

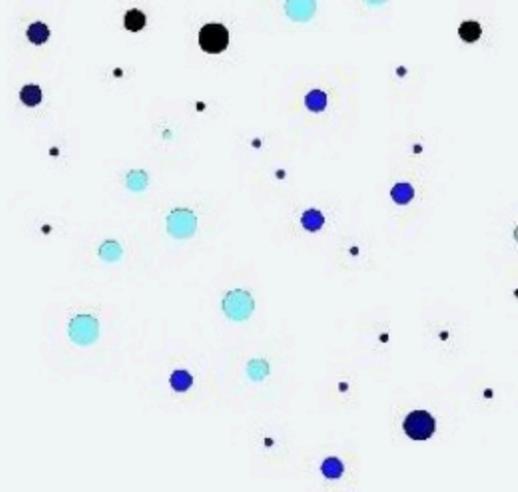
Search Like You Mean It

.....
Edo Liberty, CEO
.....

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About Pinecone

- Founded May 2019
- Raised **\$10M seed** led by Wing
- **First mover and leader** in the next generation search category
- Operated by seasoned **industry leaders**
- **20 employees** in the Bay Area, New York, and Tel Aviv
- Launched **managed SaaS** October 2021
- Seeing **strong PLG traction** indications



Pioneers in AI, Data, and Cloud systems



Edo Liberty

Founder, CEO

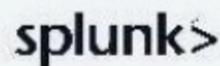
Head of Amazon AI Labs. Adjunct professor. 100+ manuscripts and patents on ML, AI, Systems (PhD)



Ram Sriharsha

VP Engineering

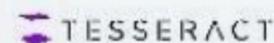
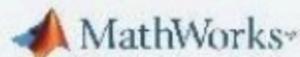
VP Engineering of AI, ML platforms at Splunk. Principal Architect and Product leader. (PhD)



Dave Bergstein

Head of Product

Product lead for Matlab. VP product at Tesseract., Ex Engineering manager and Founder. (PhD)



Amir Ingber 

Principal Scientist, Amazon Alexa, Information Theory and compression expert (PhD)



Rohit Kulshreshtha 

Principal Engineer - S3, AWS Storage and databases.



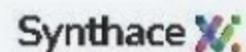
Roei Mutay 

Engineering Manager, Israeli Defence Forces. MBA.

Business Leadership and Investors



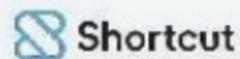
Bob Wiederhold
Strategic Operations Advisor



Transitive



Greg Kogan
VP Marketing



Lior Ehrenfeld
VP Finance and Ops



Peter Wagner
Wing

Bob Muglia
Snowflake

Gaurav Gupta
Lightspeed

Bucky Moore
Kleiner Perkins

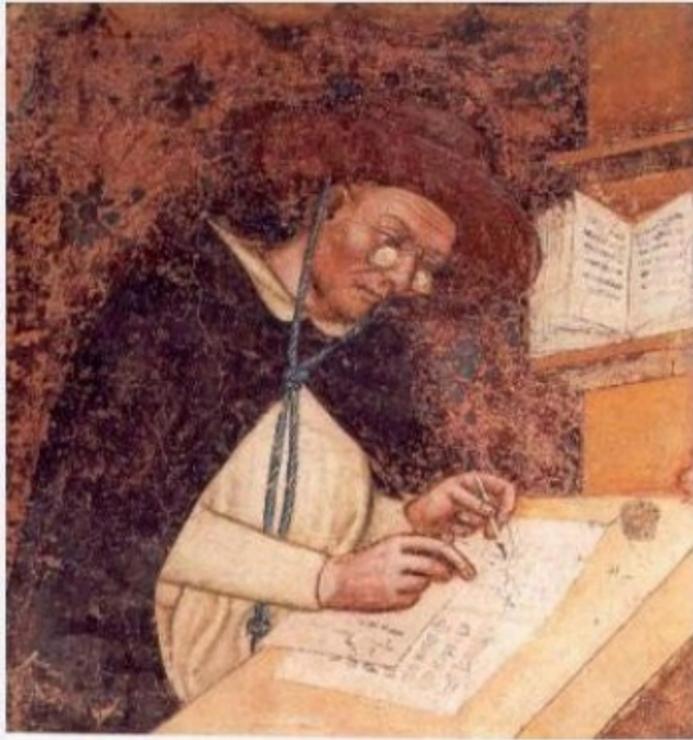
Ilan Stern
66 2nd

Paul Hsiao
Canvas Ventures

Will Freiberg
Crux

Will Hayes
LucidWorks

Keyword search is ~800 years old...



Cardinal Hugh of St Cher Completes the first known Concordance of the Vulgate (Latin Translation of the New Testament)



1230 AD

Much has changed, but not keyword search...

Search is a multi-billion dollar market supporting applications like information retrieval, discovery, security, observability, and more.

2021 AD



The screenshot shows a Wikipedia search interface. On the left is the Wikipedia logo and navigation menu. The search bar contains the query "who wrote the first concordance?". Below the search bar, the results are displayed. The first result is for "Doctor Who", with a snippet mentioning "The Errantry Concordance" by Diane Duane. The second result is for "Dead Sea Scrolls", with a snippet mentioning "Who Wrote the Dead Sea Scrolls?".

Search results [? Help](#)

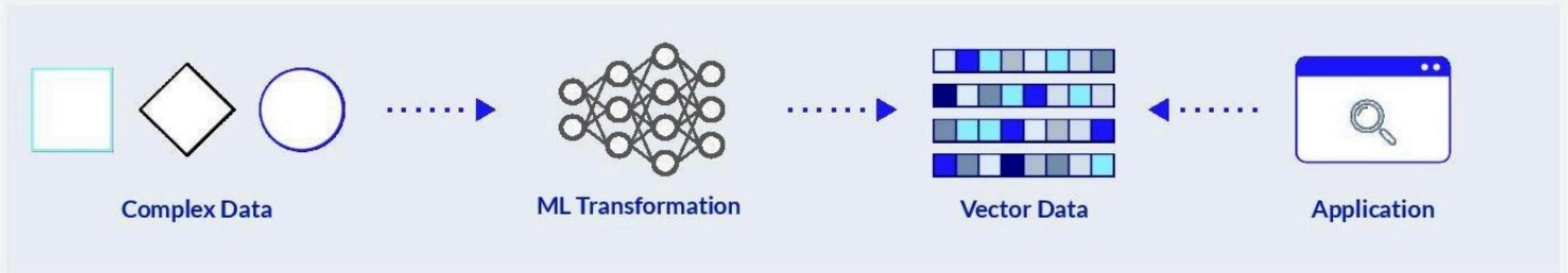
Q who wrote the first concordance? [Search](#)

Results 1 – 20 of 524

Doctor Who
in **the** Bar, **the**". **The Errantry Concordance**. Diane Duane. 25 March 2005. Archived from **the** original on 16 May 2006. Retrieved 5 July 2007. "Doctor **who** Love
203 KB (20,235 words) - 05:26, 7 December 2021

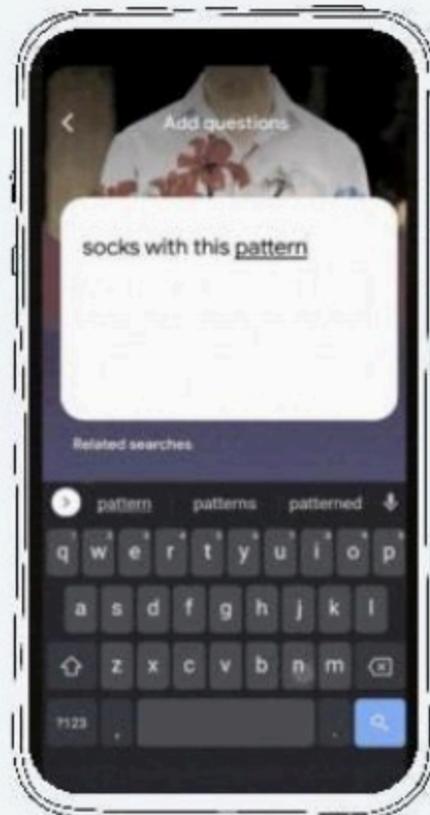
Dead Sea Scrolls (redirect from **Who Wrote the Dead Sea Scrolls?** **The Search for the Secret of Qumran**)
1988 from a **concordance** and had come into **the** hands of scholars outside of **the** International Team; in **the** same month, there occurred **the** discovery and
135 KB (18,044 words) - 15:02, 26 November 2021

A new generation of search technology has emerged



It's already driving the leading search applications

Google



"Vector search is key for the future of Google search"

Elan Dekel, Product lead for the indexing and serving systems for Google search, YouTube, Maps, Photos, and more

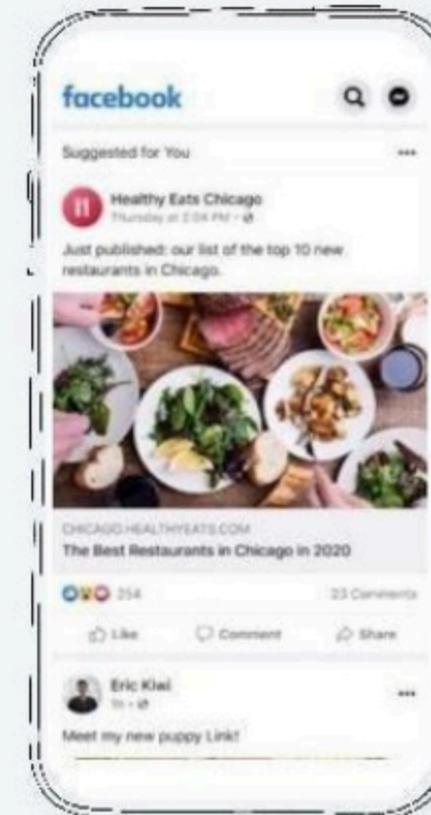
amazon



"Amazon uses vector embeddings to improve retail search at scale."

Alex Smola, VP of Research Amazon AI, and AWS AI platforms

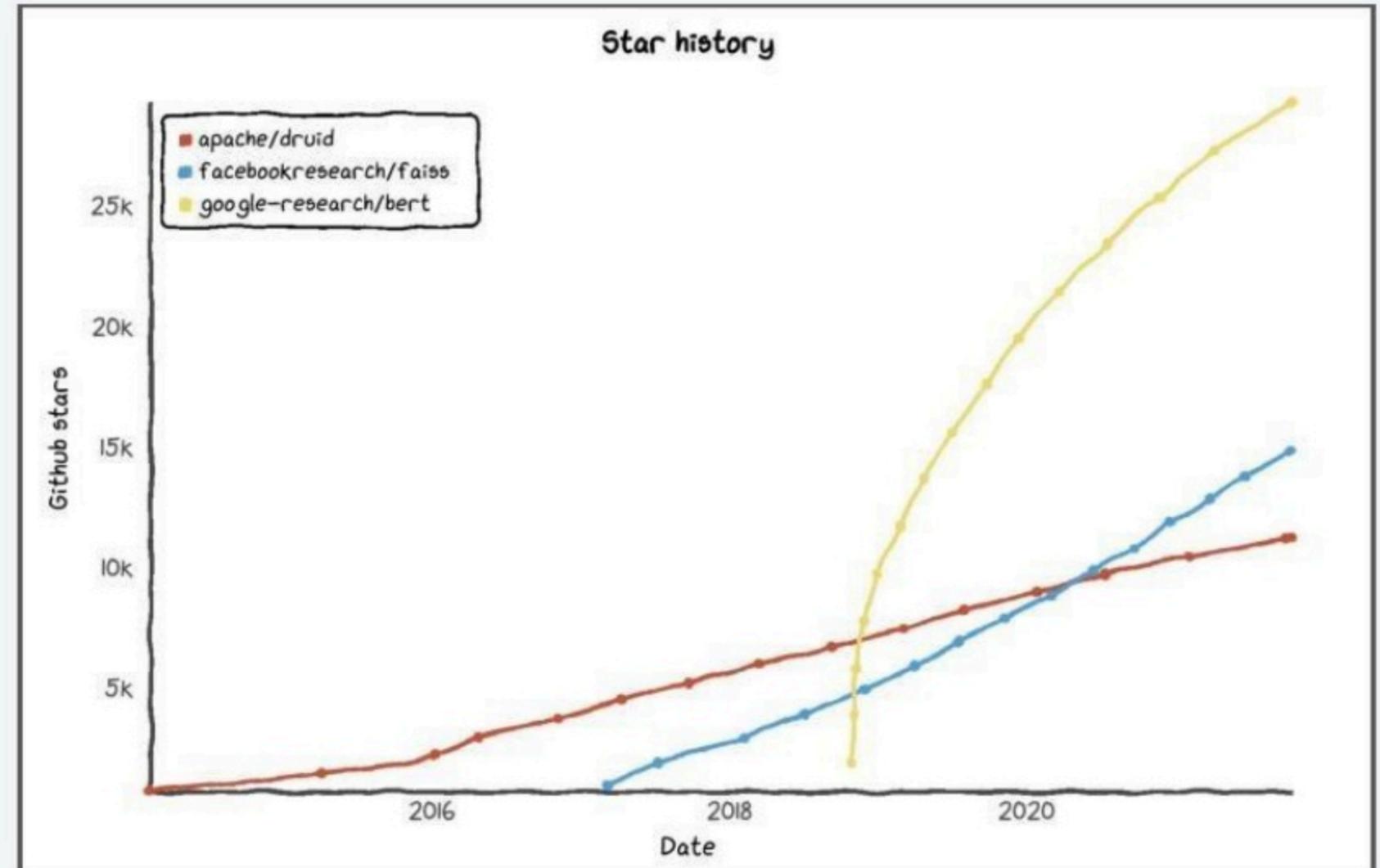
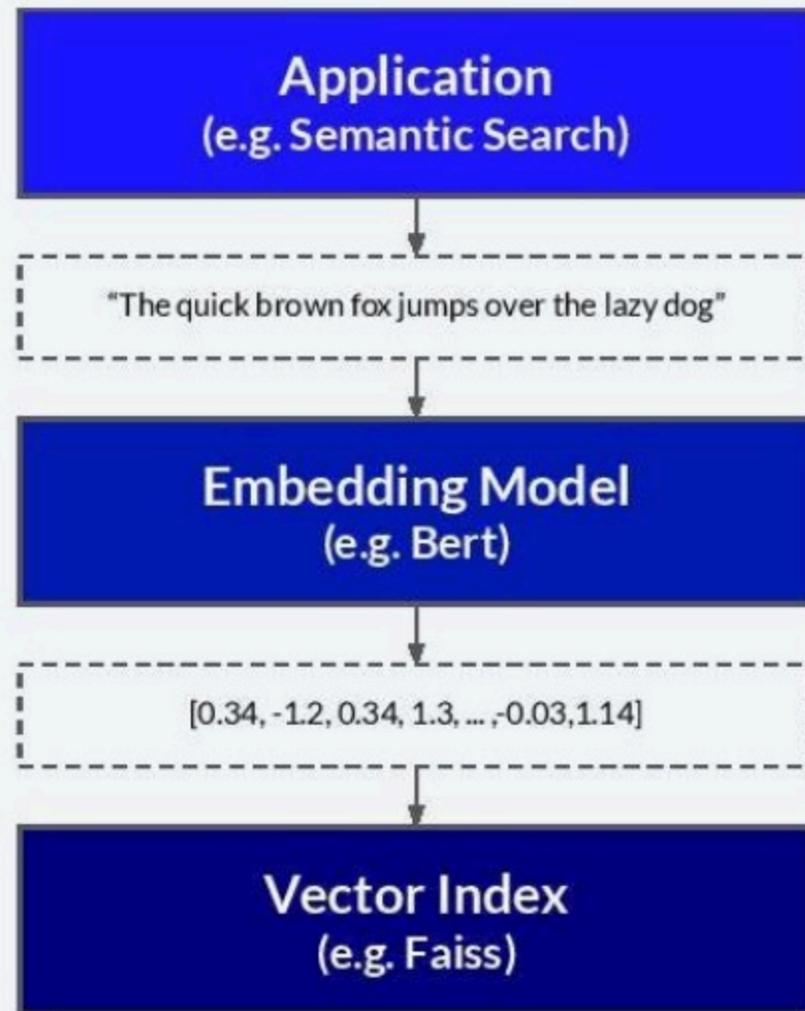
facebook



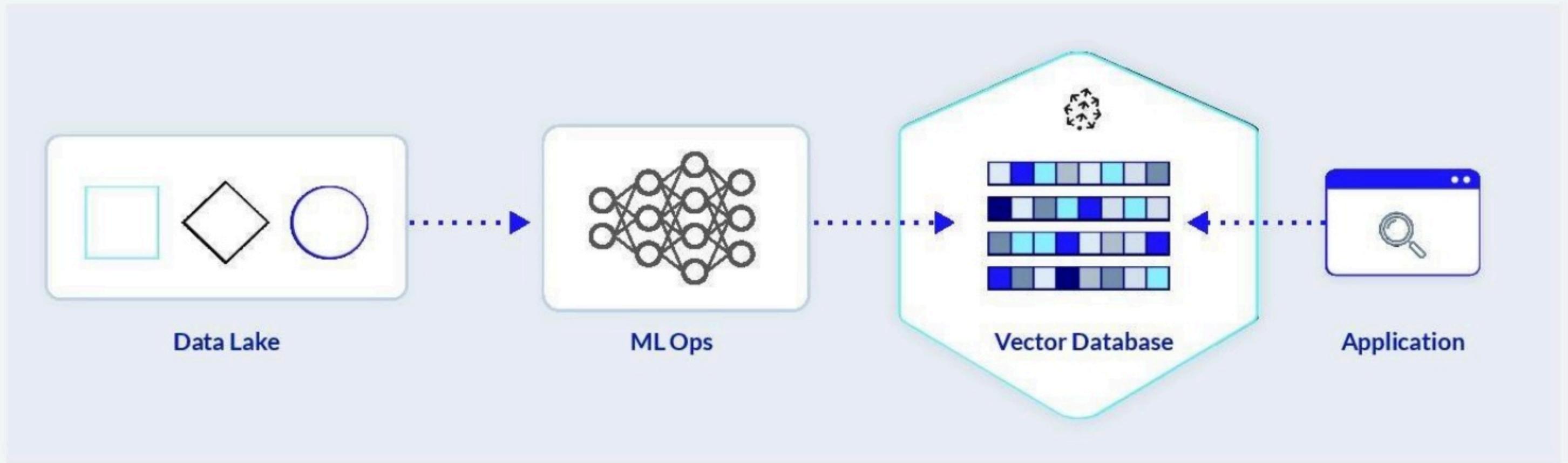
"AI representation of content drive almost all feed ranking and ads."

Hagay Lupesko, Director of Engineering, ML infrastructure, Feed ranking, and ads platform. Facebook

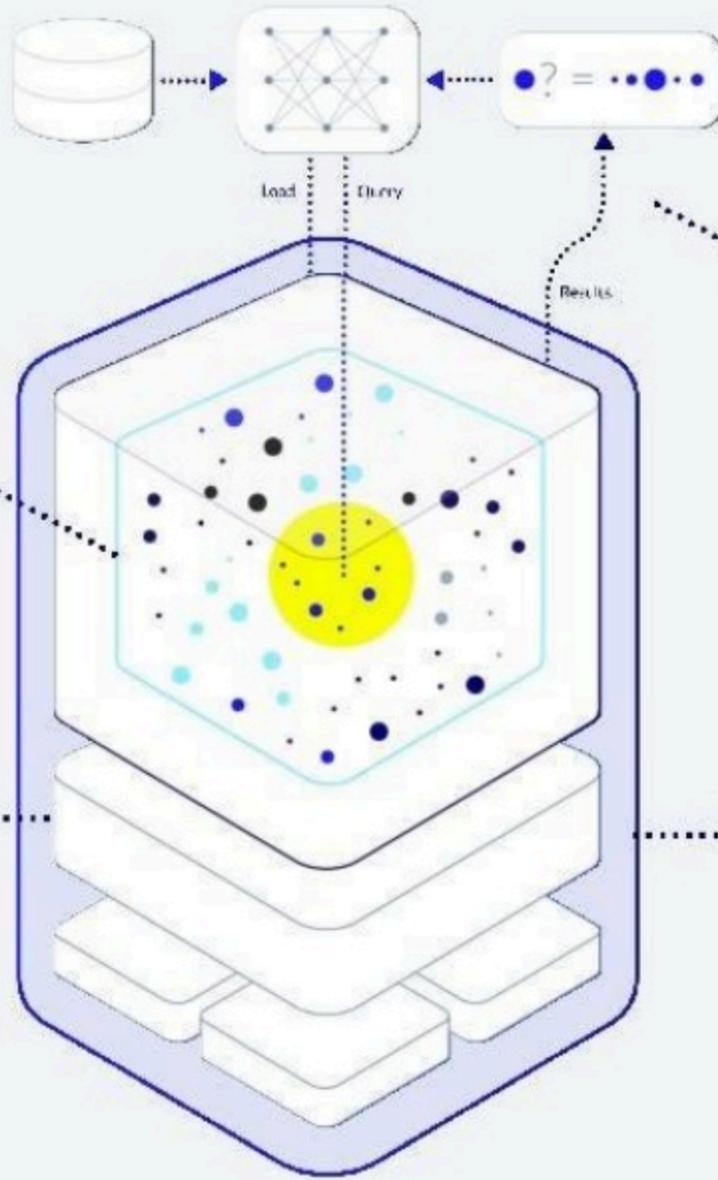
In fact, this will be the new standard!



New data infrastructure is needed – a vector database.



Pinecone's SaaS Vector Database



Vector Search Index

- Vector+NoSql query support
- High performance
- 10x hardware cost reduction

Cloud Native Database

- Horizontal scaling to billions of vectors
- Separated storage and compute
- High Availability

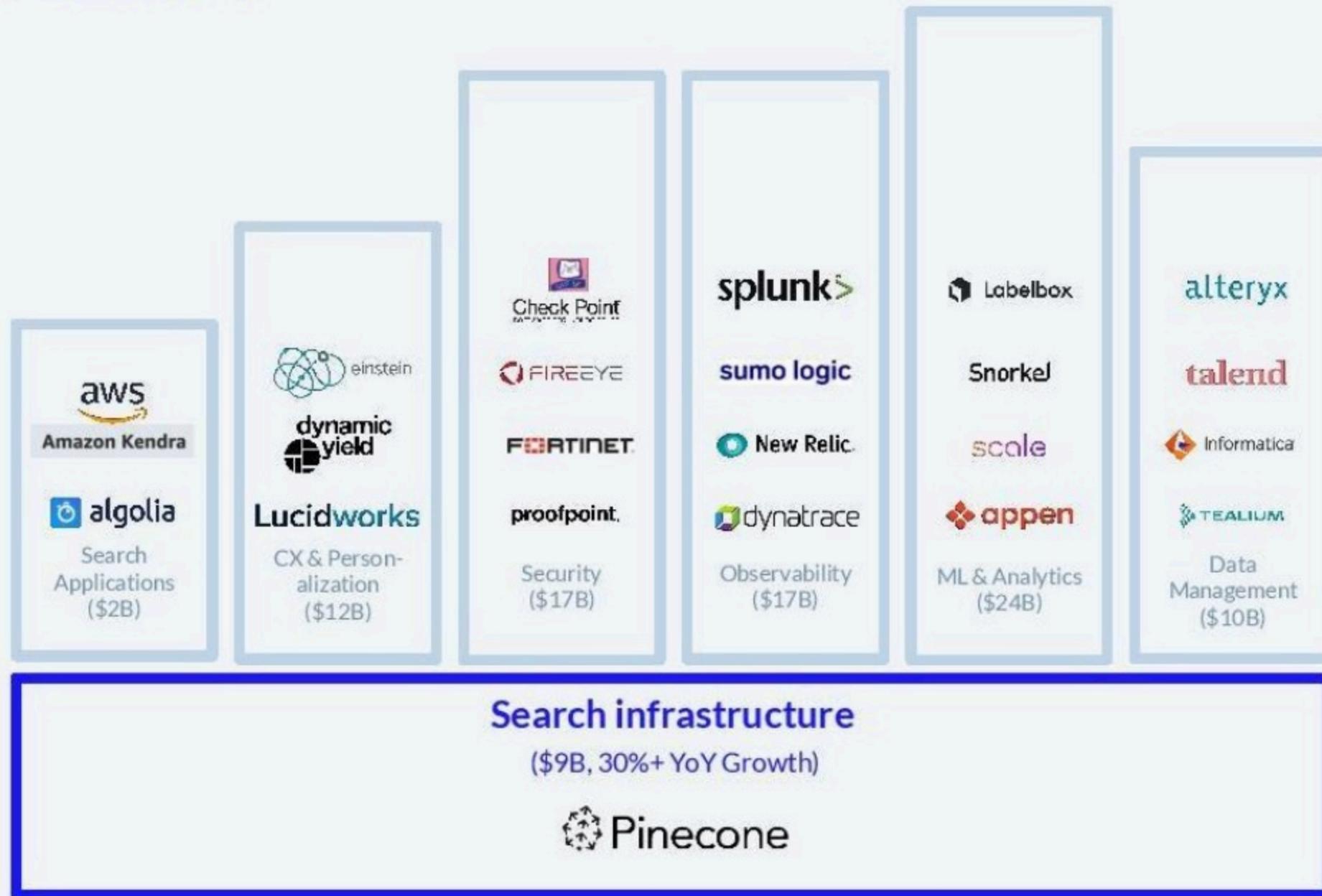
Open Source Clients

- Easy integrations from any language
- Example applications

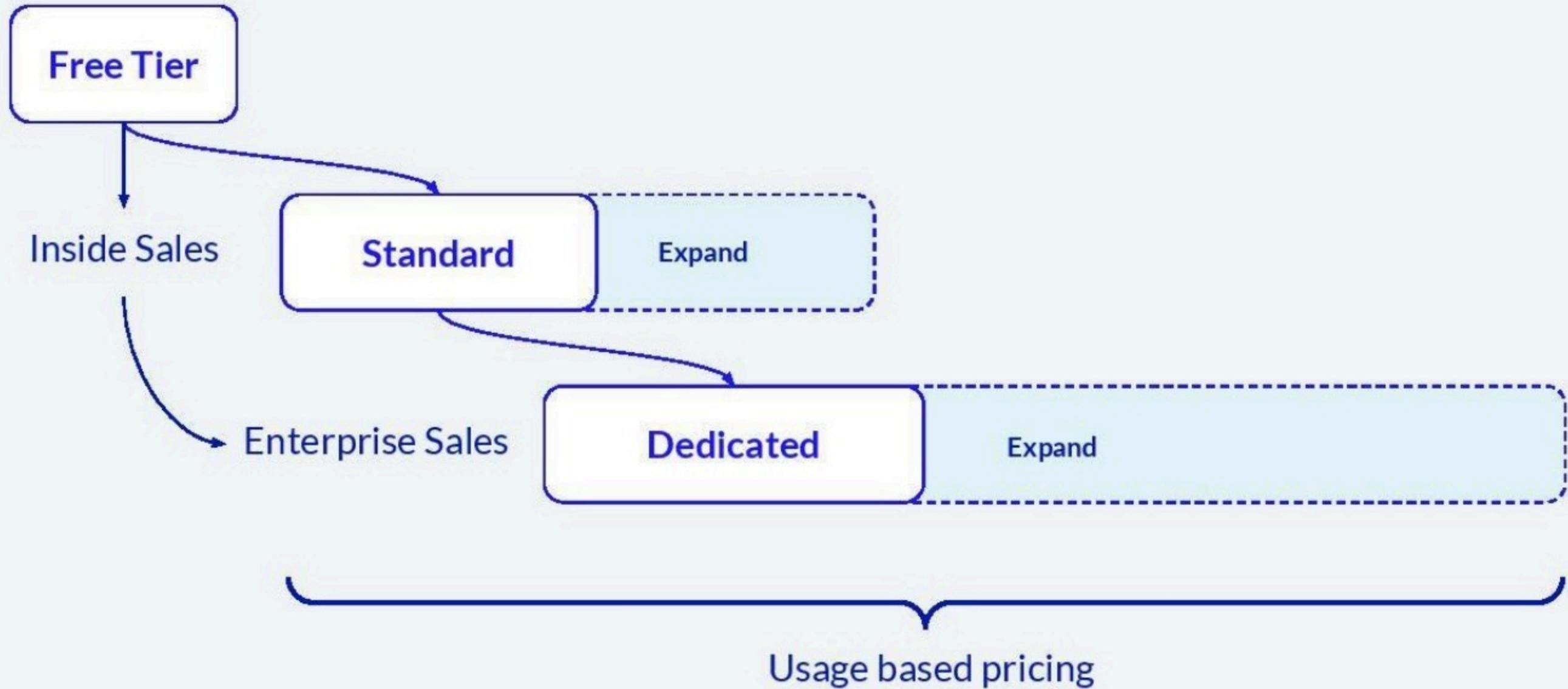
Managed Service

- 100% Hands off operations
- Secure and compliant (SOC2, GDPR, access control)
- 24/7 oncall operational support

Target Market



Product Led Growth - GTM Strategy



PLG - User Funnel

