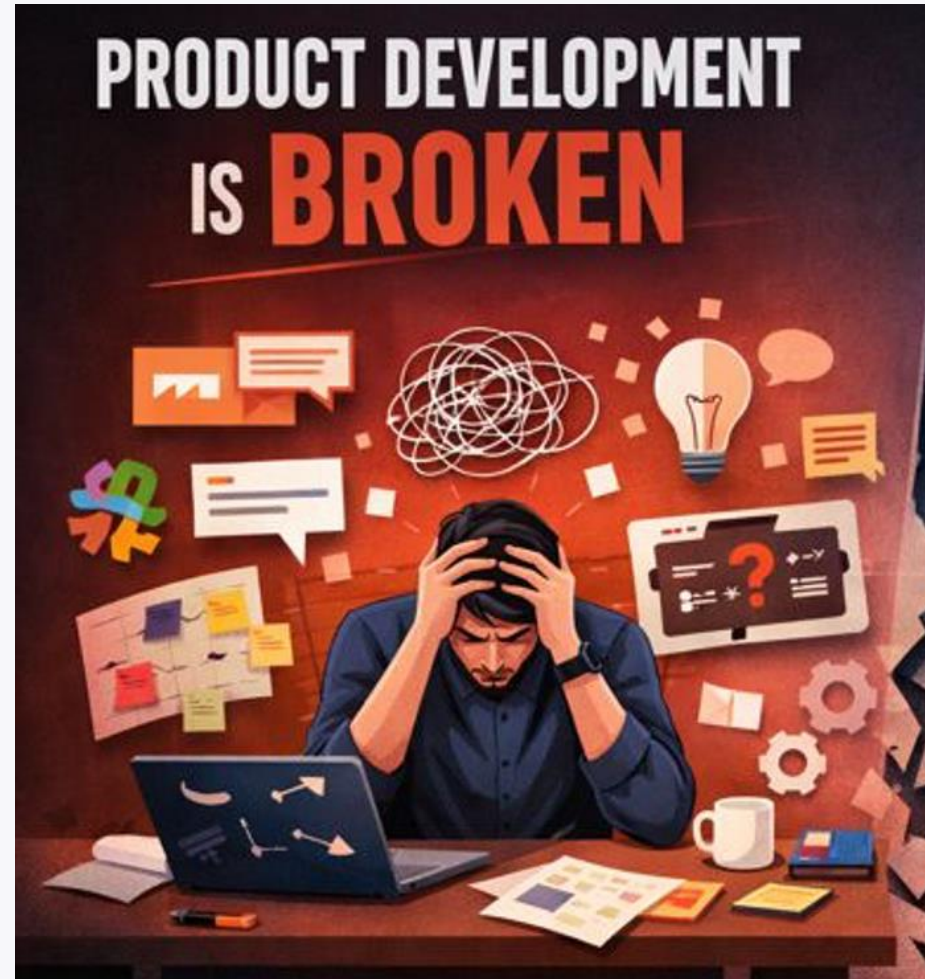




Discovery > Context > Strategy > Action

AI Powered Product Management

The Problem



— THE PROBLEM

**Teams aren't failing
because they can't
build.**
**They're failing
because they build
the wrong things.**

Over \$1 trillion is spent on product development every year. And the vast majority of that investment is wasted — not because of poor engineering, but because discovery gets rushed, skipped, or siloed across too many tools.

As AI makes building faster than ever, the cost of building the wrong thing has never been higher. Discovery is now the primary competitive moat and driver of success. Velociti gives it back to you.

80%

of features are rarely or never used. Built without validated discovery. Shipped into silence.

75%

of products fail to reach their goals. Not from bad execution — from the wrong bets made too early.

<10%

of PM time is spent on real discovery. The rest is stakeholder management, status meetings, and reactive work.

This is a Product Management Problem

- Product teams skip or rush through product discovery
- PMs overloaded with reactive work, not discovery & strategy
- Requests aren't properly vetted, no fact-based prioritization
- Insights live across tools, docs, calls, and Slack – not actionable



The Solution is



velocity

The **first & only** Agent powered platform for Discovery > Context > Strategy > Action

Discovery

Automated product discovery in minutes, continuous discovery using customer & product data

Context

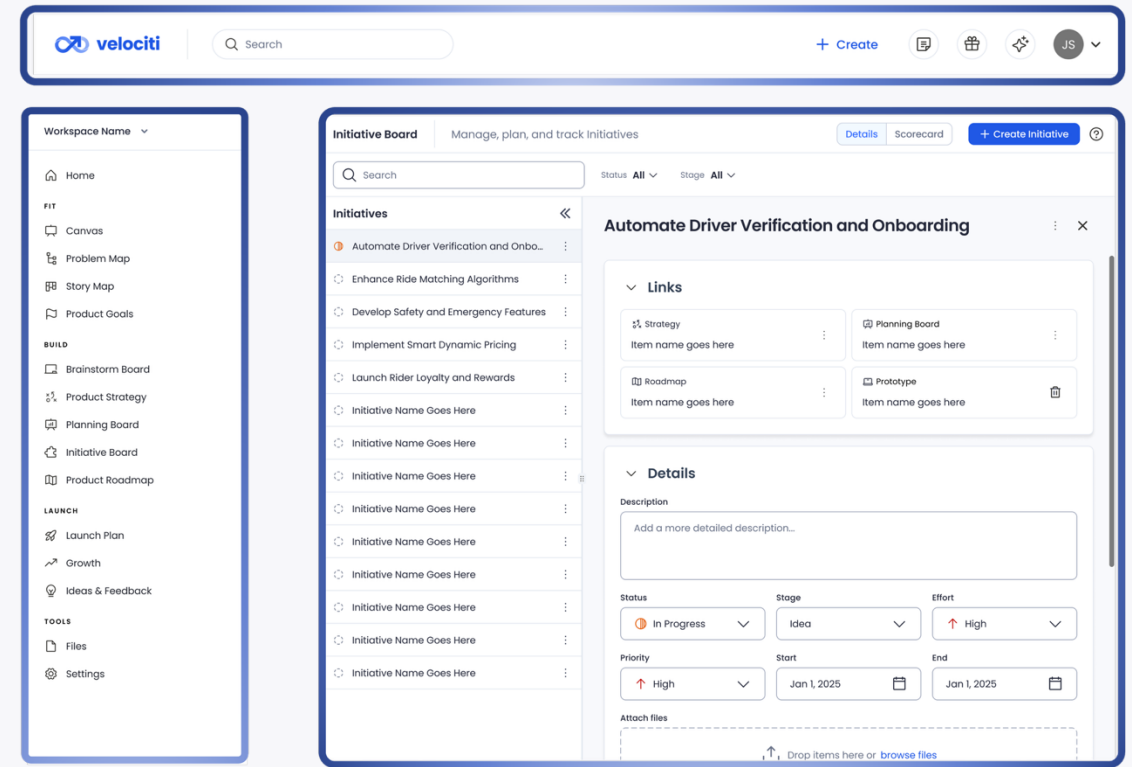
Discovery seamlessly builds context for AI or engineers to code – the what, why, and when to build

Strategy

Theme based strategy to align on outcome, success metrics, priorities and timeline

Action

One click user stories, backlog tickets, web app prototypes, and context PRDs



Enter This:

We're building in the industry, because Example: We're building a 2-sided marketplace to match drivers with passengers in the transportation industry because taxis are expensive and hard to find.

Get This:

The screenshot shows the Velociti Canvas interface. At the top, there's a search bar and navigation options like '+ Create', 'Velo AI', and a user profile 'JS'. The main area is titled 'Canvas' and shows a breadcrumb 'FIT > BUILD > LAUNCH Canvas'. A sidebar on the left has icons for 'FIT', 'BUILD', 'LAUNCH', and 'TOOLS'. The main content area is a grid of cards:

- Product Overview**: Includes a note 'Used by Co-Pilot to generate data' and a paragraph of Lorem ipsum text.
- Product Vision**: A card with a text area.
- North Star Metric**: A card with a text area.
- Product Principles**: A card with a text area.
- Product Why**: A card with a text area.
- Product What**: A card with a text area.
- Product How**: A card with a text area.
- Problem**: A card with a text area.
- Market**: A card with a text area.
- Solution**: A card with a text area.
- Use Cases**: A card with a text area.
- Customer Journeys**: A card with a text area.
- Personas**: A card with a text area and an external link icon.

Discovery > Context (permanent)

Product Vision Demystifying lab results for every patient, transforming complex data into actionable insights for proactive health management and confident decision-making.	North Star Metric Patients actively managing their health through understanding lab results.
Problem Patients struggle to understand complex lab results, hindering informed health decisions and adherence to care plans. <i>Clinicians spend excessive time explaining lab results</i>	Solution Know Your Labs transforms confusing lab results into simple, personalized AI-driven explanations. It provides visual trend analysis, actionable insights for proactive health management, and curated educational resources.
Market TAM: \$1.2 Trillion Definition: The Total Available Market represents global healthcare expenditure where enhanced patient engagement and health literacy, facilitated by digital	Personas David Rodriguez(N/A) Sarah Chen(N/A)

 **Personas**

 **Jobs To Be Done**


 **Use Cases**

 **Story Map**

Activity
Ideate and Capture Opportunities

Step Gather ideas from stakeholders and team members	Step Refine and categorize opportunities
Detail Collect ideas via in-app idea submission form	Detail Tag opportunities with relevant category (e.g., customer feedback, market trend, technical debt)
Detail Accept idea submissions through email integration	Detail Prioritize opportunities based on impact and effort

 **Product Principles**

 **Product Strategy**

 **Competitors**

User Story

PROBLEM
We don't currently have a way to seamlessly i

 **7 insights to review**

Human + Agent powered Strategy

Enter This:

We're building in the industry, because Example: We're building a 2-sided marketplace to match drivers with passengers in the transportation industry because taxis are expensive and hard to find.

Get This:

AI-Driven Talent Excellence for Enterprise Dominance

Not Started

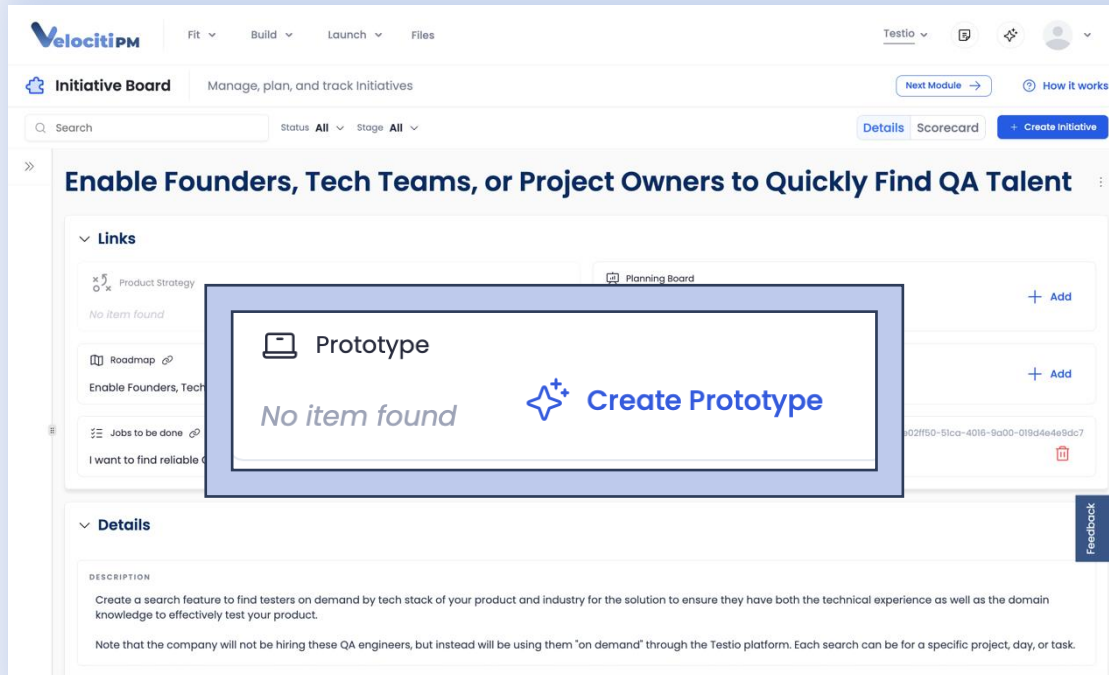
Q3 2026 - Q3 2026

✓ This theme is dedicated to establishing Workspace1 as the undisputed leader in QA talent acquisition and delivery through advanced AI capabilities. We will focus on building and deploying AI models that not only identify and vet the highest caliber QA professionals with unparalleled precision but also proactively predict evolving client needs and optimize resource allocation. The goal is to cultivate a diverse, continuously upskilled talent pool that consistently surpasses client expectations, thereby creating a significant competitive moat based on superior talent quality and operational efficiency.

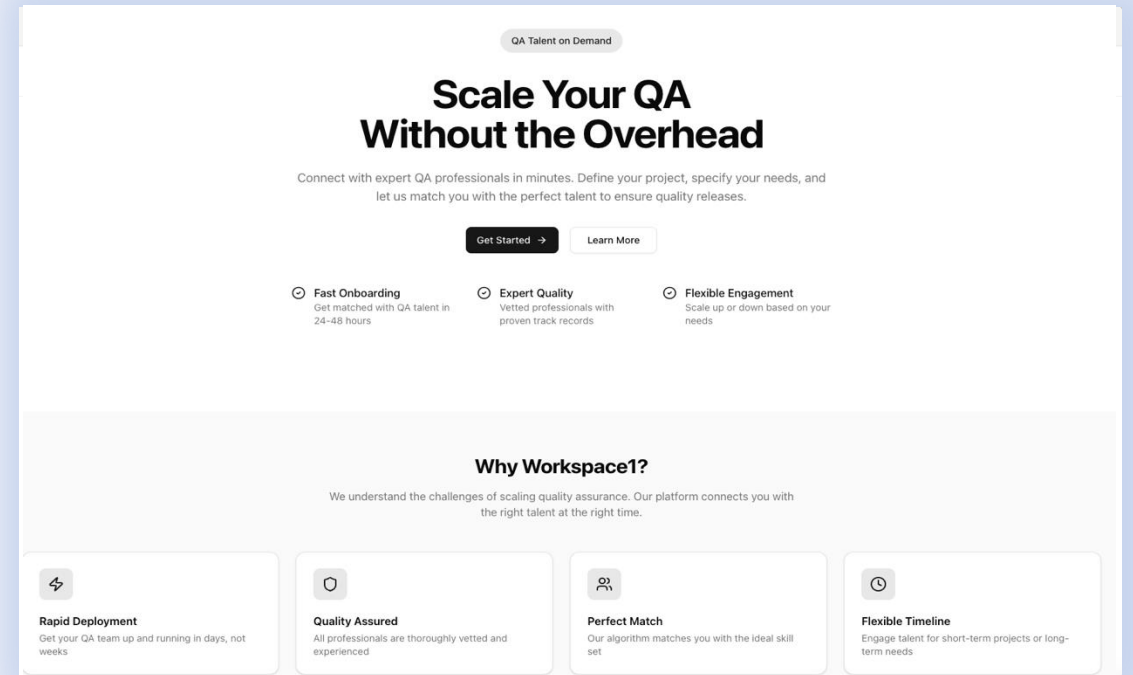
Outcome Achieve \$7.5M in new Annual Recurring Revenue (ARR) from enterprise clients and acquire 30 new enterprise logos within the next 12 months, directly attributable to the demonstrably superior quality and efficiency of our AI-powered QA talent acquisition and matching.	Success Metric New ARR (\$) from Enterprise Clients, Number of New Enterprise Logos Acquired, Enterprise Client Acquisition Cost (CAC) reduction by 15%, Average Contract Value (ACV) increase for Enterprise by 10%, Enterprise Client Net Promoter Score (NPS) improvement to >50, QA Talent Acquisition Rate (AI-driven) increase by 20%, QA Talent Match Accuracy Rate improvement to >95%
Capabilities • Develop and Launch Targeted Niche QA Service Package • Utilize the Knowledge-Sharing Platform • Onboard and Incentivize QA Expert Contributors	Customer Segments Enterprise Clients (>\$1B in revenue) with complex, mission-critical QA requirements, Technology-forward companies prioritizing speed, quality, and innovation in their QA processes, Mid-Market Companies (100-1000 employees) seeking to scale their QA capabilities with high-performing talent.

Idea to Prototype with 1-Click

Click This:



Get This:



+ User Stories, Backlog Tickets, and **Context PRDs**

Competitive Landscape

Incumbents

Aha!, Productboard, etc

- Ineffective use of AI
- Blank Slate Workflow
- No Methodology
- Incomplete PDLC

AI Tools

ChatGPT, Vibe Code, etc

- High effort to build and maintain
- No Workflow or Methodology
- No Context Repository
- Building Tools vs Products

Other Tools

Google Docs, Notion, etc

- Not purpose built
- Fragmented Workflow & Methodology
- Too many tools

Why we will win

In the AI era, context is the differentiator.

AI can build software **faster than ever.**

But without context, it **builds the wrong things — faster.**

Most teams are rushing to AI **without answering the hard questions:**

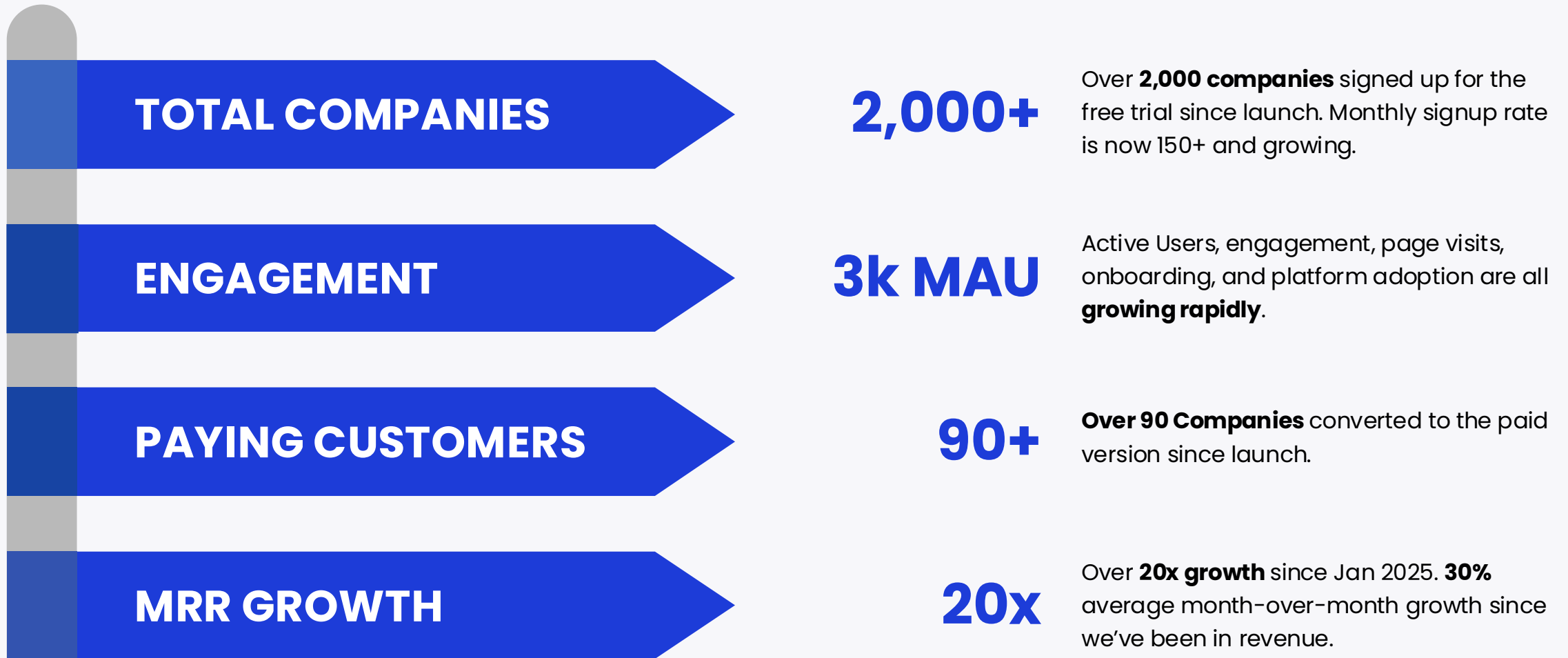
Who is this really for? What **problem** are we solving?

Why does it matter? What should we build **next**?

Creating the right **context** — not coding — is now the constraint.

Velociti exists to solve this problem.

Early Traction & Proof



Customer Testimonials

"Velociti makes the chaotic 0-1 planning phase a no-brainer. In just an hour, I've streamlined a process that used to take days—its AI-driven approach aligns teams, asks the right questions, and delivers clarity fast. 10/10 Highly recommend."

Kyle Grone, Startup Founder

"Velociti has been a game changer for us as we've evolved Airmail2 into a modern SaaS offering. It brought structure and discipline to our product discovery process—aligning the team around the right problems before we committed resources to build. What used to take weeks, now happens in hours. We now have real clarity and actionable outputs. It's helped us move faster, with more confidence, and stay grounded in strategy as we innovate."

Steve Irons, SaaS CEO

"Working with Velociti has fundamentally changed how we build.

As a startup team, speed and clarity are everything. Velociti has been a massive boost to our development process, not just in execution but in thinking. Having a partner that helps us vet ideas, pressure test assumptions, and refine workflows has truly supercharged our development lifecycle.

What stands out most is how Velociti evolves with us. It learns from our inputs, adapts to our patterns, and becomes more aligned with our product strategy over time. Instead of starting from scratch with every experiment, we build on accumulated intelligence.

For startup founders who need to move fast without breaking everything, Velociti is an incredible tool. It makes experimentation structured, idea validation practical, and product iteration far more efficient. It feels less like software and more like a strategic extension of our team."

Frank Aikhu, Startup Founder

Path to \$100M ARR

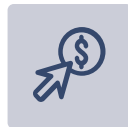
Founder Led Sales



Phase 1 (FLS/PLG -- Mid Market B2B SaaS)

ACV (Avg 5 users per company * \$79 /month *12 months) = \$4.7k

PLG Growth & Expansion



Phase 2 (Own Mid Market, expand accounts)

ACV (Avg 10 users per company * \$99 /month * 12 months) = \$12k

Enterprise Sales Team



Phase 3 (Enterprise Deal Focused)

ACV (Avg 25 users per company * \$159 /month *12 months) = \$48k

From 100 Customers (now) to:

650 Customers =
\$3M

2027

From 650 Customers (2027) to:

1.5k Customers =
\$18M

2029

From 1k Customers (2029) to:

2-3k Customers =
\$100M+

2032

Leadership Team

We know the pain our users are feeling, because we've **been in their shoes**. We've built products that have generated **billions in revenue**, have managed **hundreds of PMs and engineers**, and continue to work with and talk to our ICP and key personas every day.



Anthony Argenziano
Founder & CEO

- 25+ years building products, teams & companies
- Amazon, eBay, Intel, 10+ Startups



Alexiz Hernandez
Co-Founder & CTO

- 10+ years architecting and building software
- Amazon, Charles Schwab, 3 Startups



Kandice Wong
Head of Design & Marketing

- 12+ years design, user experience, and product marketing
- Akamai, WorkBoard, Kinectify

VelocitiPM Advisors



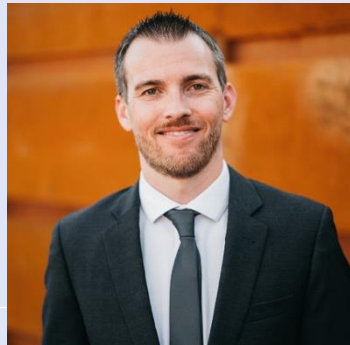
Dan Tyre
Founder & CEO
Tyre Angel

Founder and CEO of Tyre Angel - speaker, author, adviser, mentor, investor, board member and pilgrim. LP Stage 2 Capital, angel investor in 30 portfolio companies



Gary Arnold
Group Chair
EXECUTE MASTERMIND

20 years of experience in technology business leadership, founded Hō'ike 'Ana Consulting. Leadership roles at Amazon, PayPal, GoDaddy



Jeff Booth
VP of Growth
VIIRL

Product & Growth Executive
Creates company strategy, builds teams, designs financial models and marketing plans.



Max Schwartz
Chief Product Officer
Glimmer

Product leader responsible for 8-figure growth. Product for startups and multi \$B enterprises. Currently leading a DeFi protocol with ~\$100MM in TVL

The Ask / Use of Funds

We're raising a **\$500k pre-seed round** (w/ room **up to \$1M** on current terms) to scale what's working and reach **\$1M ARR** run rate by EOY 2026.

Customer Acquisition & Growth

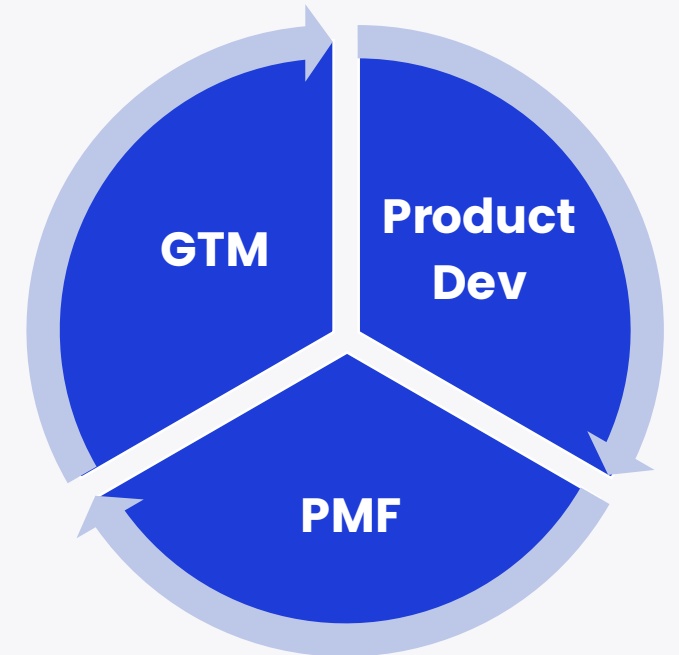
- Invest in marketing and GTM to drive user acquisition and conversion.
- Deepen PLG efforts, refine unit economics, and convert demand into revenue.

Product Development: Continue to evolve the product to lead this category and reach and maintain PMF.

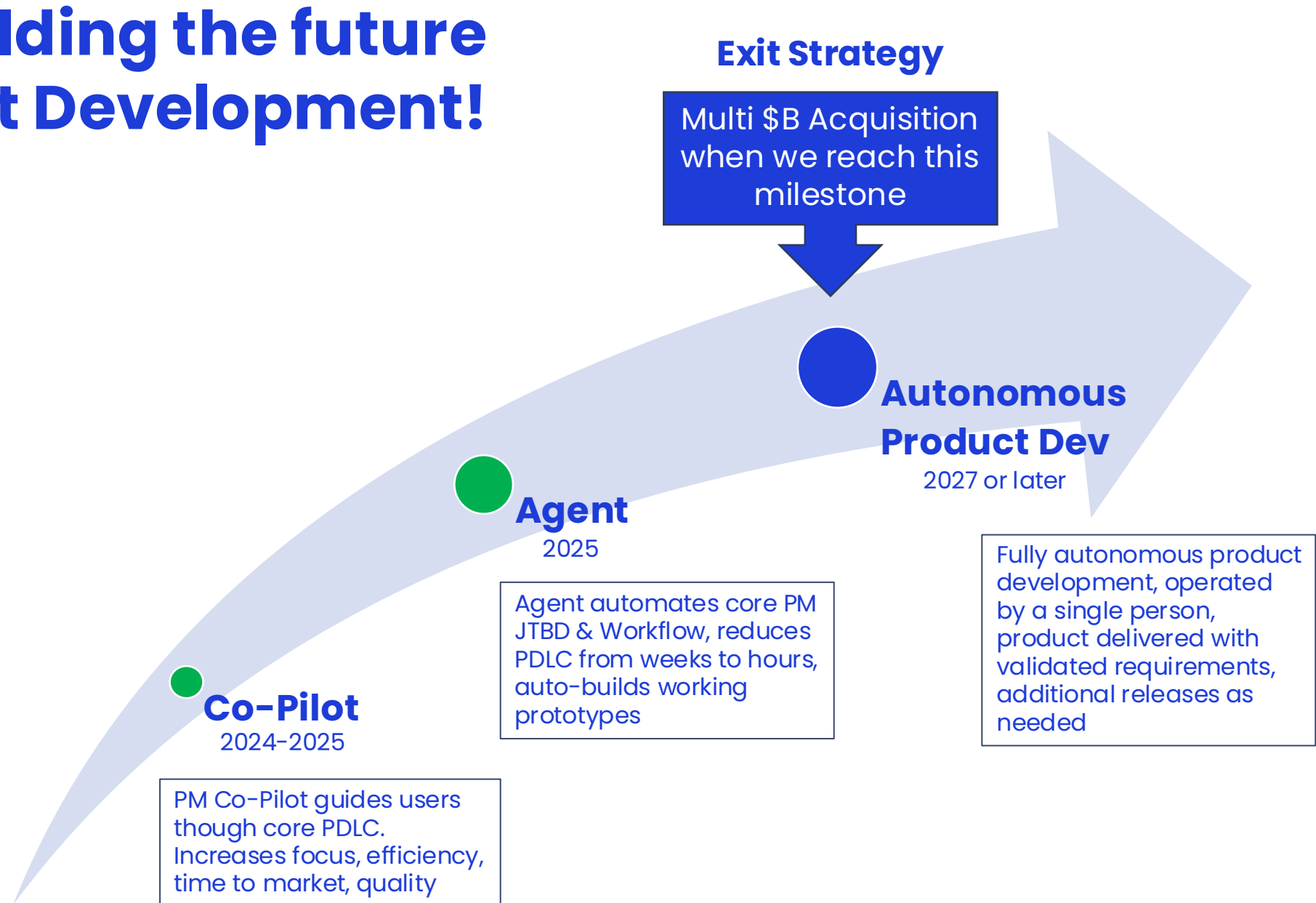
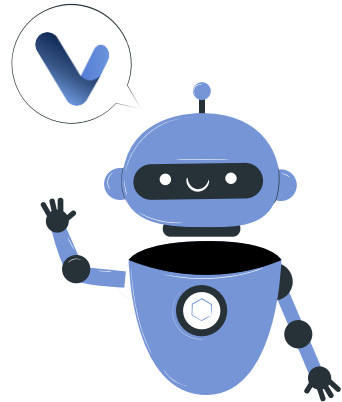
Team & Talent:

- Normalize founder and early team compensation to sustainable levels.
- Add key hires in marketing and customer success.

Operations & Infrastructure: Cover essential expenses including cloud hosting, dev and business tools, CRM, and general operations.



We're building the future of Product Development!



velocity



Thank You!

anthony@velocitypm.com