



Tipbit Company Overview

Tipbit revolutionizes email. The team that brought Microsoft Exchange Server into the Internet era has created the email application for the next decade. Unlike today's limited inboxes that prevent you from taking action, Tipbit gives you what you need to react right away – immediate access to related information: People, Documents, Twitter, LinkedIn, Dropbox, previous Meetings and Messages are all in front of you in the application you use every day. We call this gravitational search, a new category of technology that intelligently pushes the content to you rather than making you search. Tipbit is an early-stage start up based in Seattle and San Francisco and backed by Andreessen Horowitz and Ignition Partners.

Highlights

- **A huge market opportunity** for today's most essential productivity tool
 - More email is opened on **mobile** devices than on desktop clients, with the iPhone leading the charge.
 - Constant task switching between siloed applications makes the mobile inbox experience sub-optimal.

- **Innovative technology to create the next generation user experience**
 - An intuitive unification of email, calendar, contacts, social networks, and cloud-based files
 - Gravitational search delivers contextually-relevant contacts and content.
 - Instant insight into anyone in your inbox, providing related content and social integration
 - Addresses the broadest base of mobile users -- including enterprise workers -- with support for ActiveSync for Exchange and IMAP services such as Gmail, Yahoo and most other email services.

- **A "Dream Team" for this moment**
 - As VP of Microsoft Exchange, CEO Gordon Mangione grew the Exchange business to over \$1B while leading the business into the Internet era.
 - Along with Gord, Chief Architect, Ewan Mellor, and Engineering Manager, Nat Ballou, combine decades of experience in mail and cloud technologies including at XenServer, Microsoft Exchange, Microsoft SQL Server, Bing and Office 365.

Market Opportunity

Mobile mail is the lifeblood of people on the go.

Email, together with contacts and calendar, forms the most mission critical application in our lives. It is the first application we check when we wake up and the last application we view before going to sleep. And, it's become portable. According to [Litmus Group](#), more email is opened on **mobile** devices than on desktop clients, with the iPhone leading the charge. With 'always on' lifestyles, today's workers depend on email on the go.

Point solution approaches still fail us.

There's plenty of buzz today about solving "information overload." One approach to addressing overload consists of creating point solutions, such as inbox applications that reduce data flow with profile-based filing agents. But, in the mobile world, these disjointed apps don't address the key gap: We struggle to take immediate action on our email because we cannot retrieve the information related to email messages, meeting requests, and connection invitations; nor can we access related documents. We are hamstrung from taking action, forcing us to delay reading and reacting until we are back at our desks.

Tipbit will revolutionize our most important productivity application.

Tipbit takes a different approach. Our time is too precious to be spent filing, deleting or managing information – or spent searching, discovering and attaching files. In Tipbit, a united email, calendar and contacts creates deeper, richer context to boosting productivity. No moving between apps to find the related information you need - just a simple tap or swipe for insights, decisions and action.

- **Recognize everyone:** A contact's full social profile, including LinkedIn, Facebook, and latest tweets are visible and can be shared with a single tap. Past interactions are always a swipe away.
- **Find it all:** Tipbit is not just for email and social. It also indexes cloud-hosted documents so you're never more than a tap away from the related content needed to act.
- **Know it now:** No more "copy, paste, Google" — with Tipbit, see everything Google finds related to the current message or contact in just one tap.
- **Share anything:** Cloud storage integration makes it easy to find or securely share your messages, attachments, and more with teams and collaboration groups.
- **Favorite anything:** Show what's important based on favorites, while all the noise disappears – without searching.

Tipbit brings pioneering technology together.

Tipbit combines robust user experience with pioneering predictive search and cloud indexing to make a major leap forward in email productivity.

- **Gravitational search** uses contextual information for automatic background queries of the private index including inbox, personal cloud, social networks and even web search. Over time, the index will be machine-learned, using a deep analysis of user feedback and behavior to enhance results.
- **Services approach** enables local, social and cloud services to be integrated today and soon more connected cloud services such as storage, CRM, etc.
- **Enterprise friendly** protocols like ActiveSync for Exchange and IMAP, plus robust security and privacy are the foundation for a true business-focused feature set.

Management Team

Having transformed and grown a billion dollar email businesses and developed the key virtualization software that is being used to power today's cloud infrastructure, the Tipbit executive team is uniquely positioned to lead through this market transition.

- **Gordon Mangione, CEO:** A baseball fanatic with 25 years of software experience, Gordon was Vice President at Microsoft, XenSource and Citrix. At Microsoft, Gordon grew the Exchange Server and SQL Server businesses to > \$1B and led the transition of Exchange to internet-based protocols and formats; including the introduction of Outlook Web Access.
- **Ewan Mellor, Chief Architect:** An enthusiastic korfbal and soccer player, Ewan served as XenSource and Citrix architect for XenServer. He was an OpenStack founding engineer/ technical board member and has been innovating in virtualization and cloud software since 1997.
- **Nat Ballou, Engineering Manager:** An avid sailor with 30 years of experience in the software business, Nat was engineering manager in SQL Server, Exchange, Bing and Office 365, and a researcher on databases, NLP, and expert systems.

Advisory Board

- **Jeremy LaTrasse: CEO, Message Bus and previously co-founder of Twitter.**
- **Simon Crosby: CTO & co-founder, Bromium and previously founder & CTO XenSource Inc.**

Company Details

Incorporation: Incorporated in State of Washington on 12.22.2011

Headquarters: 10900 NE 8th St, Suite 1000, Bellevue, WA 98004