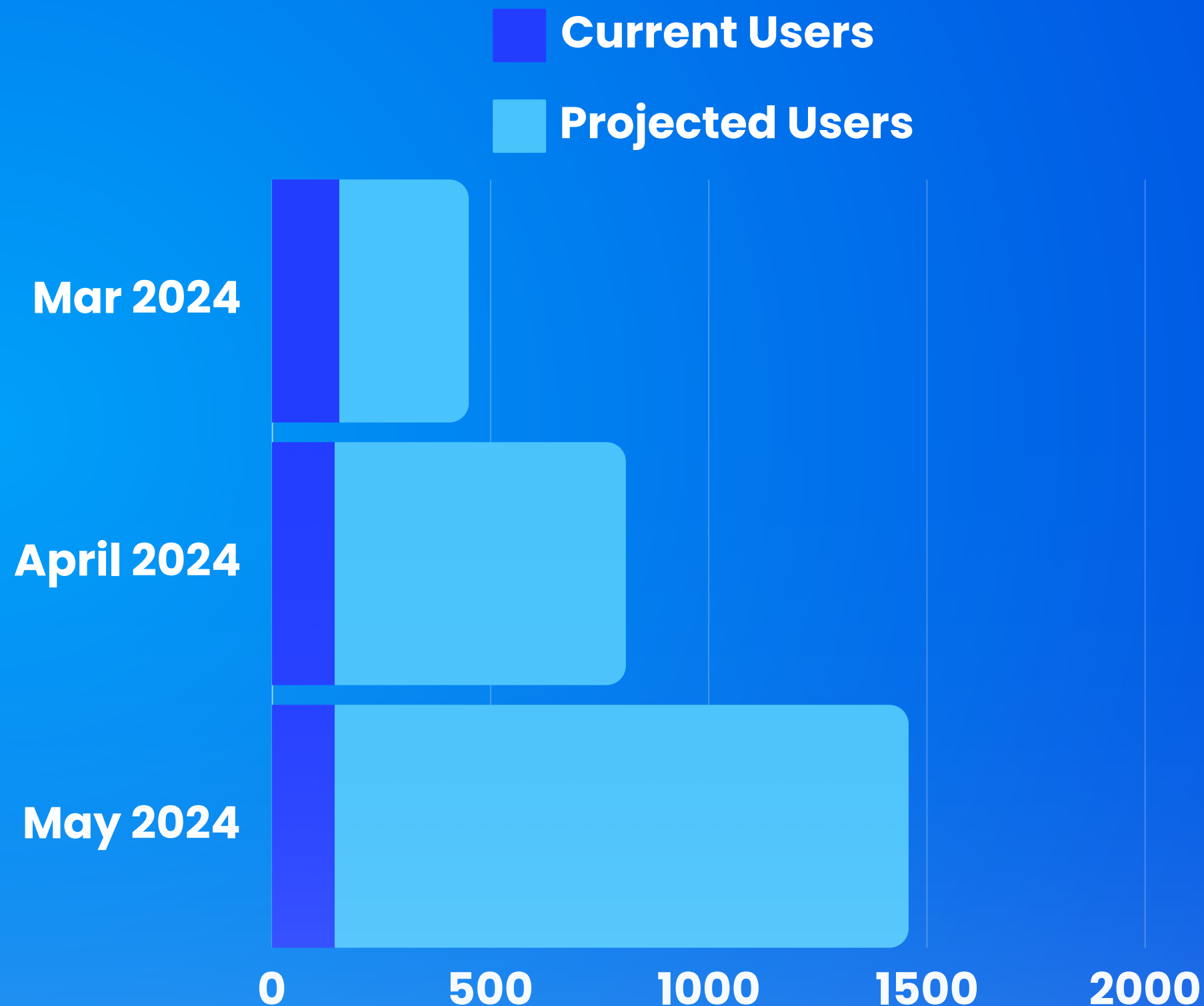
PROFESSIONAL NETWORKING FOUNDATION

Offers robust data and analytics that provide valuable insights into user behavior, engagement metrics, and network dynamics.

Provides opportunities for seamless API integration with other platforms, third-party apps, and business tools.

Fosters a sense of community among users, encouraging collaboration, knowledge sharing, and relationship-building.

Network effect not available to other relationship management systems providing additional ease of use at scale.

TRACTION

ACQUIRED 100+ USERS ON OUR WAITLIST SINCE IT OPENED IN LATE 2023

Secured 8 partnerships with resources (12 additional contracts pending) and 25+ projected before April MVP Beta Launch.

Completed Austin Fall 23 Founder Institute accelerator program on January 18th.

Closed Alpha Launch scheduled for March 19th.

Open Beta launch scheduled for April 2024 and Full Platform launch for Q3 2024.

■ Current Users
■ Projected Users

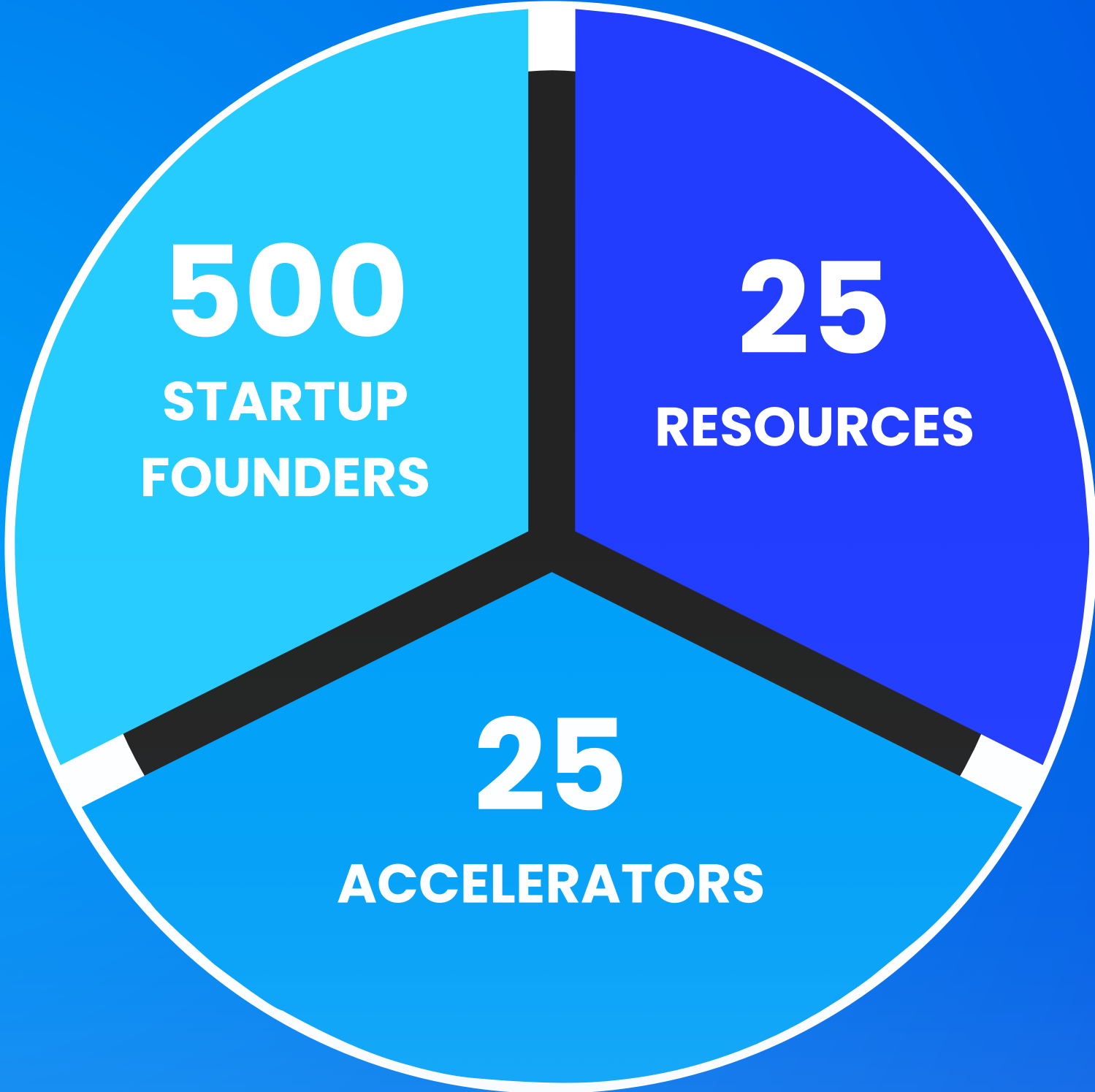Mar 2024
April 2024
May 2024

0   500   1000   1500   2000

GTM STRATEGY

COMMUNITY FOCUSED

Secure partnerships with service providers, accelerators, VC firms, incubators, and community builders in major startup cities.

Referral Programs that offer incentives such as discounts, rewards, or premium features.

Develop content including blog posts, articles, whitepapers, and case studies.

Webinars, workshops, online events, templates, and toolkits that address specific pain points and offer actionable insights.

500 STARTUP FOUNDERS

25 RESOURCES

25 ACCELERATORS

BETA LAUNCH TARGETS

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BUSINESS MODEL

Base Tier
Free

Social Feeds
Connections & Messaging
Resource Suggestions
Basic Search
Communities & Event Listings

Pro Tier
$29.99/mo

AI Messaging
AI Matchmaking
AI Searching
Event Management Tools

In-Depth Profile & Connection Analytics

Enterprise Tier
$49.99/mo

Increased Data Storage Limits
Cross Platform Updates

*Additional Integrations

*Additional Enterprise Pricing & Integrations Available

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OTHER REVENUE

**Advertising
1%-15% of Total Revenue**

Varies Based on Contract

**Percentage of Revenue Generated
within 12 months of Customer
Acquisition**

**Event Management
Included in All Tiers**

**Service Fees - 2.9% of Total Order
Payment Processing - 3% of Total**

*Additional Enterprise Pricing & Integrations Available

EVENT TIERS

Base Tier
Free

5 Events - 50 Tickets Per Event
Marketing Emails - 100 Per Day
In Platform Notifications - Unlimited
Base Level Event & Marketing Tools

Pro Tier
$29.99/mo

10 Events - 100 Tickets Per Event
Marketing Emails - 10,000 Per Month
In Platform Notifications - Unlimited
AI Event & Marketing Tools
Advanced Analytics

Enterprise Tier
$49.99/mo

Unlimited Events - No Ticket Limits
Marketing Emails - 15,000 Per month
In Platform Notifications - Unlimited
AI Event & Marketing Tools
Advanced Analytics

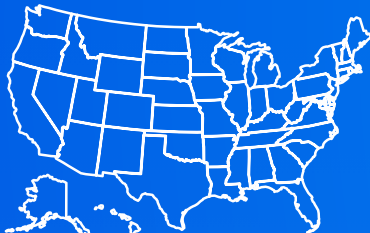***Additional Enterprise Pricing & Integrations Available**

MARKET SIZE

$36 Billion
Total Available Market (TAM)
30 Million Startups Globally

$1.9 Billion
Serviceable Available Market (SAM)
3.1 Million Entrepreneurs in the US

$45 Million
Serviceable Obtainable Market (SOM)
37.5 Thousand Venture Back Startups in the US

*METRICS BASED ON SUBSCRIPTIONS ONLY

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COMPETITORS

	Startup Instant	Circle	LinkedIn	CoffeeSpace	Entre	Founding Titans
Curated Networking	✓	✓	✓	✓	✓	✓
GEO Social Networking	✓	✓	✓	✗	✗	✓
Community Portal	✓	✓	✓	✗	✓	✓
Startup Focused	✓	✗	✗	✓	✗	✓
A.I Powered Matchmaking	✗	✗	✗	✓	✗	✓
A.I. Powered Search	✗	✓	✗	✗	✗	✓
White-labeled software	✗	✗	✗	✗	✗	✓

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OUR TEAM

GABRIEL RUCKER

Co-Founder

CEO

10+ Years Working with Startups
2+ Years with Robotics & A.I. Startup

ROSS LIBBY

Co-Founder

CTO

9+ Years as Technical Lead with Startups
Previous Co-Founder of E-Comm Tech Startup

ADVISORS

GEOFF KOLANDER

Enduring Value Partners

CITIZENS

DIANTHE SKURKO

gvc PARTNERS

FORMA PRIME

OMAR ZAKI

Qima Ventures
Value Driven Capital

CUBIT VENTURES

COLBY HARVEY

Google

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FUTURE ROADMAP

1	MVP Launch (Alpha Test)	2	Alpha Test AI Matchmaking	3	Full Platform Launch*	4	5+ Major Startup Cities

Q1 2024   **Q2 2024**   **Q3 2024**   **Q4 2024**

1	Platform Launch (Beta Test)	2	Beta Test Mobile App	3	3+ Major Startup Cities	4	25K+ Total Users

*Full platform launch includes a fully functional platform on web and mobile with our Alpha tested AI matchmaking system.

We Are Raising $1.8M To Achieve

- 20K Base Users (Unpaid)
- 5K Pro Users (Paid)

BY Q4 2024 TO ACHIEVE
$150K IN MRR

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USE OF PROCEEDS

- Platform Development – 55.4%
- R&D – 9.4%
- System Costs – 5%
- Operations – 19.4%
- Operating Costs – 4.1%
- Legal – 2.8%
- Go To Market – 3.9%

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