

# Warmly,

## About Warmly,

Warmly is an of-the-moment connection tool, allowing users to gain context on everyone they encounter in a virtual meeting. Download the app, and gather instant insights on customers, clients, prospects, and teammates right within Zoom.

Features include:

- an extended "about me" section
- list mutual connections on LinkedIn
- email history
- phonetic pronunciations and pronouns
- "I'm running late" button
- notepad to write reminders about your meetings
- after-meeting follow-up prompts

Notable investors: NFX, F-Prime, Y Combinator, Sequoia's Mike Vernal, Matchstick Ventures

Honors: Y Combinator, Techstars, Forbes 30 Under 30 - Enterprise Technology

**Cost:** Free

## About the Founders

- [Max Greenwald, CEO](#) - xGoogle, Princeton grad, endurance athlete, still uses Heelys
- [Carina Boo, CTO](#) - xGoogle, Berkeley grad, chicken farmer, manager extraordinaire
- [Val Yermakova, CPO](#) - xGoogle, Berkeley grad, Fulbright scholar, circus aerialist
- [Alan, VP of Engineering](#) - xFinance, Virginia grad, self-taught engineer, Wushu master

## Who's on Warmly?

- Justin Kan, Co-Founder of Twitch
- Nick Mehta, CEO of Gainsight
- David Cohen, xCEO of Techstars
- Hunter Walk, Partner at Homebrew

- Elizabeth Weil, Founder of Scribble Ventures
- Allison Pickens, xCOO of Gainsight
- Harry Stebbings, Founder of Twenty-Minute VC
- Sultan Almaadeed, Qatar Royalty

**Founded:** November 2019

**Website:** <https://www.warmly.ai/>

**Social:** [LinkedIn](#) | [Twitter](#)

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## Key facts about Warmly:

- Remote work has enabled us to do more, work from anywhere, flex our lifestyles, and reduce overhead costs. But we need new tools like Warmly so culture and relationships can stay strong.
- Warmly alleviates Zoom fatigue from back-to-back meetings.
- Using Warmly within Zoom can help expand your network, stand out, and deepen connections.
- Warmly is particularly useful for subsets of users like sales, HR, founders, VCs.
- Warmly was built with relationships in mind.
- Reduce meeting prep time by 90%; have access to background information within the app, and on your Warmly dashboard.

## From Warmly's survey of 1,000+ workers:

- **61%** of people we surveyed spend more than half their workday in virtual meetings
- **74%** of people we surveyed have found themselves researching a person while speaking to them
- On average, people only know **43%** of their LinkedIn connections very well.
- **74%** of people we surveyed found themselves looking up how to pronounce someone's name, too
- **80%** of C-suite execs find themselves running late to meetings 3x a week or more