OUTREACH FORGE

INVESTOR OUTREACH INTELLIGENCE

FULL FINDINGS REPORT

Monid

Provides a unified interface that lets AI agents discover, select, and invoke any of over 1,300 third-party tools on demand, handling routing, metering, and payment automatically.

https://monid.ai

INVESTORS	BENCHMARKS	CONTACTS	WITH REACH
12 shortlisted	1 portfolio comps	16 partners / GPs found	10 shown in §06

Generated
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01 Executive overview

SYNTHESIS

Compact readout of product, traction, and the outreach posture before the full findings.

PRODUCT SNAPSHOT

NAME	Monid
AUDIENCE	Developers and businesses building AI agents or automation workflows that need seamless, pay-per-call access to a wide range of external APIs and services.
WHAT IT DOES	Provides a unified interface that lets AI agents discover, select, and invoke any of over 1,300 third-party tools on demand, handling routing, metering, and payment automatically.
WEBSITE	monid.ai

- Catalog of 1,300+ tools across 13+ providers (search, scraping, voice, image, data, etc.).
- Pay-per-call pricing with a single balance-no subscription fees.
- Multiple integration methods (Skill line, MCP server, CLI) compatible with major agent frameworks.
- Automatic tool selection by the agent plus built-in usage metering and revenue sharing for tool providers.

PERFORMANCE SNAPSHOT

MRR	$68,000
REVENUE	$42,000
CHURN	0.9
GROWTH	8.3 % (Feb), 12
SEGMENT	B2B SaaS - developer tools.
MRR GROWTH	+$26,000 over 5 months → ≈62 % total increase.

- Net Revenue Retention (NRR) is listed as 118 %, indicating that expansion revenue more than offsets churn.
- Segment: B2B SaaS - developer tools.
- Month-over-month growth rates: 8.3 % (Feb), 12.1 % (Mar), 9.8 % (Apr), 8.9 % (May), 11.5 % (Jun). Consistently positive.
- Customer base grew from 180 to 270 (+50 %).

OUTREACH POSTURE

Firms: 7 · Reachable contacts: 10 · Investors listed: 12 · Benchmarks: 1

Section 04 carries the full investor thesis shortlist. Sections 05–06 add revenue comps and partner reach.

02 Product analysis

WEBSITE

Full product readout from the website analysis (tools: visit).

Product name: Monid

What it does: Provides a unified interface that lets AI agents discover, select, and invoke any of over 1,300 third-party tools on demand, handling routing, metering, and payment automatically.

Who it is for: Developers and businesses building AI agents or automation workflows that need seamless, pay-per-call access to a wide range of external APIs and services.

Notable product capabilities:

- Catalog of 1,300+ tools across 13+ providers (search, scraping, voice, image, data, etc.).
- Pay-per-call pricing with a single balance-no subscription fees.
- Multiple integration methods (Skill line, MCP server, CLI) compatible with major agent frameworks.
- Automatic tool selection by the agent plus built-in usage metering and revenue sharing for tool providers.

03 Company performance

SPREADSHEET

Financial synthesis across the uploaded workbook (2 sheets).

1. Revenue overview

- MRR (monthly recurring revenue) rose from $42,000 (Jan 2025) to $68,000 (Jun 2025).
- ARR (annualized recurring revenue) reported in the Summary sheet is $816,000, which equals 12 × the latest MRR ($68,000 × 12).
- Net Revenue Retention (NRR) is listed as 118 %, indicating that expansion revenue more than offsets churn.
- Segment: B2B SaaS - developer tools.

2. Trajectory

- MRR growth: +$26,000 over 5 months → ≈62 % total increase.
- Month-over-month growth rates: 8.3 % (Feb), 12.1 % (Mar), 9.8 % (Apr), 8.9 % (May), 11.5 % (Jun). Consistently positive.
- Customer base grew from 180 to 270 (+50 %).
- Churn % fell steadily from 2.1 % to 1.2 %, supporting the upward revenue trend.

3. Cross-sheet insights

- The ARR figure in Summary aligns exactly with the June MRR (68 k × 12), confirming internal consistency.
- Declining churn and rising customer count together explain the strong MRR acceleration and the high NRR (118 %).
- The 118 % NRR suggests existing customers are expanding their spend, complementing the organic growth from new customers.

4. Notable patterns

- Steady acceleration rather than a single spike - growth rates stay in the high-single-digit to low-double-digit range each month.
- Improving churn (down 0.9 pp) indicates better product/retention performance.
- No evident seasonality within the six-month window; the trend is uniformly upward.

5. Risks / gaps / inconsistencies

- Data horizon: Only six months of data; cannot assess annual seasonality or longer-term churn trends.
- Missing metrics: No explicit bookings, expansion vs. contraction revenue, or dollar-value churn; NRR is given without supporting numbers.
- No prior-year comparison: Limits ability to benchmark growth against historical performance.
- No contradictions between sheets; the only limitation is the narrow scope of the dataset.

04 Investor shortlist

EXA + GROQ

Full AI shortlist of investors and firms matched to product category and stage — thesis fit, focus, portfolio examples, and confidence gaps.

Top investors that match Monid’s profile (B2B SaaS / developer-tools / AI-agent / API-marketplace)

	INVESTOR / FIRM	WHY IT FITS MONID	FOCUS / THESIS (AS STATED IN THE EXA DATA)	EXAMPLE PORTFOLIO COMPANIES (FROM THE RESULTS)
1	Darkmode Ventures	Actively backs “early-stage AI companies” with an emphasis on enterprise software and developer platforms - exactly the space Monid lives in (AI-enabled tooling that developers integrate).	“By builders for builders” - invests $100k-$200k at pre-seed through Series A in enterprise SaaS, developer platforms, AI/ML, modern data stack.	Drata, Merge, Bluesky, Tabnine, Puzzle
2	Preston-Werner Ventures (PWV)	Explicitly targets early-stage technical founders building dev-tools, generative-AI platforms and integration layers - a close match to an API-catalog / tool-selection layer for AI agents.	Early-stage capital for technology founders; invests $500k-$3M+ at pre-seed to Series A; focus on dev-tools, DevOps, generative AI.	Command Code
3	Glasswing Ventures	Invests in “AI-driven automation and intelligent enterprise infrastructure,” which includes the kind of agentic plumbing and automation tooling Monid provides.	Early-stage AI & frontier-tech startups enabling the intelligent enterprise; enterprise SaaS, cybersecurity, AI-based automation.	Asepha, Tensorstax
4	Preface Ventures	“Frontier Enterprise” thesis covers software automation/optimization and security orchestration - both relevant to a marketplace that routes, meters and monetises third-party APIs.	Pre-seed to Series A; $750k-$2M check sizes; backs infrastructure problems discovered at scale (dev-automation, security, financial infra).	Ambient.ai, Barndoor.ai, Contextai.us, Dassana.io, Dope.security, Endor Labs
5	Point Nine Capital	European-focused VC with a strong dev-tools / AI-first SaaS track record; good fit for a North-American/European B2B SaaS that is still under $1 M ARR.	Seed to Series A; PLG-oriented, modern infrastructure, AI-first software.	Clio, Docplanner, Attio, Algolia
6	DeepQ Ventures	Family-office style fund that backs the “infrastructure of intelligence” - model serving, security of autonomous code, and “agentic plumbing.” Monid’s routing/ metering layer is exactly that plumbing.	Seed-Series B; invests in AI infrastructure that most people don’t pay attention to (model serving, autonomous-code security, agentic plumbing).	No portfolio companies listed in the excerpt

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Gaps / Low-confidence items

INVESTOR	REASON FOR UNCERTAINTY
DeepQ Ventures	The Exa snippet mentions the thesis but does not list any portfolio companies; we cannot verify past deals in the API-marketplace or dev-tools space.
PWV (Preston-Werner Ventures)	Only one portfolio name (Command Code) is given; we lack a broader view of their activity in API-catalog or AI-agent platforms.
Glasswing Ventures	Portfolio shows AI-automation (Asepha, Tensorstax) but no explicit API-marketplace or developer-tool examples; relevance is inferred from “automation” focus.
Preface Ventures	Portfolio companies are largely in security/AI-infrastructure; none are pure API-marketplaces, so fit is based on the broader “software automation” thesis.
Point Nine Capital	Strong dev-tools pedigree, yet the listed companies (Clio, Algolia, etc.) are not API-catalogs; relevance is inferred from their overall dev-tools/AI focus.
Darkmode Ventures	Portfolio includes AI-developer tools (Tabnine, Puzzle) which align well, but no direct API-marketplace example; still a high-confidence match given the explicit “developer platforms” thesis.

Bottom line:
Darkmode Ventures, Preston-Werner Ventures, Glasswing Ventures, Preface Ventures, and Point Nine Capital are the most concrete, thesis-aligned investors for Monid. DeepQ Ventures is a plausible addition but carries the lowest confidence due to missing portfolio evidence.

STRUCTURED SHORTLIST

INVESTOR	WHY RELEVANT	EXAMPLE PORTFOLIO
1 Darkmode Ventures	Actively backs “early-stage AI companies” with an emphasis on enterprise software and developer platforms - exactly the space Monid lives in (AI-enabled tooling that developers integrate).	“By builders for builders” - invests $100k-$200k at pre-seed through Series A in enterprise SaaS, developer platforms, AI/ML, modern data stack.
2 Preston-Werner Ventures (PWV)	Explicitly targets early-stage technical founders building dev-tools, generative-AI platforms and integration layers - a close match to an API-catalog / tool-selection layer for AI agents.	Early-stage capital for technology founders; invests $500k-$3M+ at pre-seed to Series A; focus on dev-tools, DevOps, generative AI.
3 Glasswing Ventures	Invests in “AI-driven automation and intelligent enterprise infrastructure,” which includes the kind of agentic plumbing and automation tooling Monid provides.	Early-stage AI & frontier-tech startups enabling the intelligent enterprise; enterprise SaaS, cybersecurity, AI-based automation.
4 Preface Ventures	“Frontier Enterprise” thesis covers software automation/optimization and security orchestration - both relevant to a marketplace that routes, meters and monetises third-party APIs.	Pre-seed to Series A; $750k-$2M check sizes; backs infrastructure problems discovered at scale (dev-automation, security, financial infra).
5 Point Nine Capital	European-focused VC with a strong dev-tools / AI-first SaaS track record; good fit for a North-American/European B2B SaaS that is still under $1 M ARR.	Seed to Series A; PLG-oriented, modern infrastructure, AI-first software.
6 DeepQ Ventures	Family-office style fund that backs the “infrastructure of intelligence” - model serving, security of autonomous code, and “agentic plumbing.” Monid’s routing/ metering layer is exactly that plumbing.	Seed-Series B; invests in AI infrastructure that most people don’t pay attention to (model serving, autonomous-code security, agentic plumbing).

INVESTOR	WHY RELEVANT	EXAMPLE PORTFOLIO
DeepQ Ventures The Exa snippet mentions the thesis but does not list any portfolio companies; we cannot verify past deals in the API-marketplace or dev-tools space.	The Exa snippet mentions the thesis but does not list any portfolio companies; we cannot verify past deals in the API-marketplace or dev-tools space.	—
PWV (Preston-Werner Ventures) Only one portfolio name (Command Code) is given; we lack a broader view of their activity in API-catalog or AI-agent platforms.	Only one portfolio name (Command Code) is given; we lack a broader view of their activity in API-catalog or AI-agent platforms.	—
Glasswing Ventures Portfolio shows AI-automation (Asepha, Tensorstax) but no explicit API-marketplace or developer-tool examples; relevance is inferred from “automation” focus.	Portfolio shows AI-automation (Asepha, Tensorstax) but no explicit API-marketplace or developer-tool examples; relevance is inferred from “automation” focus.	—
Preface Ventures Portfolio companies are largely in security/AI-infrastructure; none are pure API-marketplaces, so fit is based on the broader “software automation” thesis.	Portfolio companies are largely in security/AI-infrastructure; none are pure API-marketplaces, so fit is based on the broader “software automation” thesis.	—
Point Nine Capital Strong dev-tools pedigree, yet the listed companies (Clio, Algolia, etc.) are not API-catalogs; relevance is inferred from their overall dev-tools/AI focus.	Strong dev-tools pedigree, yet the listed companies (Clio, Algolia, etc.) are not API-catalogs; relevance is inferred from their overall dev-tools/AI focus.	—
Darkmode Ventures Portfolio includes AI-developer tools (Tabnine, Puzzle) which align well, but no direct API-marketplace example; still a high-confidence match given the explicit “developer platforms” thesis.	Portfolio includes AI-developer tools (Tabnine, Puzzle) which align well, but no direct API-marketplace example; still a high-confidence match given the explicit “developer platforms” thesis.	—

05 Portfolio revenue benchmarks

PRE-INVESTMENT

ARR / MRR / revenue reported for portfolio companies before or around investor entry.

Pre-investment revenue benchmarks that were actually disclosed in the Exa search results

PORTFOLIO COMPANY	INVESTOR(S) THAT LED THE ROUND	FINANCING ROUND (DATE & SIZE)	REVENUE REPORTED BEFORE THE MONEY CLOSED	SOURCE & CONFIDENCE
Dreambase	Felicis Ventures (co-lead with Darkmode Ventures)	Seed - May 2026 - $3.7 M	≈ $82 K MRR → ≈ $988 K ARR (annualised)	High - article explicitly states the numbers 【benchmarks[0].preInvestmentRevenue】
Other portfolio companies of Darkmode Ventures, Preston-Werner Ventures, Glasswing Ventures, Preface Ventures, Point Nine Capital, DeepQ Ventures	-	-	No publicly disclosed ARR/MRR/revenue at the time of their pre-seed/seed/Series A rounds (most were too early-stage or the data simply isn't reported).	Low - the Exa crawl found no concrete figures; the "notes" field calls this out 【notes】

\ Where the round had multiple investors, the lead(s) are shown; the benchmark is tied to the round as a whole.

How Monid stacks up (using the only comparable data point)

METRIC	MONID (LATEST DISCLOSED)	DREAMBASE (PRE-SEED/SEED)	GAP / INSIGHT
MRR	$68 K (June 2025)	$82 K (May 2026)	Dreambase was a little larger on a monthly basis at the time it raised its seed round.
ARR	$816 K (annualised)	$988 K (annualised)	Dreambase's ARR was ~ $170 K higher than Monid's current ARR.
Customer count	270 (June 2025)	Not disclosed	No direct comparison possible.
Round size	(not provided)	$3.7 M seed	Dreambase raised a multi-million seed round; Monid's next raise will need to justify a similar or larger valuation given the slightly lower revenue base.

Takeaway: Monid's current revenue run-rate is just under the pre-investment run-rate of Dreambase, a seed-stage peer that secured a $3.7 M round. This suggests Monid is in a comparable (slightly earlier) revenue stage for the investors listed.

Missing / low-confidence data

INVESTOR	WHY THE BENCHMARK IS MISSING / UNCERTAIN
Darkmode Ventures	Portfolio list (Drata, Merge, Bluesky, Tabnine, Puzzle) does not include disclosed ARR/MRR at the time of their financing.
Preston-Werner Ventures	Only "Command Code" is named; no revenue numbers are publicly available for its pre-seed/seed round.
Glasswing Ventures	Portfolio (Asepha, Tensorstax) focuses on AI automation; no ARR/MRR disclosed for the financing events.
Preface Ventures	Companies (Ambient.ai, Barndoor.ai, etc.) are security/AI-infra; revenue metrics at round close are not reported.
Point Nine Capital	Well-known dev-tools investors (Algolia, Attio, etc.) - the specific financing rounds of interest lack public revenue disclosures.
DeepQ Ventures	Thesis is described but no portfolio companies are listed, so no benchmark can be extracted.

Bottom line: The only concrete pre-investment revenue figure we have for the target investor set is Dreambase's ~ $82 K MRR / $988 K ARR at its seed round. All other firms either invest at stages where revenue isn't yet reported or simply haven't made those numbers public, so any benchmarking beyond Dreambase would be speculative. Use Dreambase as the primary reference point when positioning Monid's $68 K MRR / $816 K ARR to these investors.

STRUCTURED BENCHMARKS

COMPANY	INVESTOR	PRE-INVESTMENT REVENUE	METRIC
Dreambase Seed, May 2026, $3.7M	Felicis Ventures, Darkmode Ventures, et al.	~$82K MRR; ~$988K ARR	ARR

06 Partner contacts

OUTREACH LIST

Partners / GPs at target firms who have at least one public LinkedIn, email, X, or other social URL.

Darkmode Ventures · Preston-Werner Ventures · Glasswing Ventures · Preface Ventures · Point Nine Capital · DeepQ Ventures · Preston-Werner Ventures (PWV)

Amir Shevat - Darkmode Ventures - Co-Founder & General Partner -
Kat Orekhova - Darkmode Ventures - Co-Founder & General Partner - https://www.linkedin.com/in/katorekhova/
Raphael Danilo - Darkmode Ventures - Co-Founder & General Partner - https://www.linkedin.com/in/raphadanilo/
Tom Preston-Werner - Preston-Werner Ventures (PWV) - Cofounder & General Partner - https://www.linkedin.com/in/mojombo
David Price - Preston-Werner Ventures (PWV) - General Partner - https://www.linkedin.com/in/dsprice
David Thyresson - Preston-Werner Ventures (PWV) - Partner -
Rick Grinnell - Glasswing Ventures - Founder and Managing Partner -
Vlad Sejnoha - Glasswing Ventures - Partner -
Rudina Seseri - Glasswing Ventures - Founder and Managing Partner -
Kleida Martiro - Glasswing Ventures - Partner -
Farooq Abbasi - Preface Ventures - Founding Partner - https://linkedin.com/in/abbasifarooq
Christoph Janz - Point Nine Capital - Managing Partner - https://de.linkedin.com/in/christophjanz
Kolja Hebenstreit - Point Nine Capital - Co-Founder & Venture Partner - https://linkedin.com/in/koljahebenstreit
Pawel Chudzinski - Point Nine Capital - Partner - https://www.linkedin.com/in/pchudzinski/
Ricardo Sequerra - Point Nine Capital - Partner - https://www.linkedin.com/in/rse
Prashanth Dixit - DeepQ Ventures - Managing Partner -

NAME	FIRM	PUBLIC CONTACTS
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Raphael Danilo Co-Founder & General Partner	Darkmode Ventures	LINKEDIN linkedin.com/in/raphael-danilo EMAIL rapha@darkmode.vc X / TWITTER x.com/raph_danilo
Tom Preston-Werner Cofounder & General Partner	Preston-Werner Ventures (PWV)	LINKEDIN linkedin.com/in/mojombo
David Price General Partner	Preston-Werner Ventures (PWV)	LINKEDIN linkedin.com/in/dsprice
Farooq Abbasi Founding Partner	Preface Ventures	LINKEDIN linkedin.com/in/abbasifarooq
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Kolja Hebenstreit Co-Founder & Venture Partner	Point Nine Capital	LINKEDIN linkedin.com/in/koljahebenstreit
Pawel Chudzinski Partner	Point Nine Capital	LINKEDIN linkedin.com/in/pchudzinski
Ricardo Sequerra Partner	Point Nine Capital	LINKEDIN linkedin.com/in/rse

People without any public contact channel are omitted from this table — nothing is invented.

07 Sources & method

EVIDENCE

PIPELINE METHOD

WEBSITE	groq/compound
REVENUE	openai/gpt-oss-120b
INVESTORS	Exa deep search + Groq synthesis
PORTFOLIO	Exa deep search + Groq synthesis
CONTACTS	Firm search → per-person enrichment

COVERAGE

PRODUCT URL	monid.ai
WORKBOOK SHEETS	2
INVESTOR EXA HITS	8
PORTFOLIO EXA HITS	8
CONTACTS LISTED	10

EVIDENCE TITLES & URLS

1. **DarkMode Ventures**
   https://darkmode.vc/
2. **PWV | Early stage capital for technology founders | Preston-Werner Ventures**
   https://pwv.com/
3. **Glasswing Ventures | Where Ideas Take Flight**
   https://glasswing.vc/
4. **Preface Ventures Pre-Seed to Series A Investor | VCMatch**
   https://vcmatch.ai/investors/preface-ventures
5. **Point Nine | Investment Thesis & Preferences | F4**
   https://f4.fund/firms/point-nine
6. **DeepQ Ventures · Capital for the infrastructure of intelligence**
   https://deepq.vc/
7. **Aventra Capital | GP Yannick Kpodar – Operator-Led Seed Investing in B2B SaaS & AI**
   https://aventracapital.com/
8. **Angel Invest – Europe's most active early-stage investor**
   https://angelinvest.ventures/
9. **Dreambase Raises $3.7 Million In Seed Funding Round - SuperbCrew**
   https://www.superbcrew.com/dreambase-raises-3-7-million-in-seed-funding-round/
10. **Darkmode Ventures | Portfolio, Investments & AUM | Caplight**
    https://www.caplight.com/investor/darkmode
11. **DarkMode Ventures Portfolio Investments, DarkMode Ventures Funds, DarkMode Ventures Exits**
    https://www.cbinsights.com/investor/darkmode-ventures
12. **Darkmode Ventures | Pipeseed**
    https://pipeseed.com/investor/darkmode-ventures-322988
13. **PWV | Showcase Figures | Preston-Werner Ventures**
    https://pwv.com/showcase/figures/
14. **PWV | Portfolio | Preston-Werner Ventures**
    https://pwv.com/portfolio/
15. **DEEPQ VENTURES PTE. LTD. (202233196N)**
    https://recordowl.com/company/deepq-ventures-pte-ltd
16. **Deepqai - 2026 Company Profile, Team, Funding, Competitors & Financials - Tracxn**
    https://tracxn.com/d/companies/deepq-ai/__hMbTNvDNdlH-27NdtMSrClbv_r4i5sSpFALaMldg8dg
17. **DEEPQ VENTURES PTE. LTD. · 77 Robinson Road, #20-01, Robinson 77, Singapore 068896**
    https://opengovsg.com/corporate/202233196N
18. **Darkmode Ventures**
    https://www.linkedin.com/company/darkmodevc
19. **DarkMode Ventures**
    https://www.darkmode.vc/
20. **PWV | Tom Preston-Werner - Cofounder & General Partner, Cofounder GitHub | PWV | Preston-Werner Ventures**
    https://pwv.com/team/tom-preston-werner/
21. **Tom Preston-Werner**
    https://www.linkedin.com/in/mojombo
22. **David S. Price**
    https://linkedin.com/in/dsprice