

Adapt

The AI Computer for Business

Unifying your context, decisions, and actions in one powerful system

Progress

We're just getting started...

✦ Early velocity



Founded in
Aug '25



\$3M
in funding

🌀 Active pilots



DoNotPay

🗨 Testimonials

“This is the dream. A tool like this is what everyone wants.”

VP Engineering @ Brinc Drones

“A task that previously took a support agent 45 minutes now takes 1 minute with Adapt.”

CEO @ DoNotPay



3X
previous founders

brinc

What We're Solving

Software is fragmented. Knowledge is scattered. Systems don't think or act.

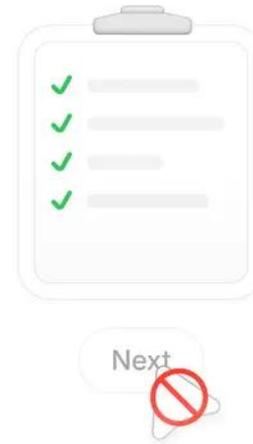
Every company runs on dozens of disconnected tools. Data stays scattered across silos, and their systems never connect or think.



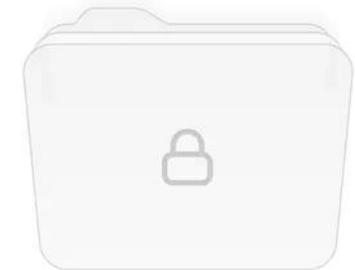
Scattered data, inefficient systems



Shifts without explanations



Insights without actions



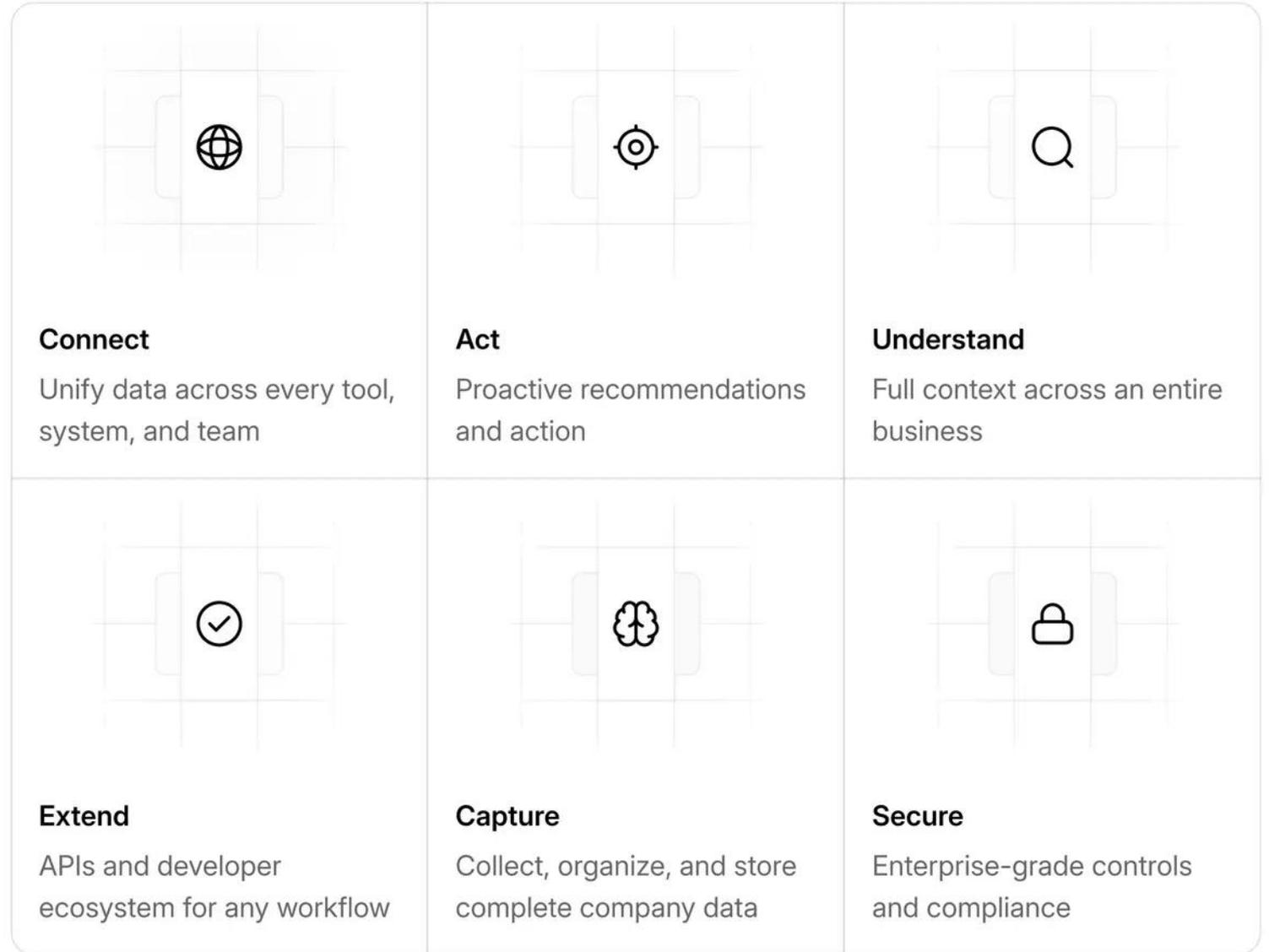
Knowledge trapped in silos

The Solution

The AI Computer for Business

A single system that connects your tools, orchestrates context across them, and proactively powers clarity and action, making any company instantly AI-native.

Works with every tool, for every team.



The Product

For leadership teams

Daily executive briefing across your entire organization. Instant answers to any 'why' on revenue, product, or people. Proactive alerts when something needs your decision or attention.



"Instead of spending hours pulling data, Adapt does it in seconds right in Slack."

CTO @ Wander

Why did revenue drop this quarter?



Why Revenue Dropped 20% This Quarter

Root Cause Analysis

Revenue declined from \$125K to \$100K (-\$25K) driven by two simultaneous failures:

1. Pricing Change Backfire (66% of impact)
 - New tier structure deployed Oct 2 caused transaction value compression
 - Average deal size dropped \$5K → \$4K
 - Existing customers downgraded or negotiated discounts
 - Impact: ~\$16.5K
2. Renewal Collapse (34% of impact)
 - Renewal rate crashed from 87% to 68% (-19 points)
 - 23 accounts churned, citing price concerns
 - Lost MRR: \$8.5K

Would you like me to help you develop a strategic plan for addressing the drop?

For product teams

Specs, PRDs, and tickets drafted. Linear/Jira kept perfectly up to date. Your own DevOps/SRE watching production, surfacing issues and likely fixes, and telling you what to build or fix next. Even spinning up a development environment and submitting PR's.

brinc

"This is the dream. A tool like this is what everyone wants."

VP Engineering @ Brinc Drones

What GitHub Issues have duplicates in Linear?

Github Issues with Linear Duplicates

Cross-platform issue analysis showing 3 GitHub issues that have corresponding duplicates in Linear

Github Issue	Github Title	Linear ID	Linear Title	Match quality
adaptdotcom/platform#147	Database connection failures on production	ENG-322	Production Alert: Connection Failures	High
adaptdotcom/agentruntime#89	Add DuckDB support to container	ENG-325	Add DuckDB to agent container	High
adaptdotcom/platform#152	Tool result type inconsistencies	ENG-333	Add DuckDB to agent container	High

Showing 3 of 3 rows

Total 3 items

I found 3 GitHub issues that have duplicates in Linear. The analysis identified these cross-platform duplicates with high confidence.

Recommendations

1. Consolidate tracking - Choose 1 system as source of truth for each issue
2. Close duplicates - Close either the Github or Linear version and link to the active issue
3. Establish policy - Define clear guidelines on when to use Github vs Linear
4. Add automation - Define clear guidelines on when to use Github vs Linear

Would you like me to do this for you?

For marketing teams

Instant view of every funnel, conversion rate, and CAC. Clear, plain-English explanations of what changed and where to reallocate spend. Campaign tweaks, reports, and dashboards handled automatically so marketing stays on story, not in spreadsheets.

DoNotPay

"A task that previously took a support agent 45 minutes now takes 1 minute with Adapt."

CEO @ DoNotPay

Why is customer acquisition cost increasing lately?

Based on my analysis of your customer acquisition data, I can see several concerning trends driving your CAC increase. Let me walk you through what I'm seeing:



CAC Increase Analysis: Q3 2025

Key findings

1. CAC increased ~29% quarter-over-quarter, from about \$350 in Q2 to roughly \$450 in Q3, driven by deteriorating unit economics despite modest customer growth of 6.7%
2. Ad spend surged 37% to \$425K as the company scaled acquisition efforts, but the increased investment failed to generate proportional customer growth, creating inefficiency in the funnel
3. Conversion rates declined 23% from 3.0% to 2.3%, indicating either traffic quality degradation, targeting misalignment, or weakening product-market fit that is forcing higher spend per converted customer

The CAC spike is primarily a conversion problem amplified by aggressive spending. Would you like me to put together a plan for how to address and share in the #internal-marketing channel?

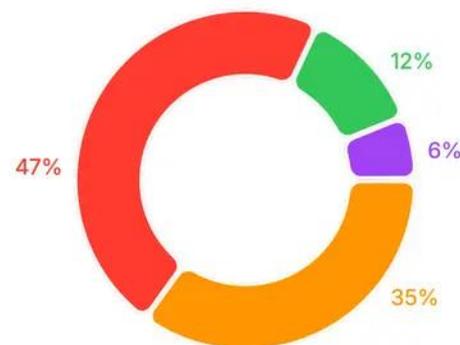
For sales teams

Prospect research and email finding done before you sit down. Live answers to product and pricing questions pulled from your own docs while you're on the call. Notes, next steps, and CRM updates handled automatically.

Show me the breakdown for at risk deals

Why Deals Are At Risk

● Low Stage Probability ● Stale Activity (+7 days) ● Timeline Pressure ● Stage Stagnation



Risk breakdown

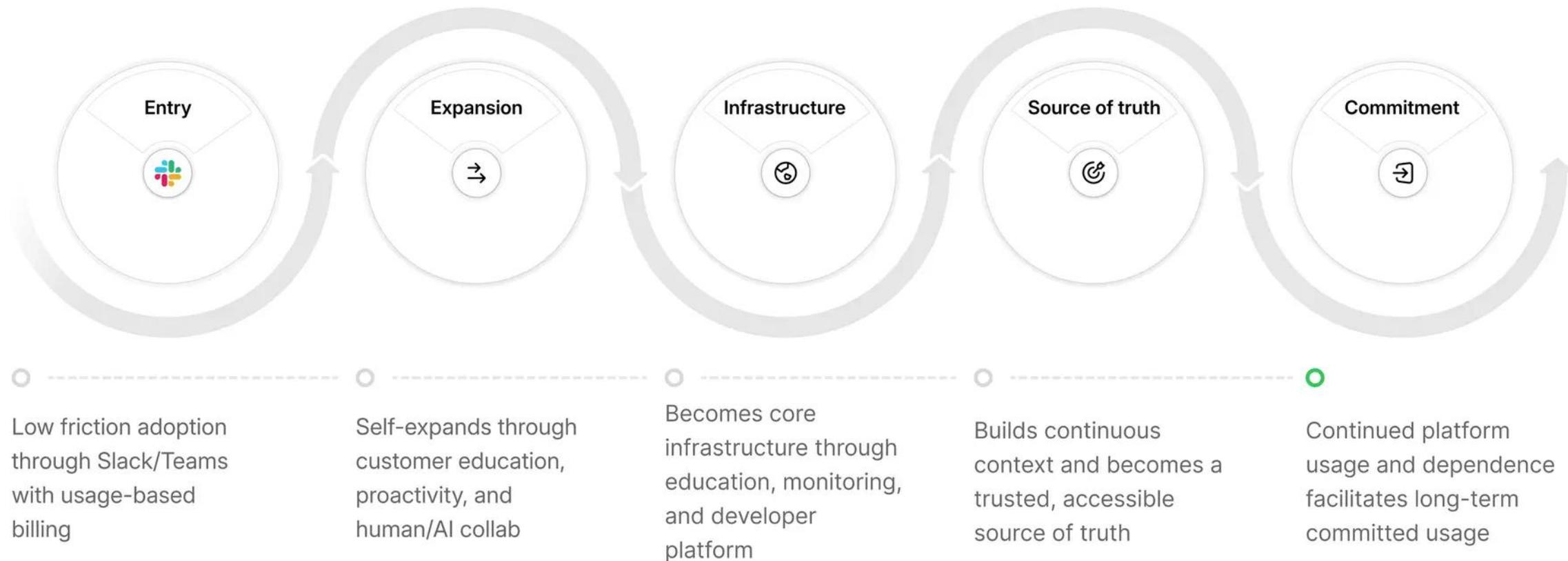
- 47% Stale Activity (8 deals) - No contact in 7+ days
- 35% Low Stage Probability (6 deals) - Stuck in early stages
- 12% Timeline Pressure (2 deals) - Close dates approaching fast
- 6% Stage Stagnation (1 deal) - Not advancing through pipeline

Action plan

1. Today: Call the 8 deals with stale activity
2. This week: Qualify/advance the 6 low-probability deals
3. Urgent: Push the 2 timeline-pressure deals toward close
4. Review: Check why 1 deal isn't progressing through stages

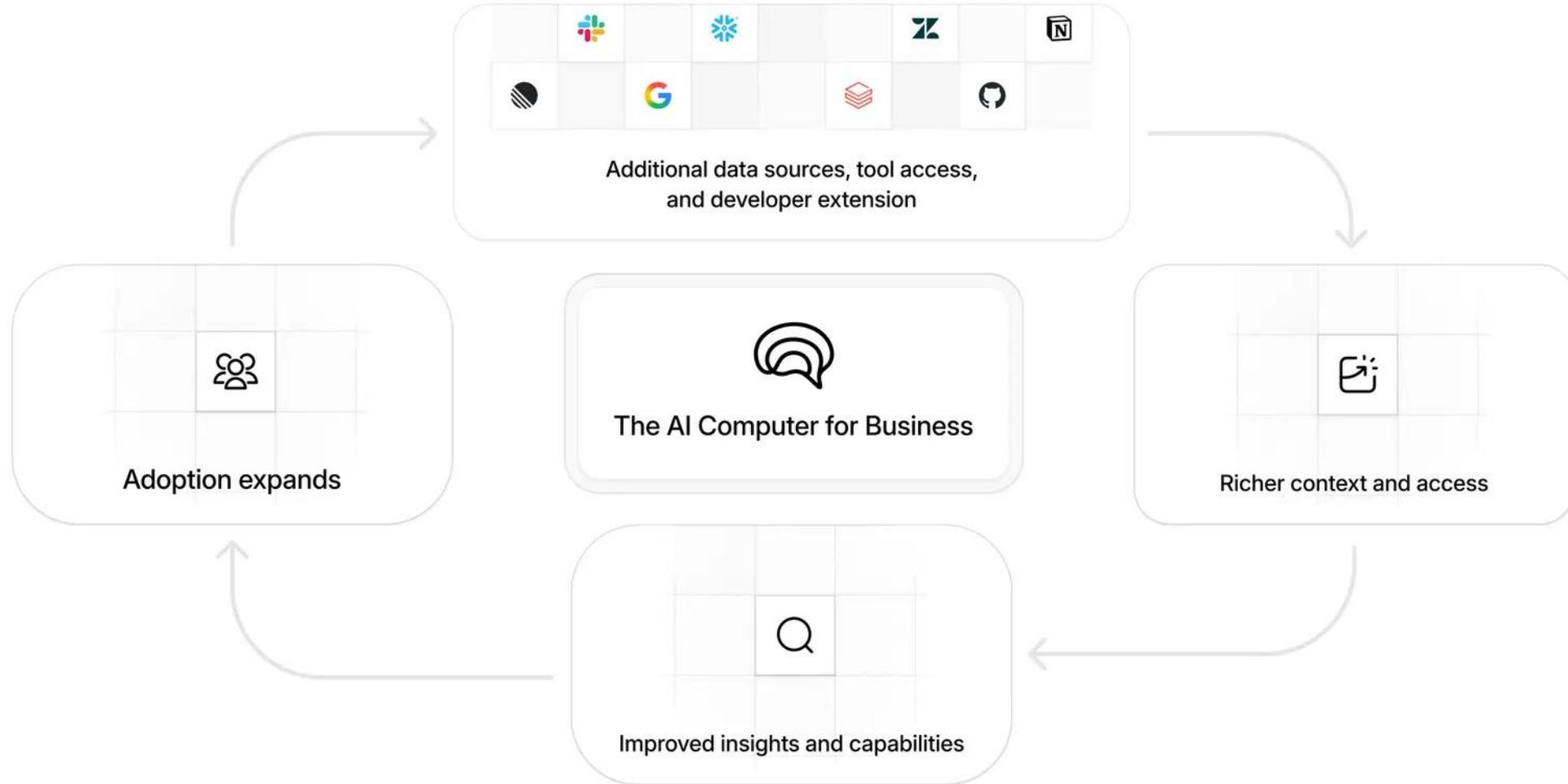
Land and expand

Frictionless entry through Slack/Teams pilots, proves value in days, and self-expands through proactively requesting access. The web app provides explainability and depth, while Adapt's presence across a company's tool stack drives daily adoption.



Compounding with context

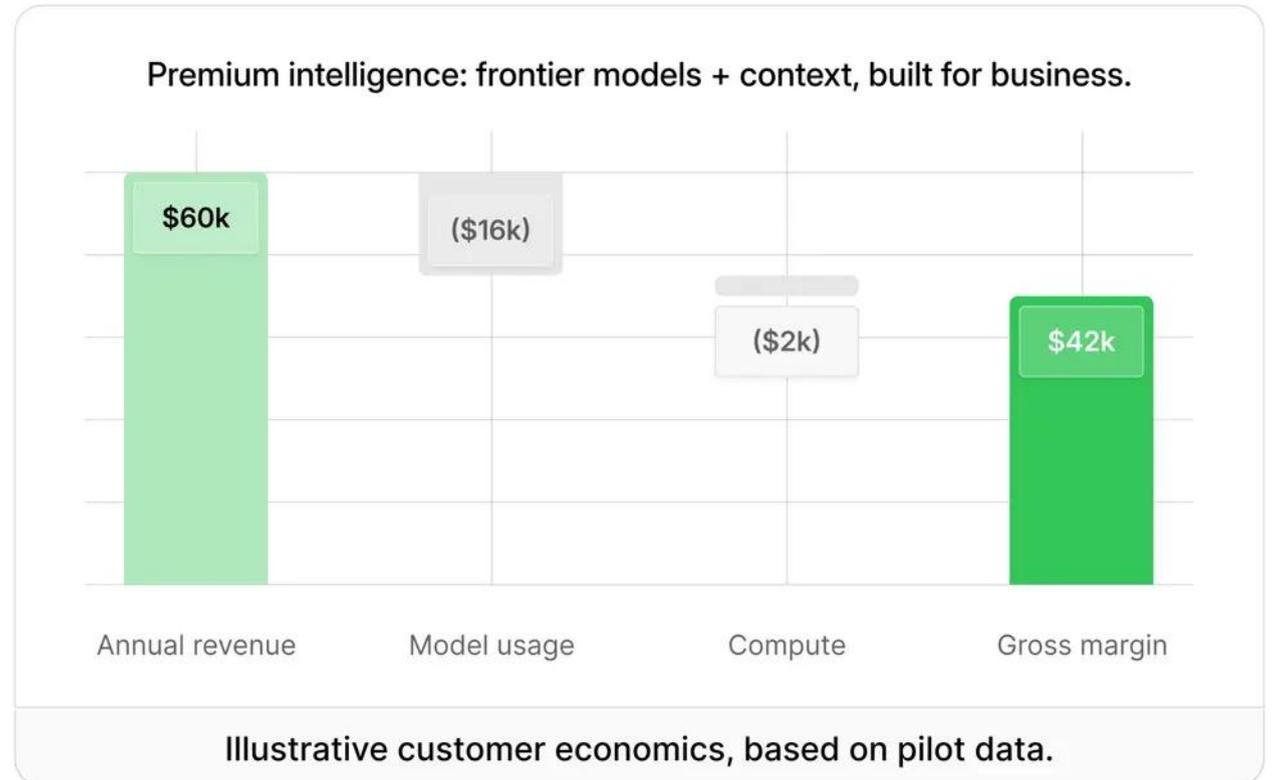
Revenue grows with adoption and usage. Embedded usage is sticky.



Business Model

Frictionless procurement with usage-based billing. Customers are billed for their compute, model, tool, and premium data source usage at a fixed margin depending on volume.

Usage-based	Revenue tied to value delivered
Commitments	Baseline contracts at discounted rates
Elastic scaling	Upsell as usage and footprint grows
No seat limits	Frictionless expansion
Premium positioning	Unlimited intelligence with the latest breakthrough capabilities for everyone

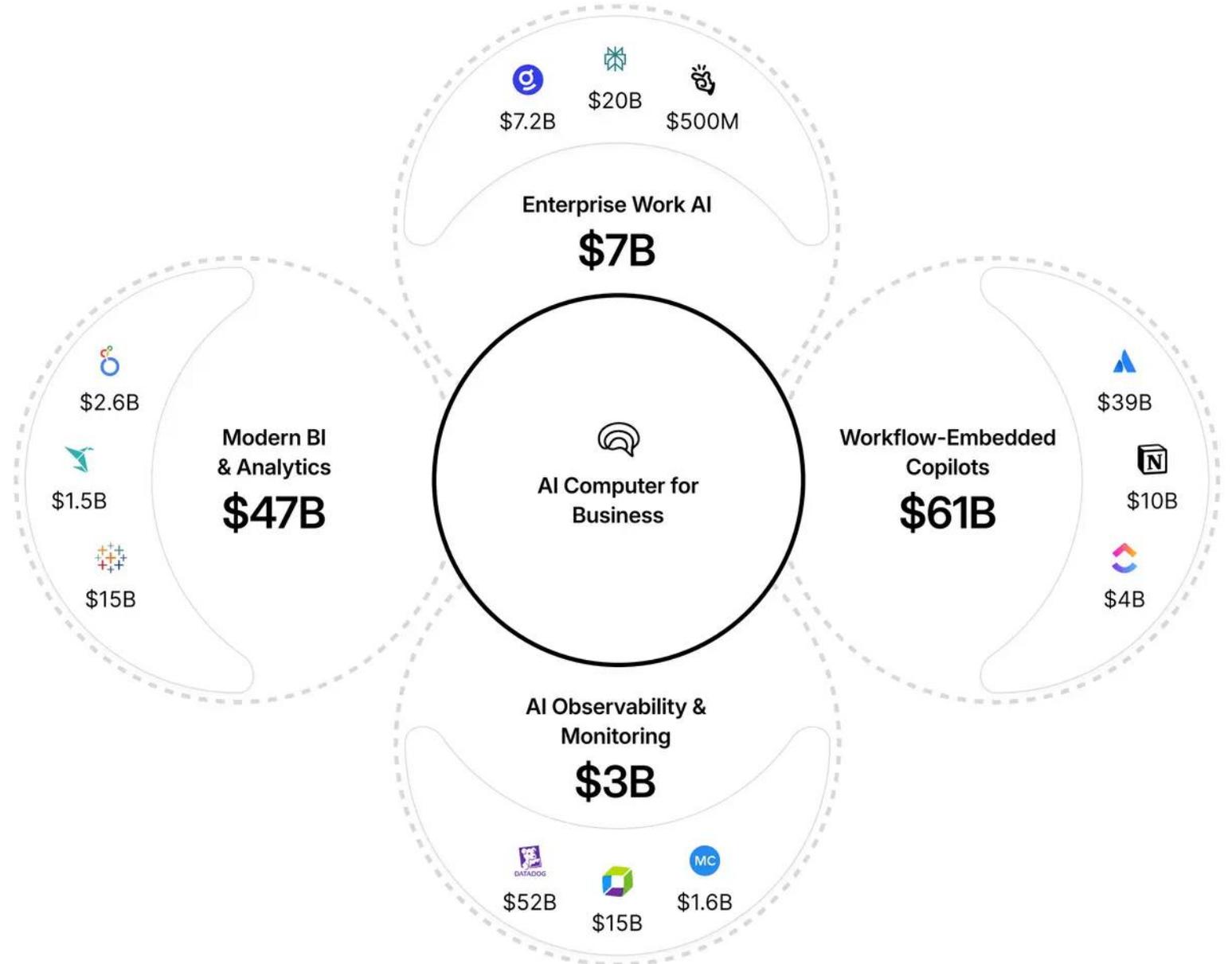


Market Opportunity

At the center of multiple expanding markets

Adapt sits between four fast-growing markets. Each is large and expanding, but independently fail to deliver a comprehensive solution for leveraging the full potential of AI at work.

No one has won here yet, and Adapt is entering the arena at the right time to match proven approaches with premiere technology.



Team

Proven founding team



Jim Benton

Co-Founder & CEO

Previously CEO of Chorus AI (acq ZoomInfo), CEO Apollo.io, co-founder of Clearslide.



Sean Smith

Co-Founder & CTO

Founder GlareDB; ex-Sr. Engineer at Coder; expertise in distributed systems & AI orchestration.



John Andrew Entwistle

Co-Founder & Chairman

Current founder/CEO Wander; co-founder Coder; Thiel Fellow; Forbes 30U30.



Ashley McClelland

CMO

Founding partner at ércule, VP of marketing at Buildkite, Head of marketing at Coder, Product marketing at GitHub.



Jack Welsh

Chief of Staff

Previously GTM finance at Docker, Big 4 M&A and accounting. CPA.



David Maldonado

Account Executive

Previously sales at Twilio; 2x Twilio Sales Club.

Early backers



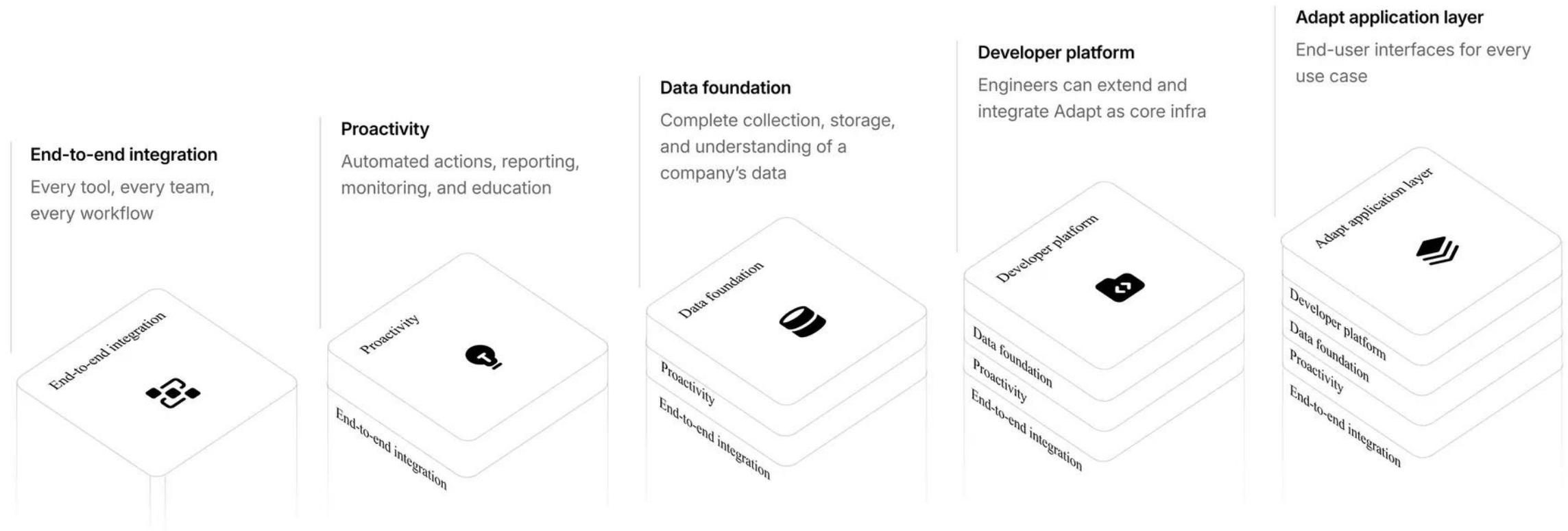
Josh Browder



Adam Guild

Product roadmap

12 month timeline



Something special is happening...

"I think everybody across pretty much all departments could benefit from this."

CTO @ Landingsite.ai

"This is the dream. A tool like this is what everyone wants."

Engineering @ Brinc Drones

"It was able to answer 80% of all questions, which was a huge time saver."

"It was able to answer 80% of all questions, which was a huge time saver."

"This complexity is a major reason why existing solutions do not work well."

@ Owner.com

"This complexity is a major reason why existing solutions do not work well."

VP Business Operations @ Owner.com

"What used to take a support agent 45 minutes now takes 1 minute with Adapt."

CEO @ DoNotPay

"Instead of spending hours pulling data, Adapt does it in seconds right in Slack."

CTO @ Wander

"Now Adapt can do that automatically for us."