



The AI Product Operating System

Discovery · Context · Strategy · Build

PRE-SEED+ · 2026

www.velocitipm.com

THE PROBLEM

Software product development is broken.

75%

of all software products fail

\$1T+

spent annually on software product development, most of it wasted on **building the wrong thing**

Product teams have a discovery problem.
They don't have time or a system to efficiently determine what to build and why.

90%+

of PM time goes to reactive work

Roadmap fires, stakeholder requests, prompting, and status updates crowd out real discovery, leaving almost **no room to validate what should be built next.**

80%

of shipped features are rarely or never used

Without time for discovery, teams ship their best guess. **Most of it misses**, and the product drifts further from what customers actually need.

AI coding tools made shipping fast. They solved “how.” Nobody solved “what.”

**Velociti
was built to
solve this!**



How to build

Solved (and commoditized)

- Cursor, Claude Code, and every AI coding agent make execution nearly free
- A sprint's worth of code now ships in an afternoon
- Your competitors have access to the same models and agents you do
- Speed is table stakes now, not a differentiator



What to build

Still the real bottleneck

- Discovery gets skipped or rushed, because it can't keep up with AI coding agents
- Context lives in Slack threads, LLM memory, or stale docs
- The “why” behind a decision evaporates before it reaches an engineer or coding agent
- Teams now ship the wrong thing ten times faster

THE SOLUTION

Velociti is the AI Product Operating System.

One connected system — the Context Suite — powering Discovery, Context, Strategy, and Build.

1

Context Layer

The continuously evolving product intelligence: customer insights, feedback, analytics, and decisions, compounding in one place. It never resets. It just gets smarter.

2

Context Loop

The 4-stage cycle that runs on the Context Layer: Discovery → Context → Strategy → Build, turning strategy into execution-ready work, on repeat.

3

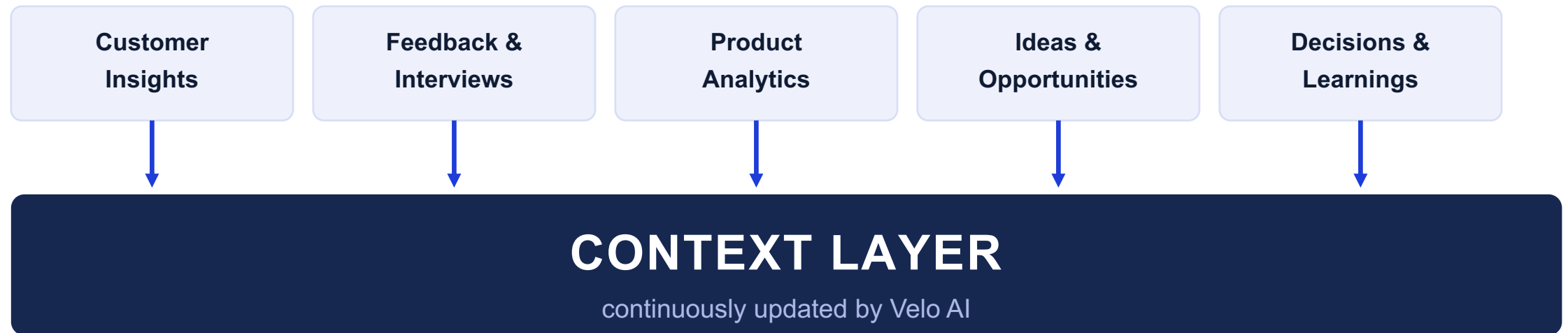
Context Dispatch

The moment a finished initiative becomes a ready-to-build package, sent straight to Cursor, Claude, or whatever your team codes with, traceable to delivery.

CONTEXT LAYER

The product intelligence that never stops learning.

Every insight, decision, and signal, compounding in one place.



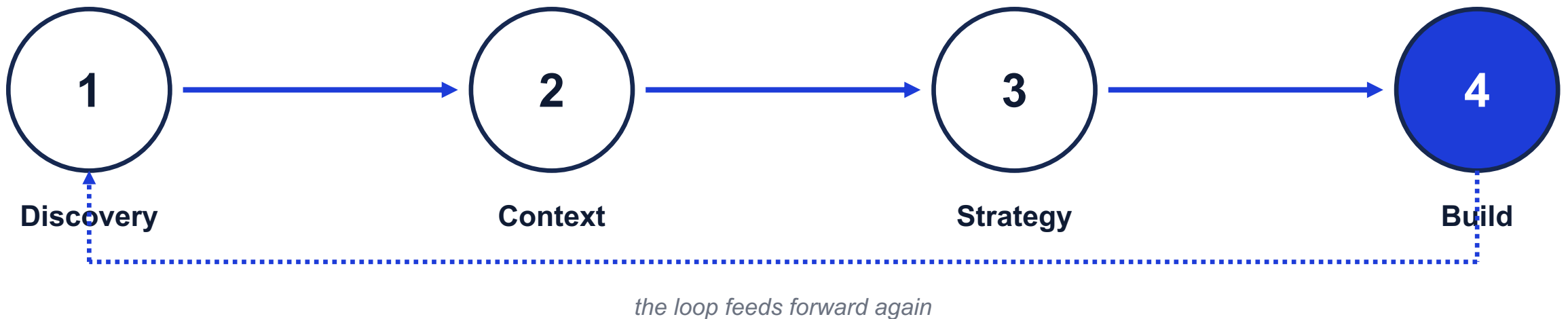
Every Discovery, Strategy, and Build stage runs on this layer.

It doesn't reset with each new initiative — it compounds.

CONTEXT LOOP

One connected cycle — not four disconnected tools.

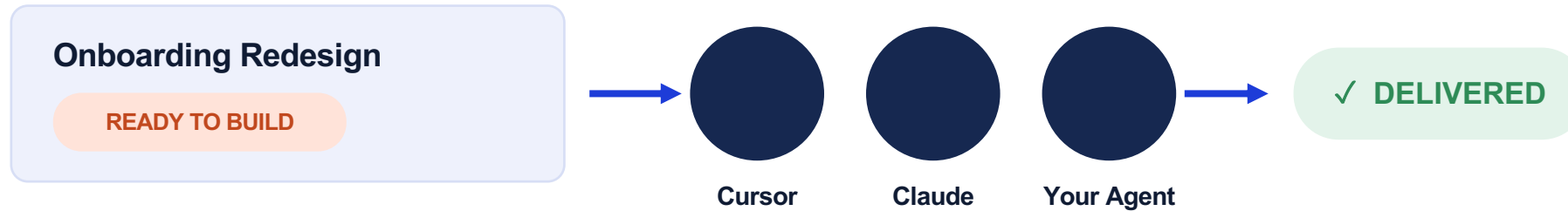
Discovery, Context, Strategy, and Build, running continuously, each cycle feeding the next.



Every cycle makes the next one smarter.

CONTEXT DISPATCH

From finished strategy to shipped code — dispatched.



Every dispatched initiative is traceable from strategy to shipped code. No handoff lost.

Built and running today

Not a roadmap slide. This is a live capability inside Velociti today, generating real Context Dispatches for paying customers.



Context Dispatch



Create with AI

TRACTION

Strong signal validating the problem and our category lead.

2,000+

trial signups since launch

100+

paying customers

95%

customer retention since
launch

10x

pipeline growth in Q2 (to
\$500K ARR) vs. Jan '26

Independent validation

- YC's most recent call for startups asked for “Cursor for Product Managers.” That's exactly what we built.
- Finalist (top 3%), Mayfield AI Garage Pitch Competition.

WHAT WE LEARNED

Early signal, read correctly, becomes conviction.

High-intent audience from day one

Core personas (PMs, product leaders, product teams, and founders) engaged directly, not broad traffic, but the exact ICP, early.

Category creation slows early conversion

Teaching a genuinely new way to work in a rapidly evolving AI ecosystem naturally depresses first-touch conversion. That's expected, not alarming.

The “aha moment” arrived with the full Context Suite

Once we shipped end to end discovery-to-build with seamless AI coding integration, initiative creation, session depth, and engagement all jumped materially.

Low churn through early product evolution

Customers stayed even as the industry changed rapidly and product found its footing. Real stickiness, not just early enthusiasm.

COMPETITIVE LANDSCAPE

We compete less with PM tools now, more with PMs duct-taping their own AI stack.

DIY PM Stack

ChatGPT, Vibe Code, Agents, etc.

- ✗ High effort to build & maintain
- ✗ No workflow or methodology
- ✗ No Context Layer
- ✗ High token cost (expensive)
- ✗ Building tools, not products

Incumbents

Aha!, Productboard, etc.

- ✗ No AI-native features
- ✗ No workflow or methodology
- ✗ Building tools, not products

Productivity Tools

Google Docs, Notion, etc.

- ✗ Not purpose-built for PM
- ✗ No workflow or methodology
- ✗ No connection to execution

Velociti: Complete · everyone else: partial or none. See the full capability matrix on the next slide.

Misaligned with frontier AI.

Misaligned incentives

Frontier AI companies monetize token usage and compute. Velociti reduces unnecessary generation by helping teams build the right product the first time, directly at odds with their revenue model.

Output vs. decision-making

Frontier models are optimized to produce code and content faster. Velociti is built to decide what should be built, a different, upstream problem they're not incentivized to solve.

No incentive to reduce complexity

Velociti eliminates rework, wasted features, and excess iteration. Frontier tools benefit from more prompts and more usage. Less waste means less usage and revenue for them.

Different incentives = structural defensibility.

The window for category ownership is open now.

1

New Category

AI-powered product management is an unclaimed category with strong market pull. YC's own call for "Cursor for Product Managers" is exactly what we already built, and we were a top-3% finalist in the Mayfield AI Garage pitch competition.

2

Strong Signal

2,000+ trial signups, 100+ paying customers, 95% retention, rapidly growing pipeline, all with zero marketing spend. Software teams want to build with AI, but they struggle to consistently know what to build, why, and what's next.

3

The Time Is Now

AI coding compresses build cycles from months to hours, but the cost of building the wrong thing just went up 10x. The gap is now recognized. The team that owns discovery and the Context Layer owns the most valuable part of the AI product stack.

Path to \$100M ARR.

2026–27

\$3M

650 Customers

ACV = \$5K

Founder-led sales: bring on first sales rep and Customer Success to scale the new sales process.

2028–29

\$18M

1,500 Customers

ACV = \$12K

Own the mid-market, grow existing accounts, add continue the move to higher-ACV deals.

2030–32

\$100M+

2,000 Customers

ACV = \$48K

Move upmarket to enterprise: enterprise sales + PLG growth, own the category.

LEADERSHIP TEAM

We've lived the pain our users feel.

We've built products that generated billions in revenue, managed hundreds of PMs and engineers, and talk to our ICP every day.



Anthony Argenziano

Founder & CEO

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



Alexiz Hernandez

Co-Founder & CTO

12+ years architecting and building software — Amazon, Charles Schwab, 3 Startups



Kandice Wong

Head of Design & Marketing

12+ years design, UX, and product marketing — Akamai, WorkBoard, Kinectify

ADVISORS

Velociti Advisors.



Dan Tyre

Founder & CEO

Tyre Angel



Gary Arnold

Group Chair

Execute Mastermind



Graham Greytak

Founder & CEO

HireRising



Max Schwartz

Chief Executive Officer

Anvil Research Labs



Jeff Booth

Director of Product

Helia Care



THE ASK

**We've proven the product.
Now we're scaling to define the category.**

\$1.5M

PRE-SEED+

USE OF FUNDS — SCALE WHAT'S ALREADY WORKING

GTM Growth Engine

Double down on proven channels (events, LinkedIn ads, thought leadership) to accelerate acquisition, conversion, and revenue growth.

Category Leadership

Expand AI-powered discovery, Context Layer, and full Product Development Lifecycle to define and own the AI Product Operating System category.

Expansion & PMF

Rapid experimentation across onboarding, pricing, and ICP to drive activation, retention, and expansion (increase ACV) to reach and maintain product-market fit.

Core Team & Execution

Invest in the core existing team and key hires across product, growth, and customer success to scale efficiently.

Let's build the category together.