



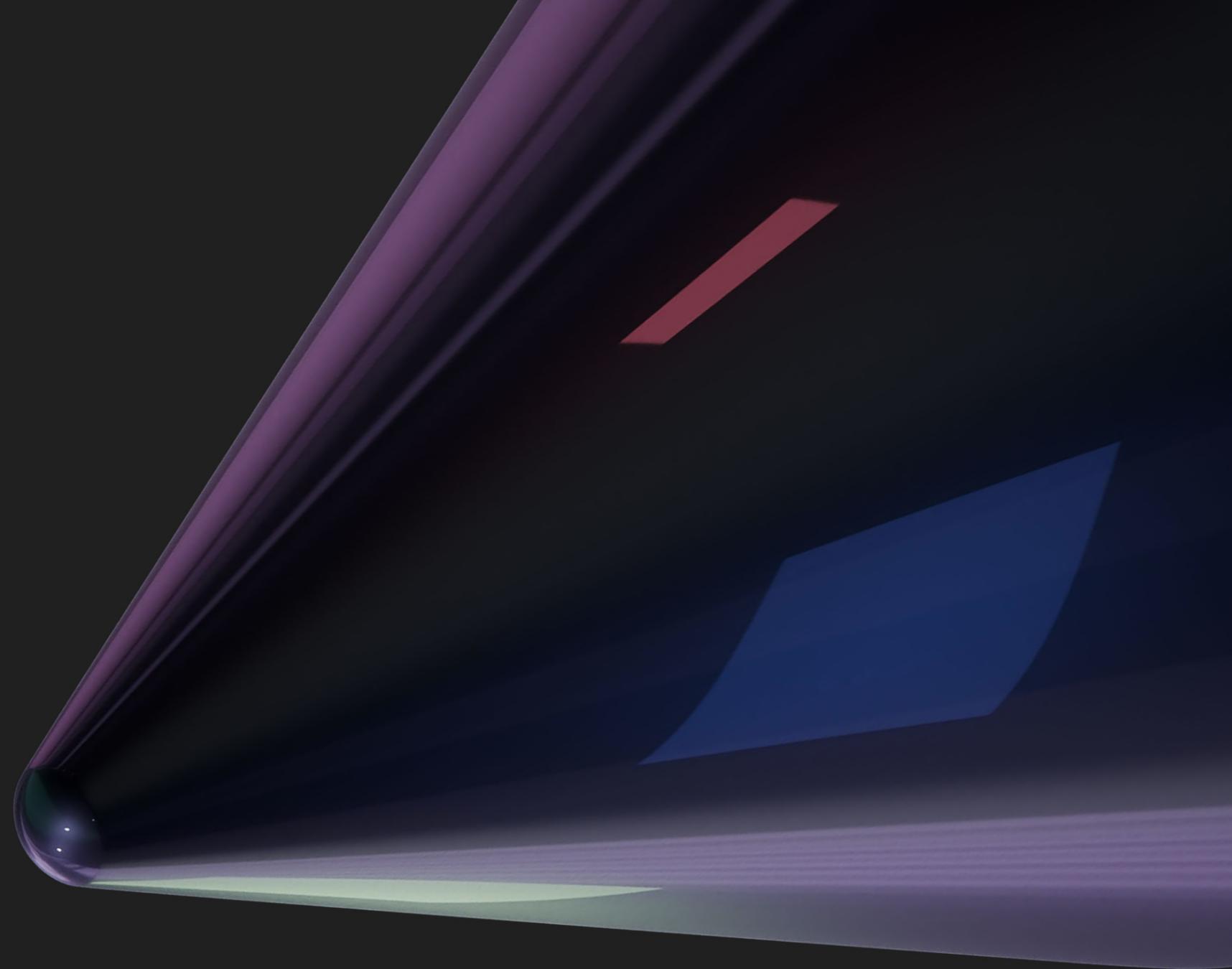
# From Hype to Workflow: AI in Venture Capital



# Intro

AI is becoming more common in venture workflows, but most firms are still using it in fragmented ways across disparate tools and datasets. Below, we explore why AI is most powerful when standardized and how VC teams can unlock the full potential of large language models by embedding them into a connected, standardized system that aligns data, workflows, and decision-making.

Rather than just replacing tasks, connected AI can enhance firm-wide strategy. We'll walk through key use cases like portfolio monitoring, LP relations, deal sourcing, investment decisions, and portfolio support to show how AI can drive real performance when it's structured around shared systems and standards.



# The Hunt for the Source of Truth: Connected AI is a Strategic Advantage

VC firms dealing with disparate data flowing through their portfolio need a single source of truth, one connected, centralized system that aligns teams, supports decision-making, and drives performance. Increasingly, we believe that system will be powered by LLMs. But the real value of AI isn't just in the model, it's in how it connects this disparate data into a consolidated and strategic asset.

On its own, AI can automate. It can summarize notes, scan decks, and generate diligence outputs. But when integrated into a well-synchronized firm with standardized data, clear workflows, and a comprehensive database, AI shifts from automating tasks to amplifying strategy. It becomes a system-wide engine for insight and speed.

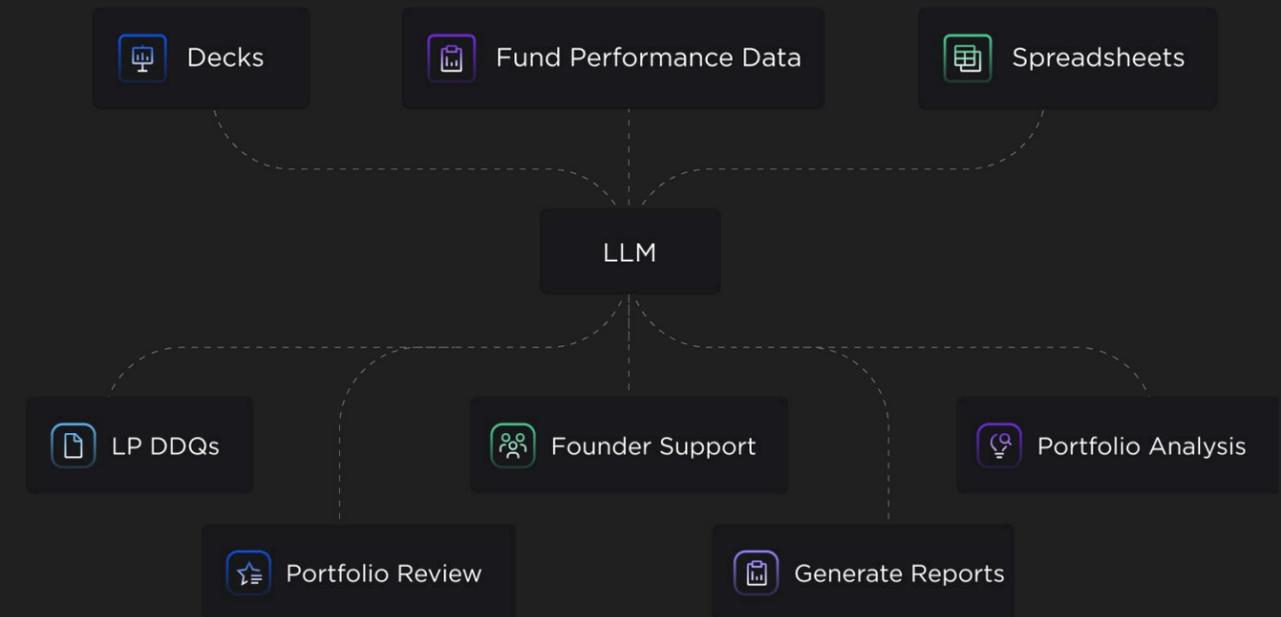
This shift is more than operational. A connected AI system gives every team member shared access to institutional knowledge, historical context, and real-time insights, making it easier to identify patterns, align decisions, and act with confidence. Instead of replacing people, it augments their ability to think clearly, move quickly, and build stronger relationships across the ecosystem.



THE OUTCOME OF THIS EQUATION - THE RIGHT DATA + THE RIGHT AI TOOLS = SUPERPOWERS - IS THE REAL LEVERAGE THAT UNLOCKS TRANSFORMATIVE CAPABILITIES FOR YOUR FIRM.



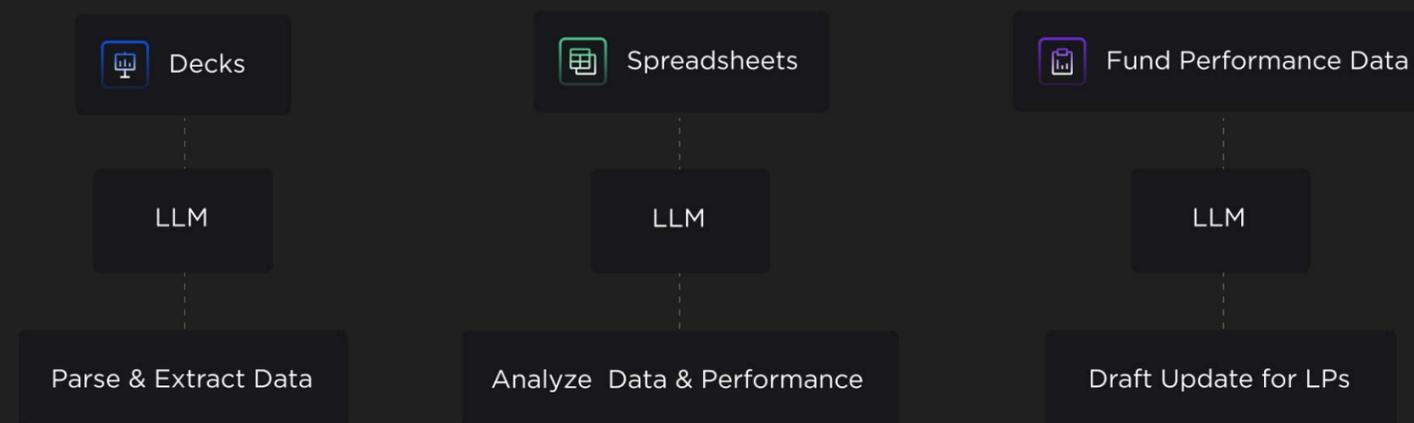
**CORY BOLOTSKY**  
VC PLATFORM CONSULTANT + COACH



For example, in a disconnected firm, where analysts are leveraging ChatGPT for parsing pitch decks, finance leaders are using Claude to analyze data housed in Google Sheets, and GPs are using Gemini to draft an LP update, you can imagine that each party in this scenario is significantly more efficient than they were before AI was ubiquitous. However, while this may feel like a leap in productivity, it's not a significant change in between the lines where key decisions are made and eventually fund performance is, or is not, produced.

In a connected firm, all portfolio data, past, present, and potential, lives in one place and is processed through a single LLM. Because every team member is working with the same model, the outputs are more consistent, accurate, and contextualized. Analysts can evaluate new deals against current portfolio performance with speed and precision. Finance leaders can generate trusted, real-time portfolio views they know align with what others see. And GPs can issue a short, simple prompt that produces a complete, compelling LP update. No manual data gathering required because the system already "knows" all relevant quantitative and qualitative details. The unified model is what makes this leap possible, enabling firms to move faster, communicate more effectively, and find alpha ahead of the market.

The distinction is critical. AI layered across disconnected systems offers efficiency. AI embedded in a connected system offers leverage. It turns scattered insights into structured intelligence and reactive workflows into proactive momentum.



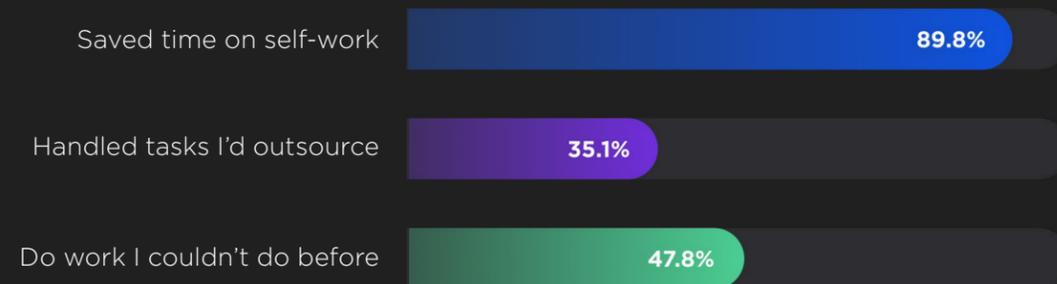
# How VCs are Leveraging Connected AI

Venture funds are using AI across many use cases internally, including all of these areas:



Within each use case, there are baseline AI efficiency improvements as well as new possibilities we can execute because of connected AI. Ben Evans recently surveyed his audience, and after receiving over two thousand responses, he shared this subtly, but critically valuable insight.

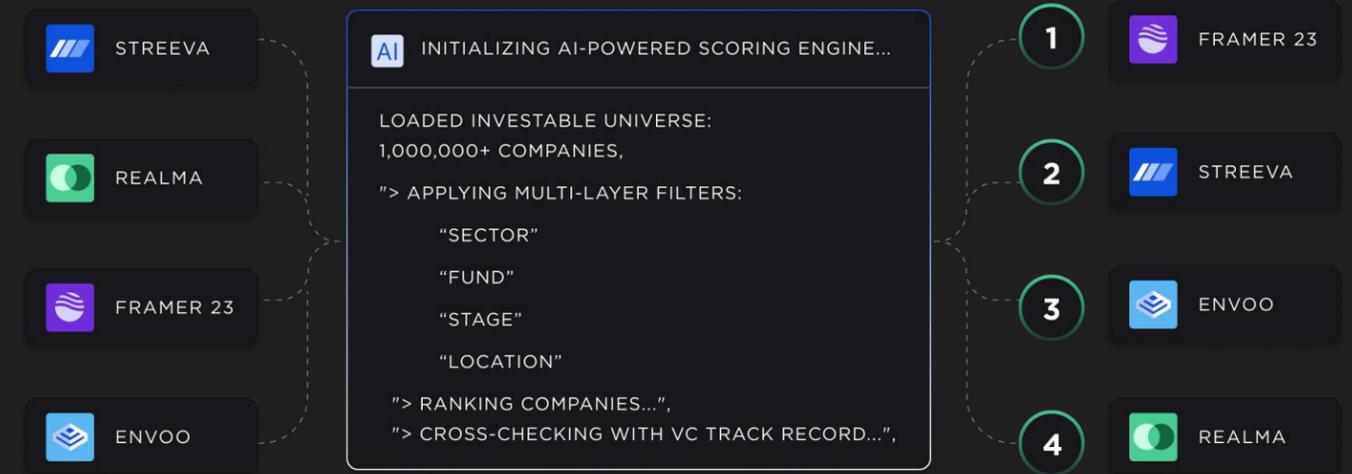
He asked in his survey, "How are [AI chatbots] most useful to you?" and got the following response breakdown.



That last point is the important one. The first two are essentially old news, we all know AI makes us more efficient at normal, remedial tasks that would've gotten done one way or another anyway. However, the last one means AI has now enabled skills and abilities that were not available before, for nearly half of the responding audience, which includes many investors.

Let's take a look at some real-world examples that describe how VCs are elevating into new territory by leveraging AI.

## Sourcing Investment Deals



In a market where nearly every investor is chasing the same warm intros, connected AI is unlocking new sourcing superpowers. Rather than waiting for deals to appear in-network, forward-thinking firms are using systems like Harmonic to proactively scan, score, and surface startups that align with their thesis, often before the founders have even launched a website.

With an investable universe of over a million companies, MVP Ventures knew it needed to narrow the signal without narrowing the funnel. Using Harmonic, the team layered in AI-powered scoring to rank companies by fit, potential, and relevance to their investment criteria, reducing manual sourcing and enabling targeted, founder-first outreach.

When combining this ability with data from their own track record, their Partner and CTO, Jason Mintz, says:

“GIVEN TWO COMPANIES IN A SIMILAR SECTOR AND AT A SIMILAR STAGE, WE CAN DECIDE TO BACK TEAM A OVER TEAM B BECAUSE TEAM A HAS CHARACTERISTICS WE'VE SEEN HISTORICALLY LEAD TO SUCCESS.”

This is not just finding more information from more companies faster, it's about leveraging the power of AI to create a better and living framework to make decisions at scale.

Read more here: <https://www.harmonic.ai/case-study/mvp-ventures>



## Investment Decision Making

Making great investment decisions has always been part art, part science. Connected AI systems are shifting that balance, not by replacing human judgment, but by sharpening it.

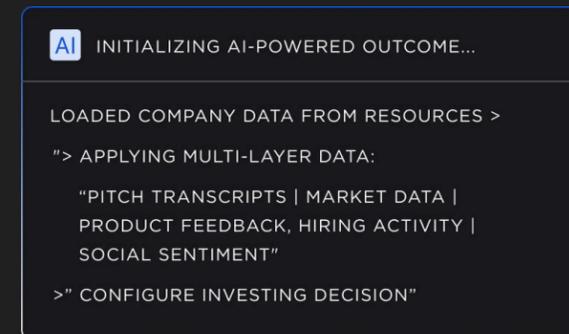
### THE OLD WAY

Stitch together market research, founder signals, and your own experience to make the best call possible.



### THE NEW WAY

Feed AI with structured and unstructured inputs like pitch transcripts, market data, product feedback, hiring activity, and social sentiment, then ask it to reason with you.



That's the shift Jared Heyman describes in his recent article "On Rebel Theorem 4.0," when you connect the right AI models to the right data, you unlock hyper-human investing, decisions that are not just faster, but fundamentally smarter.

Rebel Fund is one of the largest investors in the Y Combinator startup ecosystem, having invested in over 250 YC ventures, so they have a significant data set to run advanced machine-learning and AI models against to see how well they would predict the outcomes of YC startups. The results? The Rebel Theorem 4.0 is right a staggering 70% of the time.

He concludes by saying,

“ I'M CONVINCED THAT OUR LATEST ML/AI MODELS HAVE ALREADY SURPASSED THE CAPABILITIES OF NOT ONLY THE AVERAGE SILICON VALLEY VC, BUT THE VERY BEST VCS — AND AS SAM ALTMAN FAMOUSLY SAYS "THIS IS THE DUMBEST THESE MODELS WILL EVER BE."

Read more here: <https://jaredheyman.medium.com/on-rebel-theorem-4-0-55d04b0732e3>

## Portfolio Monitoring & Management

The days of static spreadsheets and backward-looking updates are numbered. Now, firms are turning to connected AI systems to create dynamic, real-time views into portfolio health, and to surface the signals that actually drive decision-making. It's not just about tracking what's happening. It's about knowing why, and knowing now.

### Cartography: More Time for What Matters

When the team at Cartography implemented Visible across their portfolio, they saw an immediate shift. Their monitoring and reporting workload dropped by nearly 30%. The time savings were significant, but the extra bandwidth to support founders, engage LPs, and dig into analysis across the platform is what really changed the game for Cartography.

Read more here: <https://visible.vc/blog/cartography/>



Visible Customer

PORTFOLIO MANAGEMENT ISN'T JUST ABOUT OVERSIGHT; IT'S A STRATEGIC LEVER FOR COMPOUNDING IMPACT AND ACCELERATING SCALE.

BEN STEIN, GP AT CARTOGRAPHY



ONCE A COMPANY RESPONDS TO OUR VISIBLE REQUEST, IT GRAPHS IT OUT. I CAN SEE IF BURN RATE INCREASES OR IF RUNWAY IS DROPPING OFF, AND IT PROMPTS ME TO ASK THE RIGHT QUESTIONS TO THE GPS. IT KEEPS US ALIGNED.

ANDREW CRINNION, EMERGENCE CAPITAL

### Emergence: Asking Smarter Questions, Faster

The Director of Portfolio Analysis at Emergence Capital, Andrew Crinnion, uses Visible's AI-connected reporting to monitor key signals across their portfolio in real time. When a company responds to a Visible Request, the system instantly graphs out financial trends, highlighting what he needs to see from increases in burn rate to shifts in runway. From there, it prompts timely conversations with GPs and keeps the whole team aligned. This isn't about reactively catching portfolio problems, it's about spotting them early and asking the right questions while there's still time to act.

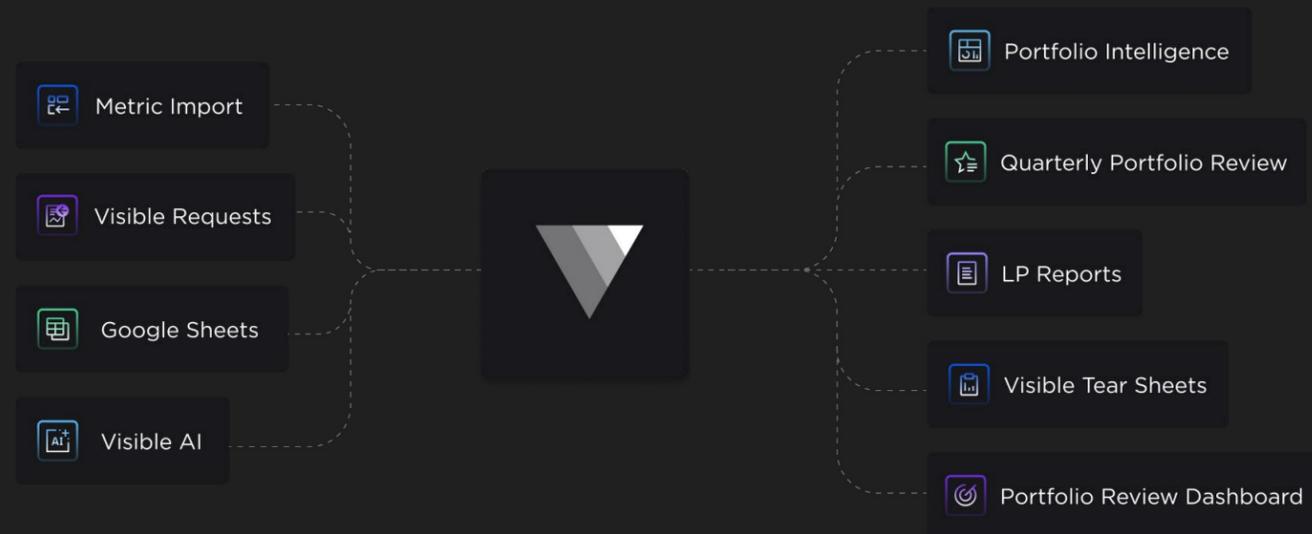
Read more here: <https://visible.vc/blog/emergence-capital/>

Portfolio monitoring used to be a reporting exercise. Connected AI turns it into a strategic advantage. Whether it's surfacing trends, answering critical questions, or enabling faster alignment across teams, the firms leading the charge are the ones treating their data like a living, breathing part of the investment process.



## Platform Support

As portfolios grow, so do expectations. Founders want support that's timely and tailored. LPs want proof that your value-add is real. Platform teams need tools that scale without scaling headcount. That's where connected AI makes the difference, turning raw data into meaningful services and transforming support into a strategic lever.



### Meaningful Benchmark Support

With over 750 portfolio companies across 20 countries, Antler's platform team needs more than spreadsheets and good intentions. They use Visible to centralize data, track performance, and deliver high-impact benchmarking that founders actually use.

“

THE PLATFORM MAKES IT MANAGEABLE TO STAY ON TOP OF A LARGE PORTFOLIO, AND ALSO BENEFITS PORTFOLIO COMPANIES AS WE CAN PROVIDE THEM WITH BENCHMARKING ON PORTFOLIO METRICS.

VEGARD MEDBØ, CO-FOUNDER AND COO, ANTLER

By connecting systems and surfacing portfolio-wide insights, Antler's team can focus less on chasing updates — and more on delivering value founders feel and LPs can see.

Read more here: <https://visible.vc/monitor/>

## Network-Sourced Hiring Intros

Platform teams are increasingly expected to deliver tangible value across hiring, fundraising, and customer development, but the real differentiator isn't having a network, it's knowing how to activate it. With connected tools like Getro, firms are moving from “who do we know?” to “who can we help and how fast?”

Evan Walden, CEO of Getro, built the company after years of manually making intros as a recruiter and founder. The inspiration was simple: founders need help hiring, and investors have powerful networks, but because they lack useful infrastructure, most of that value stays untapped.

“

WE HELP VENTURE CAPITAL AND PRIVATE EQUITY FUNDS MAKE BETTER INTRODUCTIONS FOR THEIR PORTFOLIO COMPANIES. ONE EXAMPLE IS HIRING. WE PULL IN OPEN ROLES FROM THE ENTIRE PORTFOLIO, AND CONNECT THEM TO THE RIGHT PEOPLE IN THE FUND'S NETWORK. THAT USED TO BE A SPREADSHEET. NOW IT'S A SYSTEM.”

EVAN WALDEN, CEO, GETRO

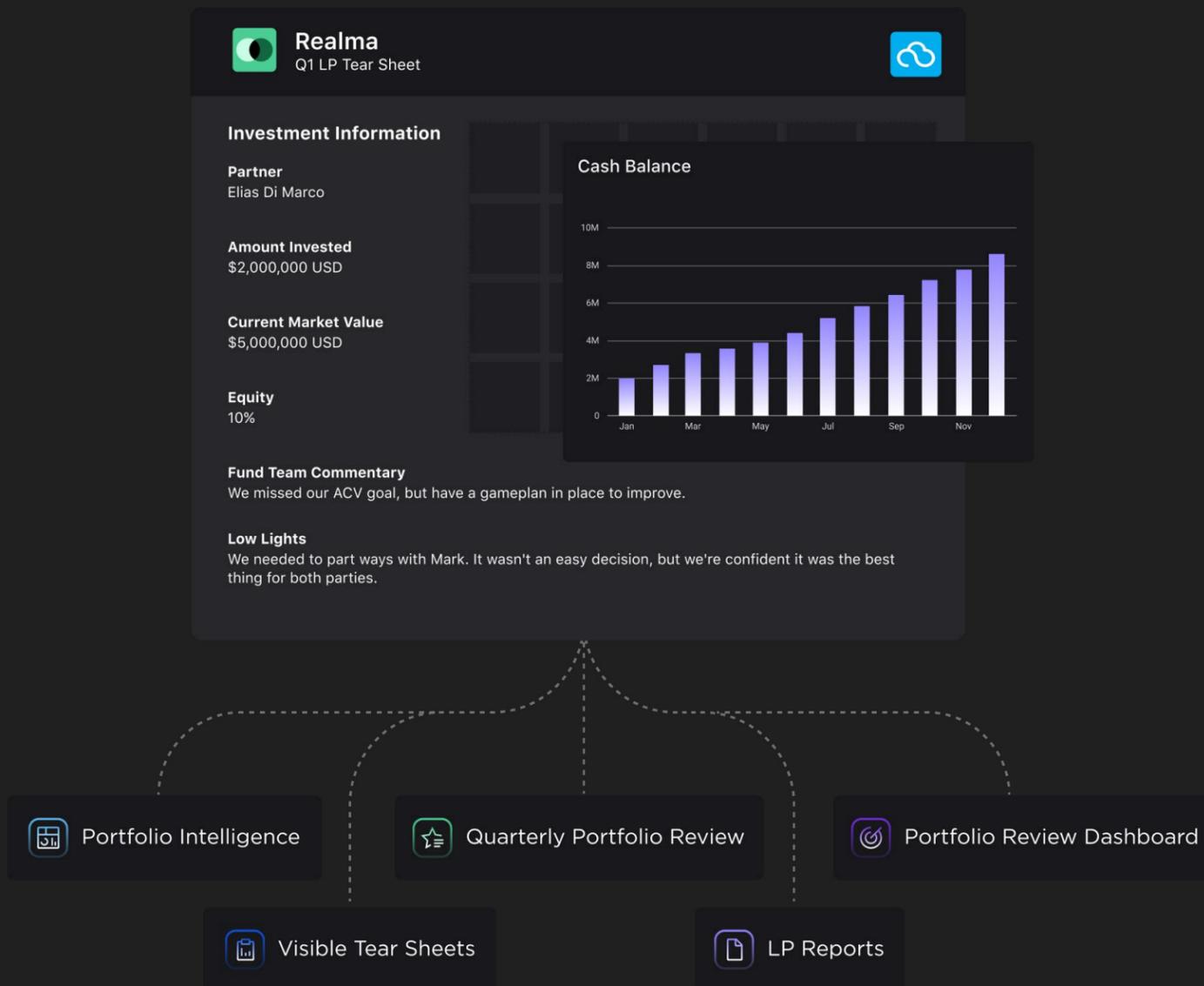
By connecting job boards, CRM contacts, and warm intro pathways, Getro gives platform teams a scalable, always-on engine for delivering value to founders without needing to reinvent the wheel each time.

Read more here: <https://visible.vc/blog/getro-webinar/>



## LP Fundraising & Relations

LPs expect more than quarterly updates. They expect transparency, real-time visibility, and thoughtful communication. That's why leading firms are connecting their portfolio systems and internal data to AI-powered workflows that make LP engagement not only faster, but more meaningful.



Andrew from Emergence uses connected systems to streamline how his team handles LP requests. With Visible acting as a centralized, AI-supported repository of firm and portfolio data, the team can answer questions quickly and accurately — without scrambling or second-guessing.



“

VISIBLE HELPS ME QUICKLY RESPOND TO ALL OUR LP REQUESTS. I HAVE A REPOSITORY OF DATA THAT MAKES IT EASY TO PULL WHAT THEY NEED. IT ALSO HELPS GPS ANSWER LP QUESTIONS FASTER, WITH MORE CONFIDENCE.

**ANDREW CRINNION, EMERGENCE CAPITAL**

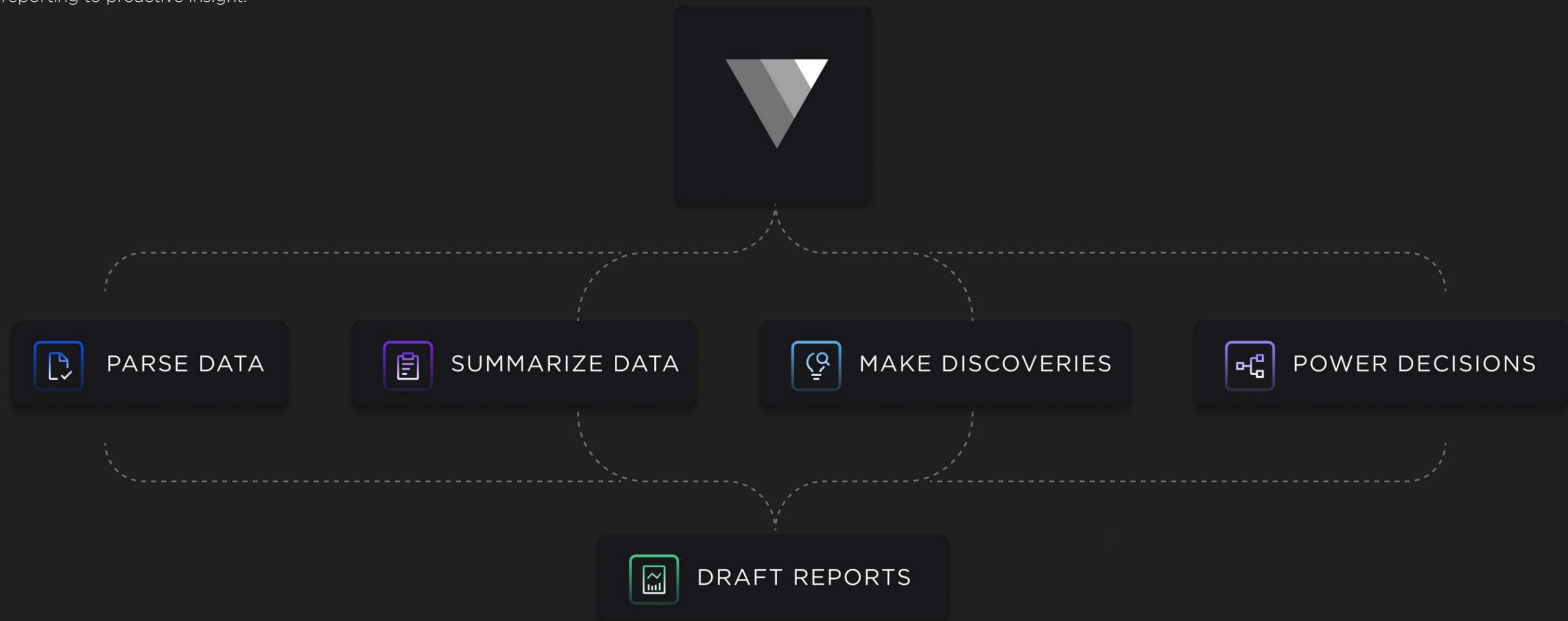
This responsiveness doesn't just save time, it builds trust. LPs get timely, tailored insights. GPs get to focus on strategic conversations instead of searching through outdated files or email threads. Everyone benefits from tighter alignment and stronger relationships.

Read more here: <https://visible.vc/blog/emergence-capital/>



# Visible's Connected AI Approach

At Visible, we're focused on reducing friction across the founder-investor relationship and equipping each side to thrive through their connection together. Our AI features are designed to streamline data collection, minimize manual effort, and help both investors and founders operate with more clarity, speed, and trust. Rather than offering isolated tools, we've connected AI throughout core workflows like data parsing, extraction, summarization, and reporting, so your fund can shift from reactive reporting to proactive insight.



## Use AI Inbox for Automatic Parsing & Summarization

The AI Inbox is a central part of the experience. Each investor receives a unique email address where they can forward materials like board decks or investor updates they receive from their portfolio company founders. Visible's AI Inbox automatically parses both the email content and attachments, extracting key KPIs and qualitative insights. It generates a summary, highlights important updates (such as investor changes or business challenges), and links this data directly to the associated company profile. All extracted information includes a source and timestamp, giving you a reliable chain of custody.

The screenshot displays the AI Inbox interface for an email titled "Fwd: Framer23 Financial Results". The interface is divided into several sections:

- Sender:** Framer23 (indicated by a dropdown menu).
- Subject:** Realma Financial Results.
- Metadata:** Sent by Sade Basque on July 02, 2025 at 8:00 AM.
- Forward Message:** A section detailing the original email's metadata: From: Sade Basque <sadeb@framer23.vc>, Date: Fri, July 01, 2025 at 8:00 AM, Subject: Framer Financial Results, To: <bob@framer23.vc>.
- Body:** The email body addresses "Investors" and states, "Please see financials for the Q2 '25 attached."
- Attachments:** A file named "Q2\_Financials.xls" is attached, with a "View file" button.
- AI Summary:** A "Summary" section provides a detailed overview: "Framer23 has reported its Q2 '25 financial results, showing a revenue increase to \$1,086,388 from \$877,512 in Q1 '25 and a gross profit increase to \$1,049,408 from \$972,257 in the same period. Despite these gains, the company experienced a net loss of \$161,653, slightly higher than the previous quarter. Cash reserves are at \$18,787,000, providing an 11.6-month runway, though this is a decrease from previous quarters. The company has also welcomed a new CMO to enhance marketing strategies and held a team-building session to boost collaboration."
- Highlights:** A list of key points: "Revenue up 28% quarter over quarter", "A new CMO has been appointed to improve marketing efforts.", and "Conducted an in-person team session to strengthen team dynamics."
- Challenges:** A list of challenges: "Reported a net loss of \$161,653, indicating ongoing challenges in expense management." and "Decrease in the financial runway, highlighting the need for careful financial planning or additional funding."
- Ask & Help:** A list of prompts: "Seeking connections to key decision-makers or companies that align with their target audience.", "Looking for insights on cost-optimization, scaling operations, or fundraising strategies.", and "Requests for advice or connections to support the new CMO in their role."



## Fill the Gaps With Auto-Filled Requests

Once parsed, the metrics are auto-filled in your Visible dashboard. When a specific data point is needed, but is not present in an update from a founder, you can issue requests that come pre-filled with previously received data. This eliminates redundancy for founders, especially when they've already shared partial information informally or ahead of the reporting cycle. Any data point added or edited is tracked, showing who submitted it, when, and from what source, so your team always has complete transparency.

The screenshot displays the 'Request Editor' interface. On the left is a 'Request builder' sidebar with four steps: 1. Settings, 2. Schedule, 3. Content (highlighted), and 4. Preview and publish. The main area shows the breadcrumb 'Request / Quarterly Report / Request Editor' and a 'Save' button. Below the breadcrumb is the instruction 'Build your request below' with a 'Collapse all sections' toggle and a '+ Add new block' button. The 'Metrics' block is configured with the following settings:

- Section title: Metrics
- Frequency: Quarter
- Pre-fill existing data:
- Select portfolio metrics: Revenue, Burn, Cash on Hand, Runway, Cash Balance, Headcount

Metric	Q2 2025
Revenue	<input type="text"/>
Burn	<input type="text"/>
Cash on Hand	<input type="text"/>
Runway	<input type="text"/>
Cash Balance	<input type="text"/>



## Equip Founders with AI Tools for Easier Reporting

Founders can respond to requests without signing up for Visible, but signing in unlocks more functionality. They can upload documents like balance sheets, and Visible's AI will extract and organize the relevant data. Founders choose whether to share that data back with their investor or not, maintaining full control. Once submitted, that same content can be turned into a complete investor update in just a few clicks, making reporting not just efficient, but also a tool for broader communication with existing stakeholders and potential investors

Received request / Quarterly Investor Request View past responses Save draft Submit

**Realma Ventures has requested you to fill out this request**  
Realma Ventures Quarterly Request

Framer 23 Due June 30, 2025

**New AI File Parser**  
Upload financial statements and board decks to complete the metrics below using Visible AI Upload files

**Financial and Operational Metrics** Pre-filled data provided by Realma

Metric	Q3 2025
Revenue \$	\$177,512
Cash Burn \$	\$161,653
Runway	11.6
Cash Balance \$	\$18,787,000
Headcount	68



## Augment Your Workflows with MCP Server Integration

Visible integrates with large language models, such as Claude and ChatGPT, through MCP servers. Once connected, investors can prompt the AI to generate customized content based on structured data already captured within Visible. For example, asking Claude to “write a Q3 update on Company X” results in an LP-ready narrative that includes quantitative and qualitative insights like revenue performance, operating metrics, product development progress, team changes, and even fundraising risks, pulled directly from the most recent data and communications. These capabilities don’t stop here, but instead support an endless number of use cases including cross-portfolio analysis and the creation of artifacts like dashboards and LP-facing tear sheets.

The screenshot displays the Visible interface with a sidebar on the left containing menu items: Settings, Users, Companies, Billing, Data exports, Updates, Deck sections, Fundraising, Affinity, Email settings, and MCP Servers. The main content area is titled "Framer23 LP Update" and contains several AI prompts and actions:

- Prompt: "Now let me get the metrics data for Framer23 to include their performance metrics in the update." Action: "Get Metrics"
- Prompt: "Let me get more recent metrics data and also check for any available notes or updates from Framer23." Action: "Get Metrics"
- Prompt: "Let me check for any recent update responses or notes from Framer 23." Action: "Get update responses"
- Prompt: "Get portfolio notes" Action: "Get portfolio notes"
- Prompt: "Now I'll create a comprehensive Q3 update for Framer 23 that you can share with your LPs." Action: "Framer23 Q3 2025 LP Update Document"

Below the prompts is a text input field "Reply to claude..." and a dropdown menu for "Claude Opus 4.1" with a send button.

The right-hand panel displays the generated content:

### Operating Metrics

- Gross Profit: \$5.02M (91% gross margin)
- Total Operating Expenses: \$3.0M
  - R&D: \$1.5M (50% of OpEx)
  - Sales & Marketing: \$1.2M (40% of OpEx)
  - G&A: \$0.3M (10% of OpEx)
- Operating Income: \$2.02M
- Cash Position: \$18.0M (providing ~12 months of runway at current burn rate)

### Team Growth

The company has grown to 68 employees as of Q3, strategically building out the product development and sales teams to support expansion initiatives.

### Business Highlights

Framer23 has successfully diversified its offering beyond its core Farm Fresh produce line to include:

- Meal Kits: Responding to consumer demand for convenient, healthy meal solutions
- Subscription Boxes: Building recurring revenue streams with strong customer retention

### Customer Satisfaction

The company continues to receive outstanding customer feedback, with recent testimonials highlighting the quality of their offerings and the reliability of their supply chain operations. This strong customer satisfaction is translating into improved unit economics and lower customer acquisition costs.

### Product Development



# The Vision: Connected Systems, Smarter Decisions

Our approach to AI is built on the belief that its value grows when it's connected to clean data and shared systems. Instead of layering AI on top of disconnected tools, Visible embeds it into a structured workflow that links founders, investors, and data in one place.

The result is a fund that can act faster, communicate more clearly, and support its portfolio more effectively. We're committed to building the most founder-friendly portfolio monitoring platform, while giving investors a smarter, AI-augmented way to monitor performance, drive LP engagement, and scale support across their portfolio.



## See It In Action:

Watch how Visible embeds AI into a single, structured workflow—linking founders, investors, and data—so funds can move faster, communicate clearly, and scale support.





# Centralized AI-Powered Portfolio Monitoring

Visible brings all your portfolio data into one centralized, AI-native system. From founder update and board deck extraction to trend detection and MCP server integration, our platform equips 850+ VCs with insights, reporting, and clarity, without chasing metrics.

[Learn more](#)

Received request / Quarterly Investor Request

[View past responses](#) [Save draft](#) [Submit](#)



Realma Ventures has requested you to fill out this request

Realma Ventures Quarterly Request

Framer 23

Due June 30, 2025



New AI File Parser

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[Upload files](#)

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Metric	Q3 2025
Revenue \$	<input type="text" value="\$177,512"/>
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