



# KUSHIM



## Dealfow

The screenshot shows the Kushim Dealfow interface with four main sections:

- New:** Shows 4 items in the queue.
- Committee:** Shows 14 items in the queue, with one item selected (Algolia). A placeholder text "This is a short description of the startup..." is visible.
- Stage 1:** Shows 2 items in the queue, with one item selected (Shopify). A placeholder text "This is a short description of the startup..." is visible.
- Stage 2:** Shows 1 item in the queue, with one item selected (Salesforce).

Keeping up with potential deals through endless emails, spreadsheets, and a stack of documents can be time consuming.

**That's why we created Kushim Deal Flow.**

Centralizing your Deal Flow so you can get the most out of it.

## What is Kushim?

Before Kushim our founders worked at different VC firms, private equity companies & investment banks. Reflecting on our experiences we realized that although the financial world invests in the most innovative companies, the tools they use every day aren't meeting their own needs.

We launched Kushim with a straightforward goal: simplify data transferring between companies and investors, between investors and LPs, and between venture firms and private equity companies.

A1										
1	Company	Details	Status	Round	Type	Stage	Transaction	Country	H	I
2	AirBnb	Marketplace for Vacation Rentals	Open	Initial investment	Advisory	Series A		Germany		
3	AirBnb	Marketplace for Vacation Rentals	Open	1st Follow On	Advisory	Series A		Germany		
4	Alibaba	eBay for China	Open	Initial investment	Passive	Series A		France		
5	Alibaba	eBay for China	Open	1st Follow On	Passive	Series A		France		
6	Alibaba	eBay for China	Open	2nd Follow On	Passive	Series A		France		
7	Beepi	eBay Motors 3.0	Open	Initial investment	Passive	Series A		USA		New York
8	BlaBlaCar	Ridesharing Marketplace	Open	Initial investment	Passive	Series A		France		
9	BlaBlaCar	Ridesharing Marketplace	Open	1st Follow On	Passive	Series A		France		
10	Catawiki	Collectibles Marketplace	Open	Initial investment	Advisory	Series B		USA		
11	CityVox	Online Guide for Restaurants and Activities in France	Open	Initial investment	Advisory	Series B		China		
12	CityVox	Online Guide for Restaurants and Activities in France	Open	1st Follow On	Advisory	Series B		China		
13	CityVox	Online Guide for Restaurants and Activities in France	Open	2nd Follow On	Advisory	Series B		China		
14	CityVox	Online Guide for Restaurants and Activities in France	Open	3rd Follow On	Advisory	Series B		China		
15	CityVox	Online Guide for Restaurants and Activities in France	Open	4th Follow On	Advisory	Series B		China		
16	Criteo	Personalized ads creator	Open	Initial investment	Passive	Series B		France		
17	DropBox	Online File Synchronization	Partly closed	Initial investment	CEO	Series B		Brazil		
18	DropBox	Online File Synchronization	Partly closed	1st Follow On	CEO	Series B		Brazil		
19	DropBox	Online File Synchronization	Partly closed	2nd Follow On	CEO	Series B		Brazil		
20	DropBox	Online File Synchronization	Partly closed	1st Exit	CEO	Series B		Brazil		
21	Eventbrite	Online ticketing platform	Open	Initial investment	Passive	Series A		France		
22	Farfetch	Online clothes store	Open	1st Follow On	Passive	Series B		France		
23	Farfetch	Online clothes store	Open	2nd Follow On	Passive	Series B		France		
24	Farfetch	Online clothes store	Open	3rd Follow On	Passive	Series B		France		
25	Farfetch	Online clothes store	Open	4th Follow On	Passive	Series C	Primary	France		
26	Flexport	End-to-end Freight Forwarding Marketplace	Open	Initial investment	Incubated	Series B		Russia		
27	Flexport	End-to-end Freight Forwarding Marketplace	Open	1st Follow On	Incubated	Series B		Russia		
28	Flexport	End-to-end Freight Forwarding Marketplace	Open	2nd Follow On	Incubated	Series B		Russia		
29	La Fourchette	Trip advisor for food	Open	Initial investment	Passive	Series B		USA		
30	La Fourchette	Trip advisor for food	Open	1st Follow On	Passive	Series B		USA		
31	Lending Club	Peer to Peer Lending	Open	Initial investment	Passive	Series A		USA		New York
32	Lofty	Art, Antiques & Collectibles Marketplace	Open	Initial investment	Passive	Series A		Brazil		
33	MailChimp	Email marketing service	Open	Initial investment	Passive	Series A		Mexico		
34	MixPanel	Mobile app analytics	Open	Initial investment	Passive	Series A		USA		Silicon Valley
35	Palentir	Software solutions	Partly closed	Initial investment	Passive	Series B		UK		
36	Palentir	Software solutions	Partly closed	1st Exit	Passive	Series B		UK		
37	Poncho	Tailored weather and travel reports	Partly closed	Initial investment	Incubated	Series B		France		
38	Poncho	Tailored weather and travel reports	Partly closed	1st Follow On	Incubated	Series B		France		
39	Poncho	Tailored weather and travel reports	Partly closed	1st Exit	Incubated	Series B		France		
40	Rebagg	Peer to peer luxury designer handbags store	Closed	Initial investment	CEO	Series C		France		
41	Rebagg	Peer to peer luxury designer handbags store	Closed	1st Exit	CEO	Series C		France		
42	SalesForce	CRM software	Partly closed	Initial investment	Passive	Pre-seed		Brazil		
43	SalesForce	CRM software	Partly closed	1st Follow On	Passive	Pre-seed		Brazil		
44	SalesForce	CRM software	Partly closed	2nd Follow On	Passive	Pre-seed		Brazil		
45	SalesForce	CRM software	Partly closed	1st Exit	Passive	Pre-seed		Brazil		
46	SalesForce	CRM software	Partly closed	2nd Exit	Passive	Pre-seed		Brazil		
47	SalesForce	CRM software	Partly closed	Initial investment	CEO	Pre-seed		France		
48	Scoop It	Content Marketing Automation	Partly closed	1st Exit	CEO	Pre-seed		France		
49	Scoop It	Content Marketing Automation	Partly closed	1st Follow On	CEO	Pre-seed		France		
50	Shopify	Online shop creator	Closed	Initial investment	Passive	Pre-seed		USA		New York
51	Shopify	Online shop creator	Closed	1st Exit	Passive	Pre-seed		USA		New York
52	Shopify	Online shop creator	Closed	2nd Exit	Passive	Pre-seed		USA		New York
53	Slack	Messaging app for teams	Closed	Initial investment	Advisory	Seed		USA		Silicon Valley
54	Slack	Messaging app for teams	Closed	1st Exit	Advisory	Seed		USA		Silicon Valley
55	Slack	Messaging app for teams	Closed	2nd Exit	Advisory	Seed		USA		Silicon Valley
56	Slack	Messaging app for teams	Closed	3rd Exit	Advisory	Seed		USA		Silicon Valley

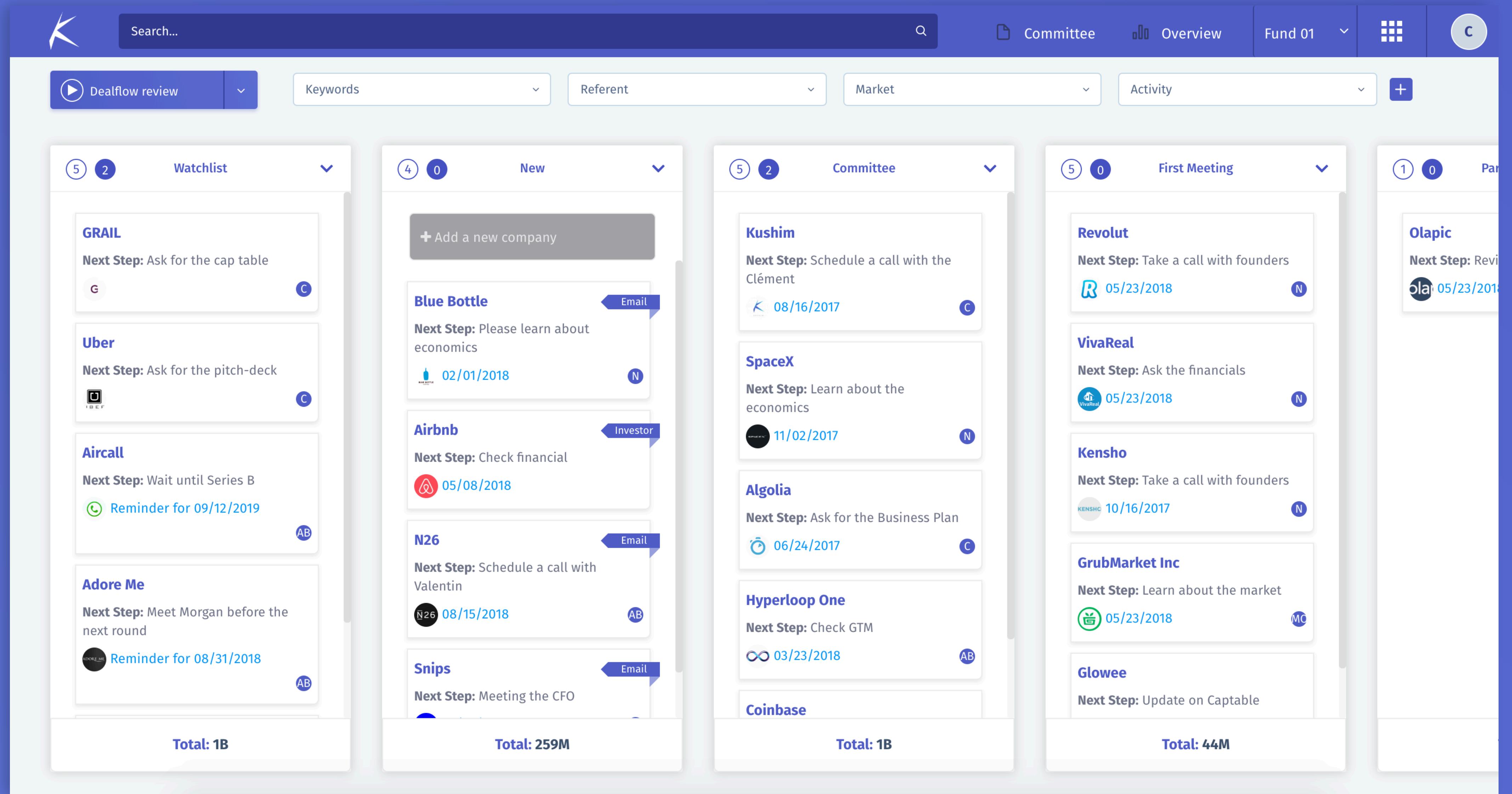
Most investors use different software for each investment step.  
One for dealflow, another for portfolio management, another for the document storage and so on.

That's why we decided to build a comprehensive and synchronized ecosystem for investors like you.

No spreadsheets needed.

## Customizable pipeline to fit your process. Add and delete columns as needed

Stay organized by moving company-cards down the line as they progress.  
Create



The image shows a digital pipeline interface for managing startup deals. The pipeline is divided into five main stages, each represented by a card:

- Watchlist**: Contains 5 companies: GRAIL (Next Step: Ask for the cap table), Uber (Next Step: Ask for the pitch-deck), Aircall (Next Step: Wait until Series B), Adore Me (Next Step: Meet Morgan before the next round), and Snips (Next Step: Meeting the CFO). Total value: 1B.
- New**: Contains 4 companies: Blue Bottle (Next Step: Please learn about economics, due 02/01/2018), Airbnb (Next Step: Check financials, due 05/08/2018), N26 (Next Step: Schedule a call with Valentin, due 08/15/2018), and Snips (Next Step: Meeting the CFO). Total value: 259M.
- Committee**: Contains 5 companies: Kushim (Next Step: Schedule a call with Clément, due 08/16/2017), SpaceX (Next Step: Learn about the economics, due 11/02/2017), Algolia (Next Step: Ask for the Business Plan, due 06/24/2017), Hyperloop One (Next Step: Check GTM, due 03/23/2018), and Coinbase (No next step listed). Total value: 1B.
- First Meeting**: Contains 5 companies: Revolut (Next Step: Take a call with founders, due 05/23/2018), VivaReal (Next Step: Ask the financials, due 05/23/2018), Kensho (Next Step: Take a call with founders, due 10/16/2017), GrubMarket Inc (Next Step: Learn about the market, due 05/23/2018), and Glowee (Next Step: Update on Captable). Total value: 44M.
- Part...**: Contains 1 company: Olapic (Next Step: Review, due 05/23/2018).

Each company card includes a logo, a due date, and a status indicator (e.g., C, N, AB). The interface also features a search bar, filter dropdowns for keywords, referent, market, and activity, and navigation buttons for Committee, Overview, Fund 01, and a grid icon.

# Add a new company in your pipe line

Powered by **CrunchBase**, Kushim Dealflow provide a unique autofill system who capture all the public information and prefill the startup profile for you

The screenshot displays the Kushim Dealflow platform interface, featuring a dark blue header with a search bar and navigation links for Committee, Overview, Fund 01, and a user icon.

**Watchlist:** Shows 5 companies: GRAIL (Next Step: Ask for the cap table), Uber (Next Step: Ask for the pitch-deck), Aircall (Next Step: Wait until Series B, with a reminder for 09/12/2019), Adore Me (Next Step: Meet Morgan before the next round, with a reminder for 08/31/2018), and N26 (Next Step: Schedule a call with Valentin, with a reminder for 08/15/2018). Total value: 1B.

**New:** A modal window for adding a new company, currently showing Reba. Buttons include Add details, Cancel, and Add.

**Committee:** Shows 5 companies: Kushim (Next Step: Schedule a call with the Clément, dated 08/16/2017), SpaceX (Next Step: Learn about the economics, dated 11/02/2017), Algolia (Next Step: Ask for the Business Plan, dated 06/24/2017), Hyperloop One (Next Step: Check GTM, dated 03/23/2018), and Coinbase. Total value: 1B.

**Suggestions:** A sidebar listing companies with their logos, next steps, and dates. It includes Rebagg, Revolut, VivaReal, Kensho, GrubMarket Inc, Glowee, and Afrebay, each with a blue 'Autofill' button.

Company	Next Step	Date	Action
Rebagg	Rebagg purchases high-end designer handbags for cash. We offer guaranteed pricing and a prepaid shippingbox anywhere within the US.	05/23/2018	Autofill
Revolut	Take a call with the CEO	05/23/2018	Autofill
VivaReal	Ask the team for a demo	05/23/2018	Autofill
Kensho	Take a call with the CTO	10/16/2017	Autofill
GrubMarket Inc	Learn about the food delivery market	05/23/2018	Autofill
Glowee	Update the product roadmap	05/23/2018	Autofill
Afrebay	An online marketplace designed to support the buying/selling of	05/23/2018	Autofill

# Filter through company's by **Keywords Internal lead, Market, Activity, Source, Location, Amount committed, Location, Investors, Round, or Date**

Search for specific companies or documents from the search bar

The screenshot displays a software interface for managing startup projects across five main sections:

- Watchlist:** Shows three companies: Uber, Aircall, and Adore Me. Uber has a next step of "Ask for the pitch-deck". Aircall has a reminder for "09/12/2019". Adore Me has a reminder for "08/31/2018". Total value: 550M.
- New:** Shows four companies added recently: Blue Bottle, Spotify, Algolia, and Glowee. Blue Bottle's next step is "learn about economics" with a due date of "02/01/2018". Spotify's next step is "Due Diligence, call founders" with a due date of "05/23/2018". Algolia's next step is "Next Step:" with a due date of "06/25/2017". Glowee's next step is "Take a call with the founders" with a due date of "07/09/2018". Total value: 720M.
- Committee:** Shows two companies: Kushim and SpaceX. Kushim's next step is "Meet the CFO" with a due date of "08/17/2017". SpaceX's next step is "take a call" with a due date of "11/02/2017". Total value: 1B.
- Due Diligence:** Shows three companies: Coinbase, Zalando, and Snips. Coinbase's next step is "Take a call with founders" with a due date of "03/23/2018". Zalando's next step is "Take a call" with a due date of "07/16/2018". Snips' next step is "Meeting the CFO" with a due date of "09/01/2017". Total value: 29M.
- Startups:** Shows three companies: Revolut, VivaReal, and N26. Revolut's next step is "Take a call" with a due date of "05/23/2018". VivaReal's next step is "Ask t..." with a due date of "05/23/2018". N26's next step is "..." with a due date of "08/16/2018". Total value: T...

Global filters at the top include Dealflow review, Keywords, Referent, Market, Activity, Source, Location, Amount committed, Investors, Round/stage, Submission from, To, Fund 01, and a search bar.

# Company Profiles

Search... Q

Committee Overview Fund 01 Fund 01 Overview Committee

Last update by: Clement Entry date: Nov 02, 2017

SpaceX Committee N + Close Export ...

General information Metrics Documents Timeline Edit

Source: Peter Thiel To: A ★ 4 (1 vote) ★★★★☆

Company description  
Space Exploration Technologies Corporation (SpaceX) is a space-transportation startup company founded by Elon Musk. It designs, manufactures, and launches advanced rockets and spacecraft. It is developing the partially reusable launch vehicles Falcon 1 and Falcon 9. Originally based in El Segundo, SpaceX now operates out of Hawthorne, California, USA.

SpaceX was founded in June 2002 by Musk who had invested \$100 million of his own money in the company as of March 2006. In January 2005, SpaceX bought a 10% stake in Surrey Satellite Technology Ltd.

SpaceX had 160 employees in November 2005, and more than 500 by July 2008. The launch crew in the Marshall Islands has 25 people, 6 in mission control.

Website <http://www.spacex.com>

Amount next fundraising 2.3B

Founding date Apr 2002

Valuation Pre-money 25B

Location USA

Amount to commit 1.50B

Activity Aerospace

Currency USD

BtoC, BtoB... B2B

Timing 05/03/2018

Tax ID 123-987-990

Round Pre IPO

Keywords Please pick an option

Doc link <https://fr.slideshare.net/priyankac3/spacex-56052112>

Number of co founders Please input amount

Last funding round 12/07/2018

Initial Question board Please input text

Recomandation Please input text

Keywords Satellite, Space, Aerospace, Aviation, Spacecraft

Investors Add a comment Founders Fund, Elon Musk, Oakhouse Partners, All Blue Capital, Bracket Capital, Fidelity Investments, Valor Equity Partners

Potential investors GreyCroft, Morgan Stanley, Future Shape Ventures, 8VC

Team

Elon Musk ♂ USA CEO - Founder Former : Paypal elon@spacex.co

Gwynne Shotwell ★ ♀ USA COO - Founder <https://www.crunchbase.com/person/gw...> GwynneShotwell@spacex.co

James Henderson ♂ USA Development team <https://www.crunchbase.com/person/ja...> Henderson@spacex.co

To Do List Comments

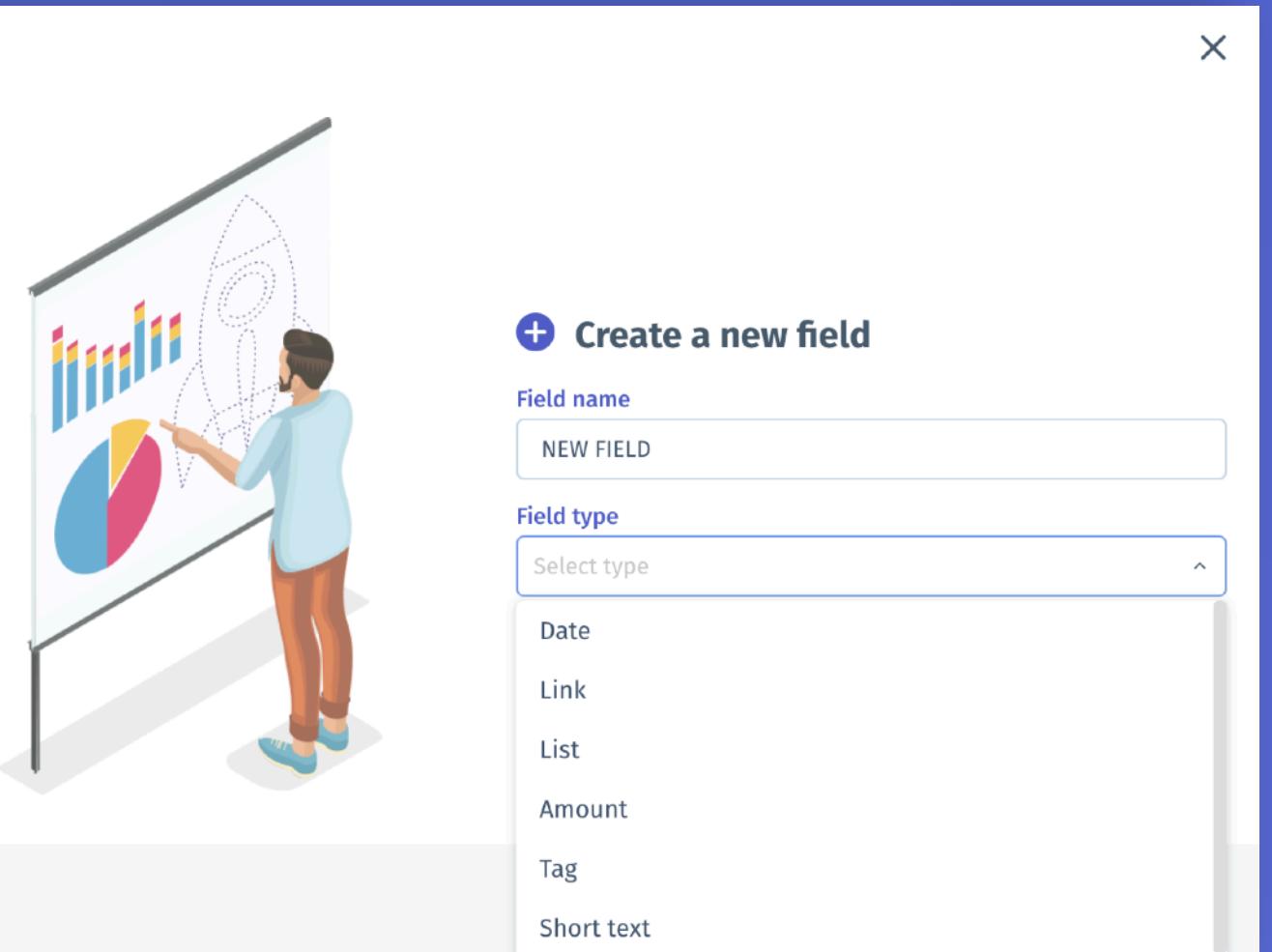
Add a task Post 50%

Learn about the economics VE Oct 13

Schedule a call with Gwynne Shotwell MG Sep 10

Record important company, rank them and complete round information about each deal.

Use custom tags to categorize your deal flow, indicate past and potential investors, keep track of company contacts and more.



Customize the company profile and create or hide as many inputs you want. Create different categories of field such as : Date, Link, List, Amount, Tag, Short and Long text

Committee

Entry date: November 02, 2017 / 1st submission

Peter Thiel



## SpaceX

Space Exploration Technologies Corporation (SpaceX) is a space-transportation startup company founded by Elon Musk. It designs, manufactures, and launches advanced rockets and spacecraft. It is developing the partially reusable launch vehicles Falcon 1 and Falcon 9. Originally based in El Segundo, SpaceX now operates out of Hawthorne, California, USA.

SpaceX was founded in June 2002 by Musk who had invested \$100 million of his own money in the company as of March 2006. In January 2005, SpaceX bought a 10% stake in Surrey Satellite Technology Ltd.

SpaceX had 160 employees in November 2005, and more than 500 by July 2008. The launch crew in the Marshall Islands has 25 people, 6 in mission control.

Website: <http://www.spacex.com>      Founded: 2002      Location: USA

---

### Team members

**Elon Musk** ♂ 🇺🇸  
CEO - Founder  
Former : Paypal  
elton@spaceX.co

**Gwynne Shotwell** ★ ♀ 🇺🇸  
COO - Founder  
<https://www.crunchbase.com/person/...>  
GwynneSho@spacex.co

**James Henderson** ♂ 🇺🇸  
Development team  
<https://www.crunchbase.com/person/...>  
Henderson@spacex.co

---

### Company information

Website <a href="http://www.spacex.com">http://www.spacex.com</a>	Amount <i>Next fundraising</i> 2.3B	Keywords Satellite, Space, Aerospace, Aviation, Spacecraft
Founding date 04/01/2002	Valuation <i>Pre-money</i> 25B	Investors
Location USA	Currency USD	

Export companies profiles in beautiful PDF and share them with your team, or/and with potential co-investors.

# Company Profiles

## Emails and attachments

The image shows two side-by-side screenshots of the Kushim Dealflow platform. The left screenshot displays a sidebar with options like 'Select pipeline', 'Add a comment', 'Share email content', and 'Share attachment(s)'. A large blue button at the bottom says 'Send to Dealflow'. The right screenshot shows a detailed view of a company profile for 'N26'. It includes tabs for 'General information', 'Metrics', 'Emails' (which is selected), 'Documents', and 'Timeline'. Under the 'Emails' tab, there are sections for '09/10/2018' and '09/07/2018', each containing several redacted email messages. A specific message from 'ValentinStalf@N26.com' dated 'Tue. 20 mars 2018 at 13:06' is highlighted. To the right of the emails is a 'To Do List' section with tasks like 'Learn about economics' and 'Schedule a second call with Valentin'. The top of the interface has a search bar, navigation buttons, and a header with 'Committee', 'Overview', and 'Fund 01'.

Gmail extension

Keep track of emails and attachments and share them with your team.

Add a new company to your pipeline, or link an email to a company with the Kushim's Gmail extension.

# Company Profiles

## Metrics and KPI's

K Search... Committee Overview 

< Airbnb New Last update by Victor - 04/13/2017 > Entry date: Sep 17 Source : Romain Vidal - (CapHorn Invest) RK Next step Close Delete company

General information Metrics Documents Timeline

**Revenue**

Year	Revenue
2020	1200000456
2019	800000000
2018	600000000
2017	400000000

**EBIT**

Year	EBIT
2020	900000000
2019	700000000
2018	500000000
2017	350000000

Revenue EBITDA

**Actual share of SAM**  
59% Last update : 11/22/17

**ARR**  
280M Last update : 11/22/17

**Gross Margin Profit**  
37% Last update : 11/22/17

**Monthly Gross Revenue**  
47% Last update : 11/22/17

**Number of Users**  
150M Last update : 11/22/17

# of Employees  
2017: 200, 2018: 250, 2019: 300, 2020: 370, 2021: 450

To Do List Comments

Add a task  Add

40% 

Call the founders

Analyze Business Plan

Send contracts Cancel Save

Talk with partners about how we could get interest on it. Prepare general stuff for this meeting.

Fill all informations

Keep track of company metrics that matter most to you. View the history of each metric and add information directly from the card

# Company Profiles

The screenshot shows a company profile for Airbnb. The top navigation bar includes a search bar, committee overview, and user profile. Below the header, the company name 'Airbnb' is displayed with a 'New' badge, and a note indicating it was last updated by Victor on 04/13/2017. The entry date is listed as Sep 17, and the source is Romain Vidal - CapHorn Invest. Action buttons include 'Next step', 'Close', and 'Delete company'.

The main content area has tabs for 'General information', 'Metrics', 'Documents' (which is selected), and 'Timeline'. The 'Documents' section contains a table listing various files and folders:

Name	Format	Date	By
Legal docs	Folder	02/26/2016	Victor Espinet
Financial docs	Folder	02/17/2016	Victor Espinet
Cap Table.xls	XLSXLS	01/09/2016	Alexandre Crenn
Notes.doc	DOC	11/26/2015	Tessa Meyer
New Folder	Folder	10/13/2015	Victor Espinet
call debrief.pdf	PDF	09/16/2016	Tessa Meyer
Folder	Folder	10/13/2015	Victor Espinet

To the right, a modal window titled 'To Do List' displays a list of tasks:

- Add a task (Add button)
- Call the founders (checked)
- Analyze Business Plan (unchecked)
- Send contracts (unchecked)
- Talk with partners about how we could get interest on it. Prepare general stuff for this meeting. (unchecked)
- Fill all informations (checked)

Below the tasks is a progress bar at 40% completion.

Store and organize files related to each deal: contracts, cap tables, video files and more

# Company Profiles

The screenshot shows a company profile for "Airbnb". The top navigation bar includes a search bar, a Committee button, an Overview button, and a user profile icon. The main header displays the company name "Airbnb", a "New" status indicator, and a timestamp "Last update by Victor - 04/13/2017". Below this, the "Entry date: Sep 17" and "Source: Romain Vidal - (CapHorn Invest)" are shown, along with a "RK" contact card.

The interface features a "Timeline" tab, which lists activity items:

- 20 Feb 2018: Alexandre Crenn - Closed Airbnb (Out of scope), Mail sent
- 19 Feb 2018: Alexandre Crenn - Metric updated: Actual Share of SAM
- 12 Feb 2018: Alexandre Crenn - Moved Bendo from Watchlist to New
- 10 Oct 2017: Alexandre Crenn - Moved Airbnb from Committee to Watchlist with a reminder 01/13/2018
- 10 Oct 2017: Presented during in the committee Weekly dealflow review 23
- 07 Sep 2017: Alexandre Crenn - Attached a document: b-model.pdf
- 04 Sep 2017: Alexandre Crenn - Updated: General Information
- 04 Sep 2017: Alexandre Crenn - Dealflow entrance, Source Romain Vidal - Caphorn, 2nd Submission

A "Closing comment" is displayed in a modal:

Sed ut perspiciatis unde omnis iste natus error sit voluptatem accusantium doloremque laudantium, totam rem aperiam, eaque ipsa quae ab illo inventore veritatis et quasi architecto beatae vitae dicta sunt explicabo. Nemo enim ipsam voluptatem quia voluptas sit aspernatur aut odit aut fugit, sed quia consequuntur magni dolores eos qui ratione voluptatem sequi nesciunt. Neque porro quisquam est, qui dolorem ipsum quia dolor sit amet, consectetur, adipisci velit, sed quia non numquam eius modi tempora incidunt ut labore et dolore magnam aliquam quaerat voluptatem.

Below the timeline, a "Mail sent" section contains a template message:

Hi,  
unde omnis iste natus error sit voluptatem accusantium doloremque laudantium, totam rem aperiam, eaque ipsa quae ab illo inventore veritatis et quasi architecto beatae vitae dicta sunt explicabo. Nemo enim ipsam voluptatem quia voluptas sit aspernatur aut odit aut fugit, sed quia consequuntur magni dolores eos qui ratione voluptatem sequi nesciunt. Neque porro quisquam est, qui dolorem ipsum quia dolor sit amet, consectetur, adipisci velit, sed quia non numquam eius modi tempora incidunt ut labore et dolore magnam aliquam quaerat voluptatem.  
Best,  
Funds A

The right side of the screen shows a "To Do List" with several tasks:

- Add a task (Add button)
- Call the founders (checked)
- Analyze Business Plan (unchecked)
- Send contracts (unchecked)
- Talk with partners about how we could get interest on it. Prepare general stuff for this meeting. (unchecked)
- Fill all informations (checked)

Track a complete timeline of all activity related to each deal. Know when and who created a deal, left a comment, completed a task, uploaded a file, updated information, or moved the company down the pipeline.

# Stay organized and work with your team easily

## To Do List by company

The screenshot shows a 'To Do List' interface with a blue header bar containing 'To Do List' and 'Comments' buttons. Below the header is a card for 'Add a task' with a 'Post' button. A progress bar indicates 33% completion. Below the progress bar are three task cards: 'Ask for the cap table' (VE, Oct 14), 'Learn about the economics' (VE, Oct 13), and 'Schedule a call with Gwynne Shotwell' (MO, Sep 10). The 'Schedule a call...' task has a checked checkbox.

Add tasks to deal to-do lists  
and check them off as you go.

Assign tasks with custom  
reminders

## Comments list by company

The screenshot shows a 'Comments list' interface with a blue header bar containing 'To Do List' and 'Comments' buttons. Below the header is a card for 'Write a comment' with a 'Post' button. A detailed company profile for 'Space Exploration Technologies Corporation (SpaceX)' is displayed, including its history, founders, and operational details. Below the profile is a comment card from 'Alexandre' dated 09/12/2018, providing a summary of SpaceX's mission and technology.

**Space Exploration Technologies Corporation (SpaceX)**  
Categories : Aerospace, Space Travel, Transportation  
Headquarters Regions : Greater Los Angeles Area, West Coast, Western US  
Founded Date : Jun 2002  
Founders : Elon Musk  
Operating Status : Active  
Funding Status : Late Stage Venture  
Last Funding Type : Series I  
Number of Employees : 1001-5000  
Also Known As : Space Exploration Technologies Corporation  
Hub Tags : Unicorn

Alexandre 09/12/2018  
Space Exploration Technologies Corporation (SpaceX) is a space-transportation startup company founded by Elon Musk. It designs, manufactures, and launches advanced rockets and spacecraft. It is developing the partially reusable launch vehicles Falcon 1 and Falcon 9

Organize your teams thoughts,  
attach documents and vote for your  
favorite comments .

# Company Profiles

The image displays two side-by-side screenshots of a company profile interface for N26, illustrating the resubmission process.

**Top Screenshot (Left):** This screenshot shows the initial submission of N26's profile. The header includes a search bar, navigation links for Committee and Overview, and a user icon. The main content area shows the company logo, a summary of its services, and a timeline section. The timeline indicates the entry date as Feb 23, 2018, and the first submission. It lists two sources: "Source: FJ Labs" and "Source: TechCrunch". A "To Do List" and "Comments" section are also present, with a comment from Clement dated 03/23/2018.

**Bottom Screenshot (Right):** This screenshot shows the resubmission of N26's profile. The header is identical. The main content area shows the updated profile information. The summary highlights N26's aim to revolutionize the banking industry. The timeline now shows the entry date as Mar 23, 2018, and the second submission. The "Metrics" tab is selected, displaying financial data such as website, founding date, location, activity, B2B/B2C status, and tax ID. The "Comments" section shows another comment from Clement dated 03/23/2018, suggesting further research on their economics.

Resubmission from a previous company?

Look back at all your previous data, comments, and contacts from the last deal

## Never loose your data

**Close Algolia**

Clement

Early stage

Add to watchlist 6

3  
6  
12

Send email (optional)

Add me as BCC

Close company

em to your watchlist  
n touch or send them  
il letting them know  
it's a pass directly  
from Kushim.

on a deal at anytime

- 14 Rejected
-  Algolia  
This is a short description of the startup...  
13/01/2017
-  Twitch  
This is a short description of the startup...  
13/01/2017
-  Shazam  
This is a short description of the startup...  
13/01/2017
-  Ulule  
This is a short description of the startup...  
13/01/2017
-  Slack  
This is a short description of the startup...  
13/01/2017
-  Stripe  
This is a short description of the startup...  
13/01/2017
-  Snips

Add them to your watchlist  
to stay in touch or send them  
an email letting them know  
why it's a pass directly  
from Kushim.

Reopen a deal at anytime

Automatically create company slides to easily present new potential deals during investment meetings.

Create a re-usable partner meeting slide templates

**SpaceX** 2.3B\$ Founding date: 2002-04-01 00:00:00 Location: USA

**ACTIVITY**

Space Exploration Technologies Corporation (SpaceX) is a space-transportation startup company founded by Elon Musk. It designs, manufactures, and launches advanced rockets and spacecraft. It is developing the partially reusable launch vehicles Falcon 1 and Falcon 9. Originally based in El Segundo, SpaceX now operates out of Hawthorne, California, USA.

SpaceX was founded in June 2002 by Musk who had invested \$100 million of his own money in the company as of March 2006. In January 2005, SpaceX bought a 10% stake in Surrey Satellite Technology Ltd.

SpaceX had 160 employees in November 2005, and more than 500 by July 2008. The launch crew in the Marshall Islands has 25 people, 6 in mission control.

**BUSINESS PLAN**

	M\$	2017	2018	2019
CA	100	120	160	
EBIT	90	100		

Add a task (optional)  
Schedule a meeting with Elon

**TEAM**

CEO: Elon Musk - Former : Pay  
COO: Gwynne Shotwell - https://  
Development team: James He

**EQUITY**

Founders Fund, Elon Musk, O... Investments, Valor Equity Partners

Send to: W N C 1 2 3  
Assign to: J AB MO C VE N A

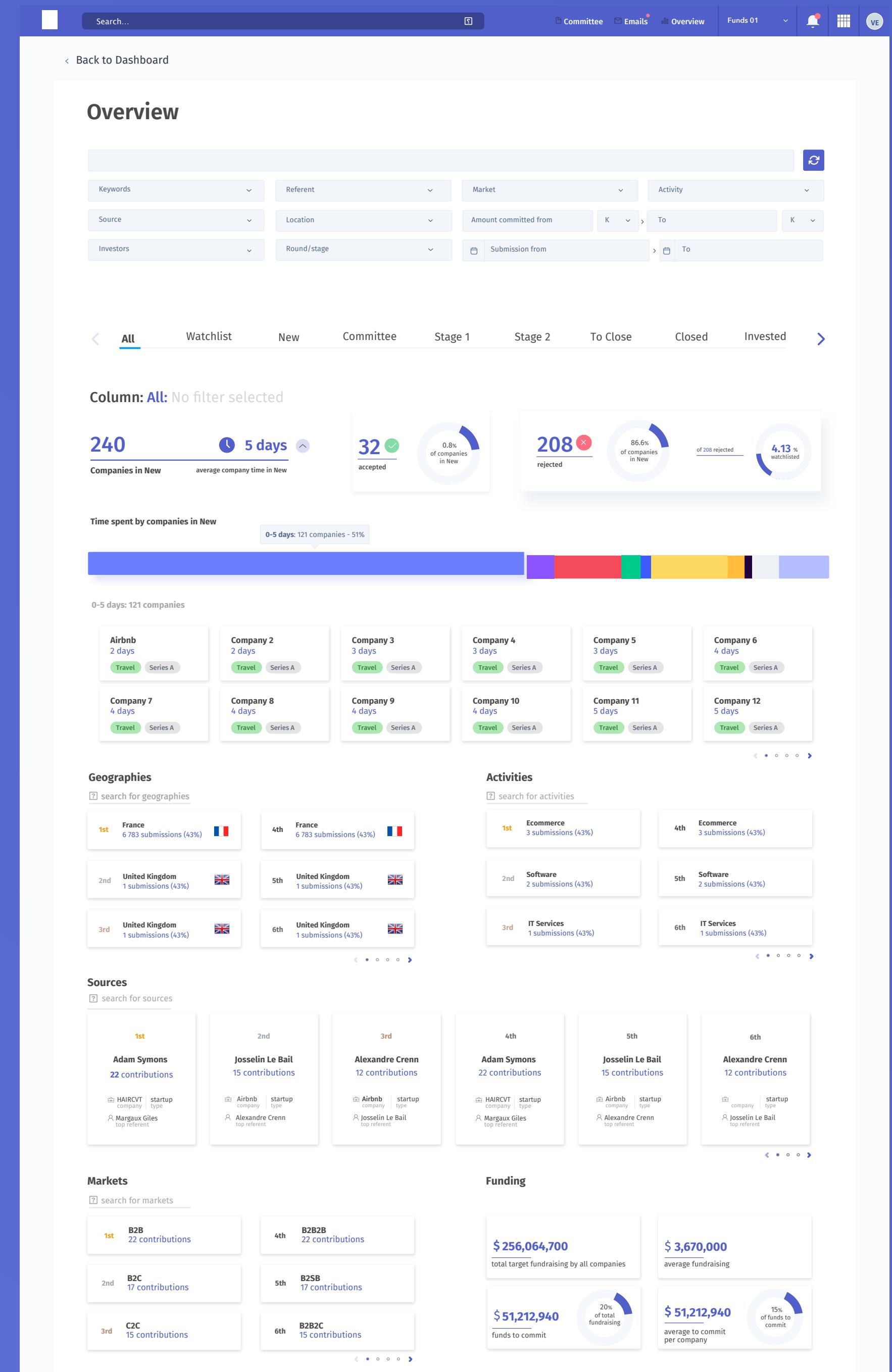
Send to next step

SpaceX > Close Next step Add a comment

Have a comprehensive to-do list for each member of your team after each meeting.

Monday meeting			
		Source	Status
		To close	To dig in
Sep 10, 2018	Company name	FJ labs (A)	Partner Meeting
	Gwynne Germab Zaino Corinse	Fabrice Grinda (A) True Ventures	Nicolas Victor Espanet
	Mischa Oputo		
	Name: GrubMarket Inc Germab	Commitment: Learn about the market	Status: Partner Meeting To close
	Victor Espanet		
	Name: Gwynne Sripr Corinse	Commitment: Take a call with the founders Meet with the CFO Take a call with founders	Status: Due Diligence Due Diligence Due Diligence
	Nicolas		
	Name: Revolut Vivreal Space-X Kenku	Commitment: Take a call with founders Ask the Financials Take a call	Status: Stage 1 Review Due Diligence Due Diligence To close
	Clement		
	Name: GRAL User Kushim	Commitment: Learn about the market Ask for the pitch-deck Meet the CEO	Status: Partner Meeting Stage 1 Review Due Diligence
	Abinet Berhanu		
	Name: NZG Hyperloop One	Commitment: Learn about economics Check GTM	Status: Partner Meeting
	Margaux Gilles		
	Name: Arioso	Commitment: Check financial	Status: Partner Meeting
Committee end comment:			
Kushim Demo			
Name: Title: Signature:			

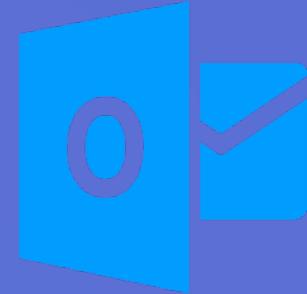
Analyze your deal flow from an Overview page. View where your deals are coming from, how they get to you, what market's you're hearing from and more.



**Email** is the backbone of investors business communications.  
We are now pulling all your team's email into the dealflow automatically.

Take a company that made 3 different submissions in different stages. Try to find which emails, documents, captables.... belong to each submission. Not obvious right?

With Kushim, every submission is closely tracked within the company's profile.



SpaceX

General information Metrics Emails Documents Timeline Media LPs & Partners

Search... Share Delete

Space X update

clement@kushim.vc 20 Jun 2019 Shared  
Space X update  
News from Space X On Wednesday, June 12, SpaceX successfully la...

clement@kushim.vc 20 Jun 2019  
Space X update  
News from Space X On Wednesday, June 12, SpaceX successfully la...

● clement@kushim.vc 20 Jun 2019  
Space X update  
News from Space X On Wednesday, June 12, SpaceX successfully la...

● clement@kushim.vc 20 Jun 2019  
Space X update  
News from Space X On Wednesday, June 12, SpaceX successfully la...

Clément Aglietta clement@kushim.vc  
To: demo@kushim.vc

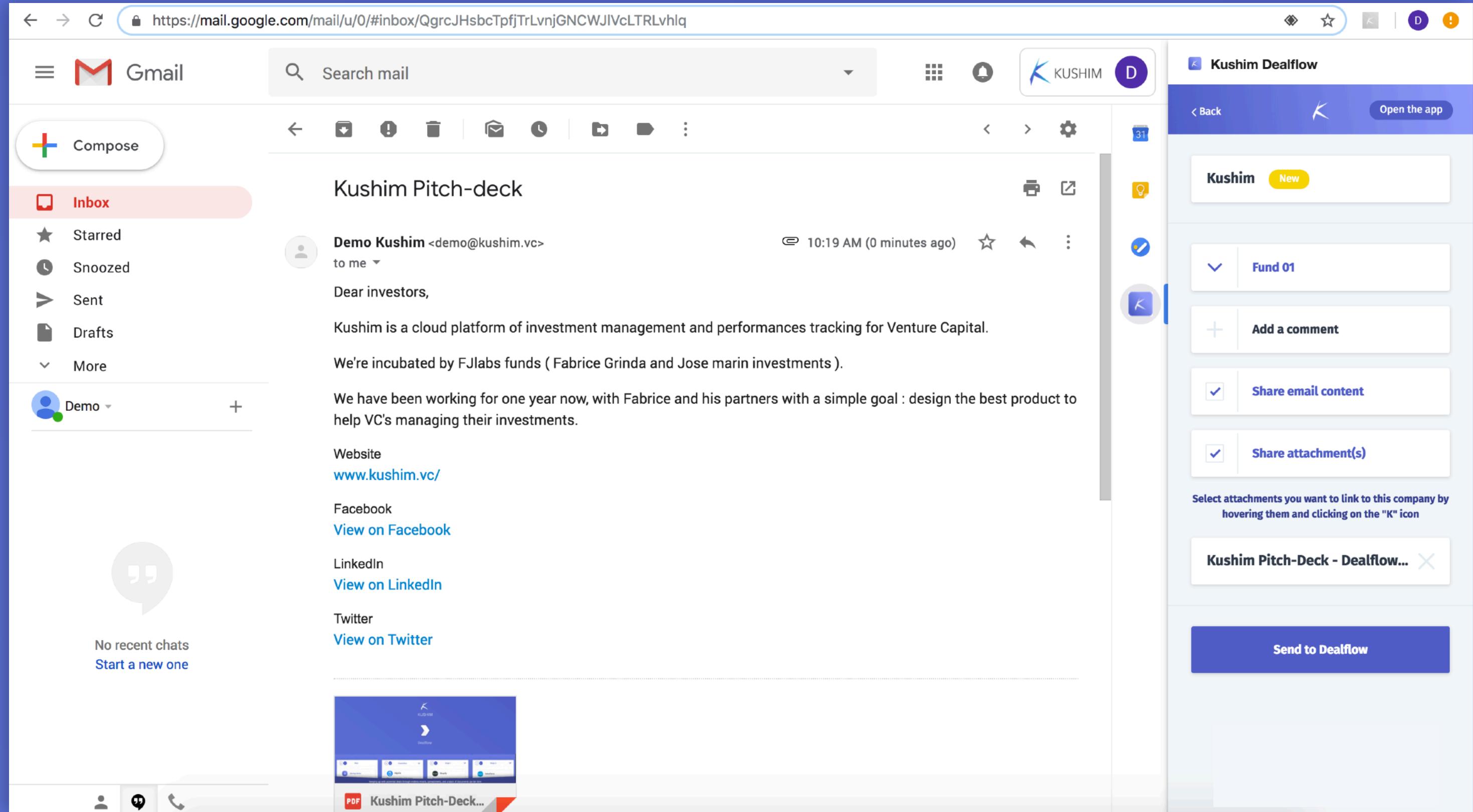
News from Space X

On Wednesday, June 12, SpaceX successfully launched the RADARSAT Constellation Mission for MDA, a Maxar company, from Space Launch Complex 4E (SLC-4E) at Vandenberg Air Force Base in California. Falcon 9 lifted off at 7:17 a.m. PDT, or 14:17 UTC with the first of three RADARSAT satellites deploying approximately 54 minutes after launch.

Following stage separation, Falcon 9's first stage returned to land on SpaceX's Landing Zone 4 (LZ-4) at Vandenberg Air Force Base. The first stage for the RADARSAT Constellation mission previously supported Crew Dragon's first demonstration mission in March 2019. You can watch a replay of the launch webcast below and find out more about the mission in our press kit.

Article in attachment.

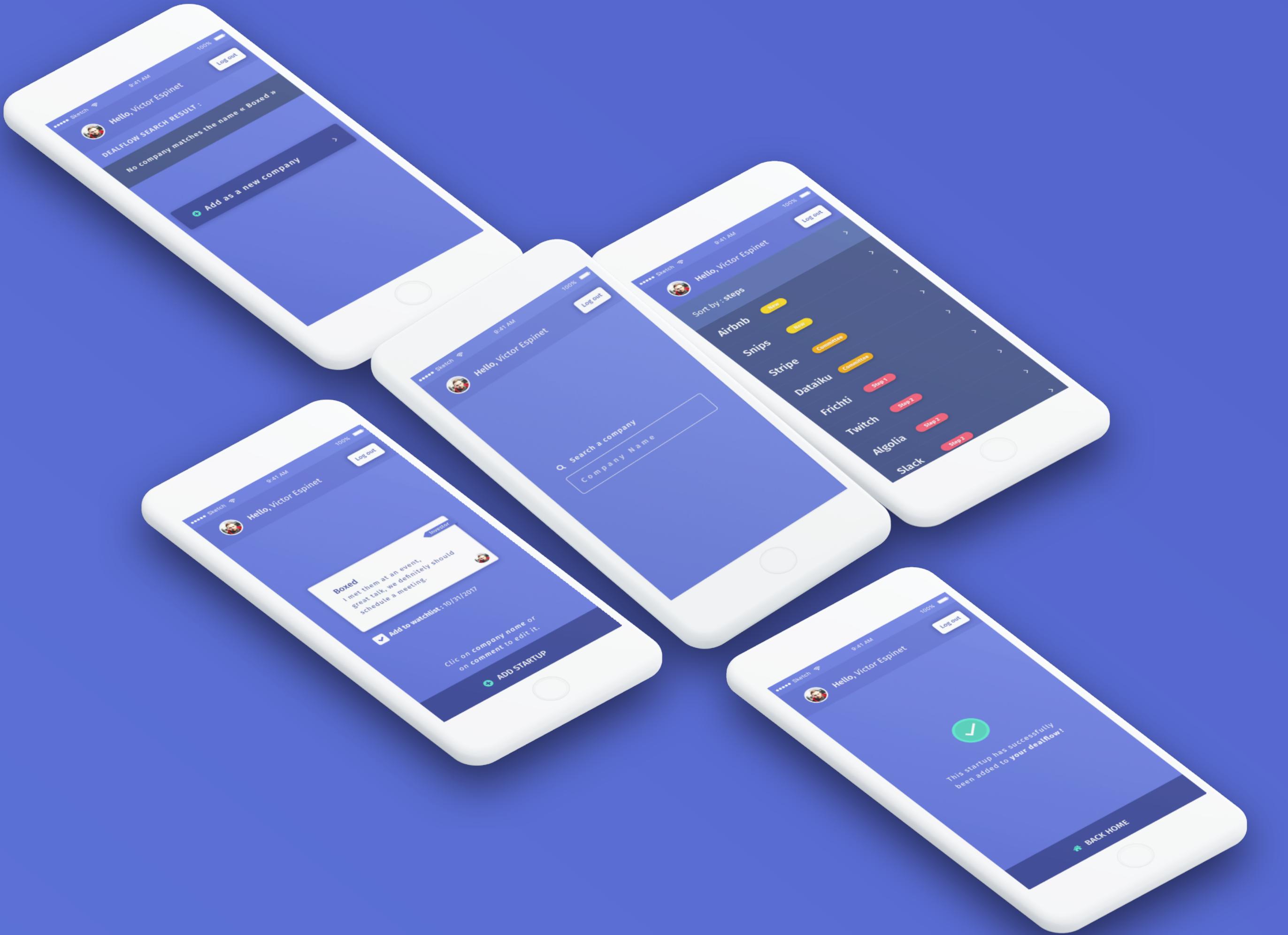
Best,  
Clément



## Gmail integration

With our Google Chrome extension, you can manage your emails directly from your mailbox ! The emails will be automatically be displayed on the company profil and the documents in attachment will be storage in the documents section.

You are free to decide to share the content of the email or not, and to select which documents you want to share with your team.



## Synchronized

Stay connected while on the move: add a new company, schedule a reminder, or view an existing company on your pipeline from your mobile device.

## Detailed features

Streamline your deal flow process from start to finish with a comprehensive tool built just for you. Track, evaluate, and manage investment opportunities seamlessly across your entire team.

- **Add a startup:** Add a new company to your pipeline manually, from website submissions or from forwarded emails. Attached documents are stored on their new company profile.
- **Pipeline:** Customize your pipeline to fit your deal flow process. Create new stages, assign tasks to your team, manage your watchlist and more.
- **Startup profile:** Include basic information, metrics, and team members on each Startup Profile, keep the conversation organized in the comment and to-do list sections.
- **Documents:** Store all documents related to each deal on their company profile.
- **Overview:** View and use analytics from your Deal Flow to make strategic decisions. Track where your deals are coming from, what industry you're hearing from, which source is the most efficient and more.
- **Committee:** Automatically generate presentation slides with company and round info, detailed metrics, contacts and more. Add comments about the deal, move it down the pipe, and assign tasks directly from each slide.
- **Watchlist:** Keep interesting deals on your watchlist and assign check-in dates for later.
- **Mobile app:** Stay connected while on the move: add a new company, schedule a reminder, or view an existing company on your pipeline from your mobile device.



## We keep your data safe!

Our team is trained in cyber security and uses the latest technology and frameworks to avoid potential security vulnerabilities.



### SSL Certified by Comodo

We use an SSL certificate for all of the communication between your computer and our servers. You can therefore connect from anywhere in the world safely.



### Acutenix

We use the Acunetix security software suite to ensure the security of our servers. Every week thousands of tests are performed to ensure that our applications and servers are secure. Acunetix is one of the leaders in cyber defense used by US Air Force, American Express and HSBC.



### Linode

Our cloud solution, provided by Linode, allows us to provide an SLA higher than 99.5%. Every day backups of your data are made and replicated in our multiple servers.

- Application using latest version of PHP and Laravel.
- Database with access restriction limited to 1 ip.
- Database encrypted via a key
- All communications in SSL / TLS
- Intrusion test carried out regularly and carried out according to CWE / ISO 27001 and NIST.
- Bruteforce anti-attack system
- Anti DDOS system
- kvm and Xem virtualization
- PCI DSS compliant Cloud Provider and HIPAA

## They are recommending us



Vienna Poeisz  
Energy Impact Partners

Kushim was able to create a beautifully designed, clean and intuitive platform that is easy to understand, so people can find the information they're looking for without too much struggle. It's been a great experience for us!



Florian Fischer  
Mountain Partners

We are already looking forward to the upcoming features and are still more than happy having decided to go with Kushim some months earlier. Everything works perfectly and the product roadmap is always fulfilled on time. Great job!



Louis Sutre  
Caphorn Invest - France

Kushim has completely changed the way we discuss the status of our portfolio companies among team members. As a matter of fact, we now use Kushim as a reference tool during our meetings and committees to have quick access to data (such as invested amounts, share of ownership, operational KPIs or latest Board output). We have also integrated Kushim into the Back/Middle Office and Business Development teams in order to accurately communicate up-to-date information to our LPs and our ecosystem.



Fabrice Grinda  
FJ Labs

Kushim has improved and organized my teams daily work activities including analyzing portfolio and investment performance, presenting data to our partners and communicating with our companies.

## They are recommending us



Corporate Ventures - France

Private information

\$1.4 Billion USD - 98 investments



Incubator - France

88 millions € - 270 investments



VC firm - France

182 millions € - 38 investments

VC Firm - Brazil

Private information

VC firms - Switzerland

Private information - 128 investments



Bank - Netherlands

Private information



VC firm - France

500 millions € - 123 investments

VC firm - USA

Private information

VC firms - Philippines

Private information - 40 investments



Corporate Ventures - Switzerland

Private information - 17 investments



VC firm - USA

500 millions USD - 391 investments

VC firms - Switzerland

40 millions USD - 42 investments



Energy Impact Partner

VC firms - NYC - USA

\$680 millions USD - 19 investments



Incubator - France

Private information - 29 investments



VC firm - U.K

£18 millions - 26 investments



Family Office - Belgium

Private information



Ventures firm- France

113 millions € - 31 investments



VC firms - UK

Private information - 22 investments