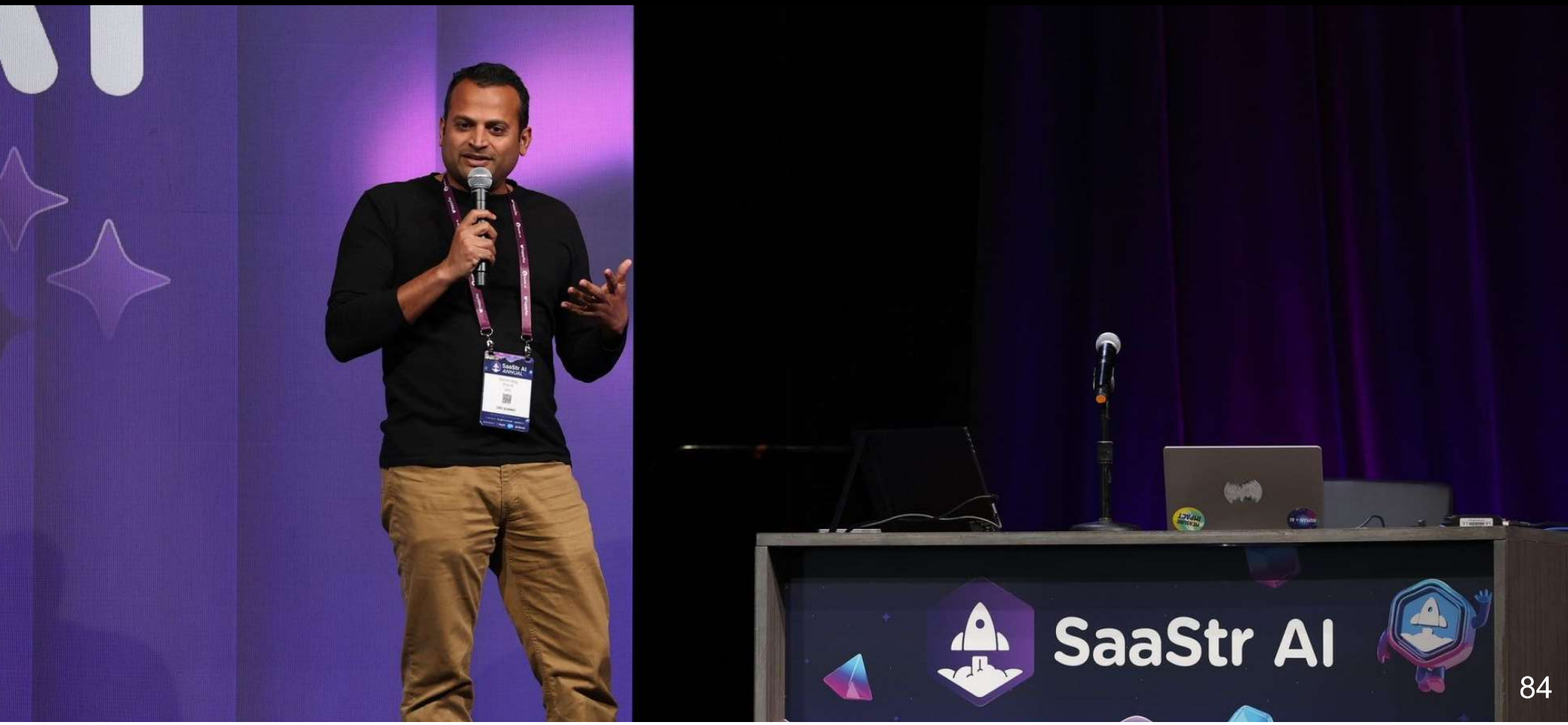
zime

Run your GTM in your Claude

Zime elevates your public models into private models in 21 days

$1.1 mn ARR . 250% NRR . zero churn

Startup of the Year · SaaStr AI · 1,000+ companies



HP: "Sell AI-PCs through 8k reps, 70k+ partners"

Sales motions are complex

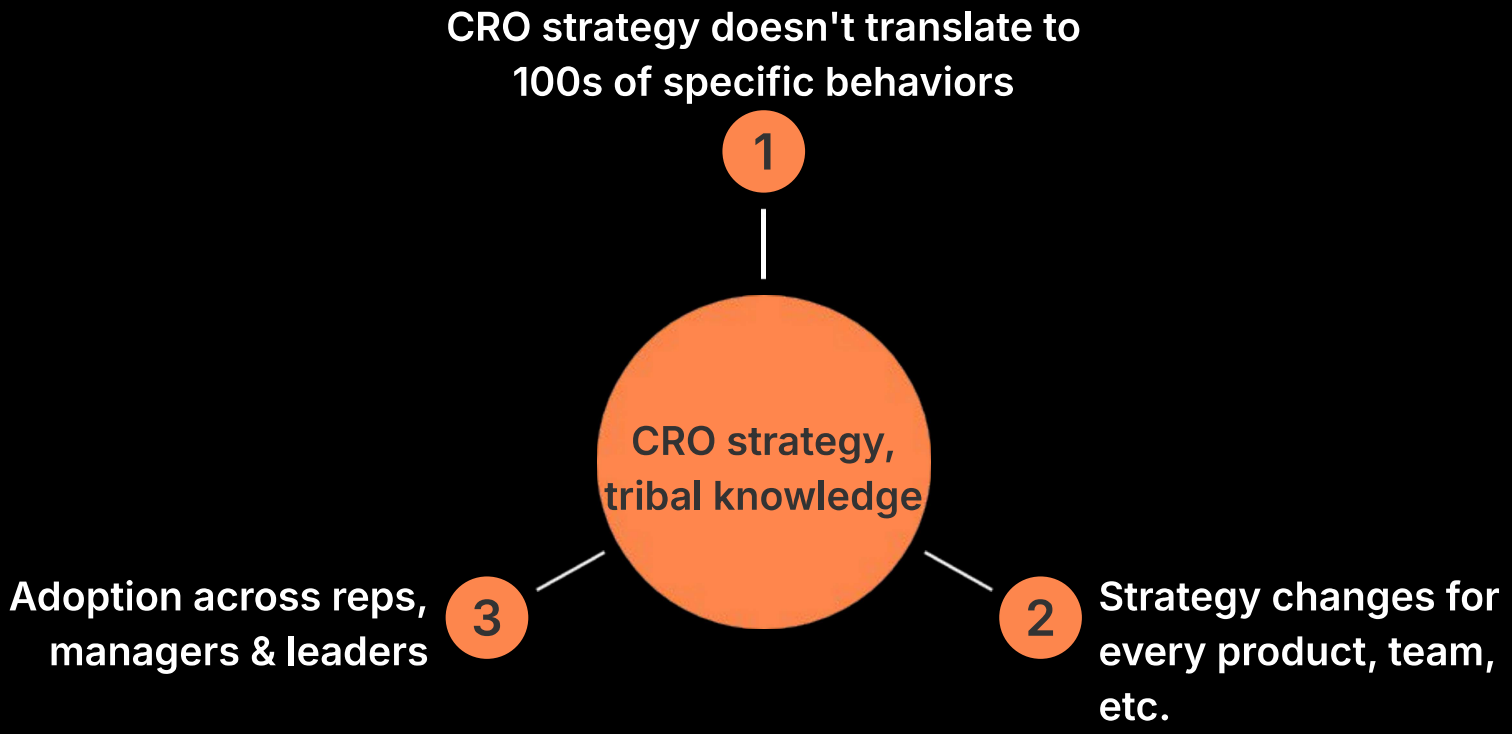
- Partner vs direct sales
- Bundling 400+ products
- Multiple buyer personas, competitors

& volatile

- Pricing volatility due to tariffs, wars
- New acquisitions, competitors
- Buyers are evolving with AI

CRO must execute a good strategy - process, people & content

Every CRO has a strategy. Their reps aren't executing it

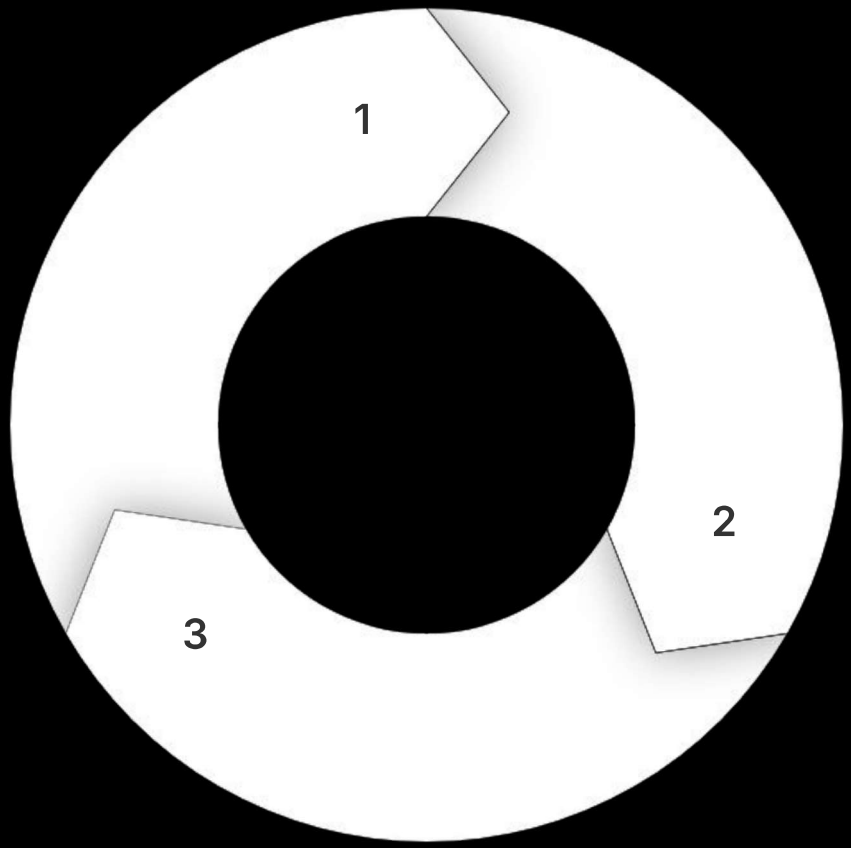


Reps don't trust AI in critical deal moments

They have AI; but it doesn't understand their strategy

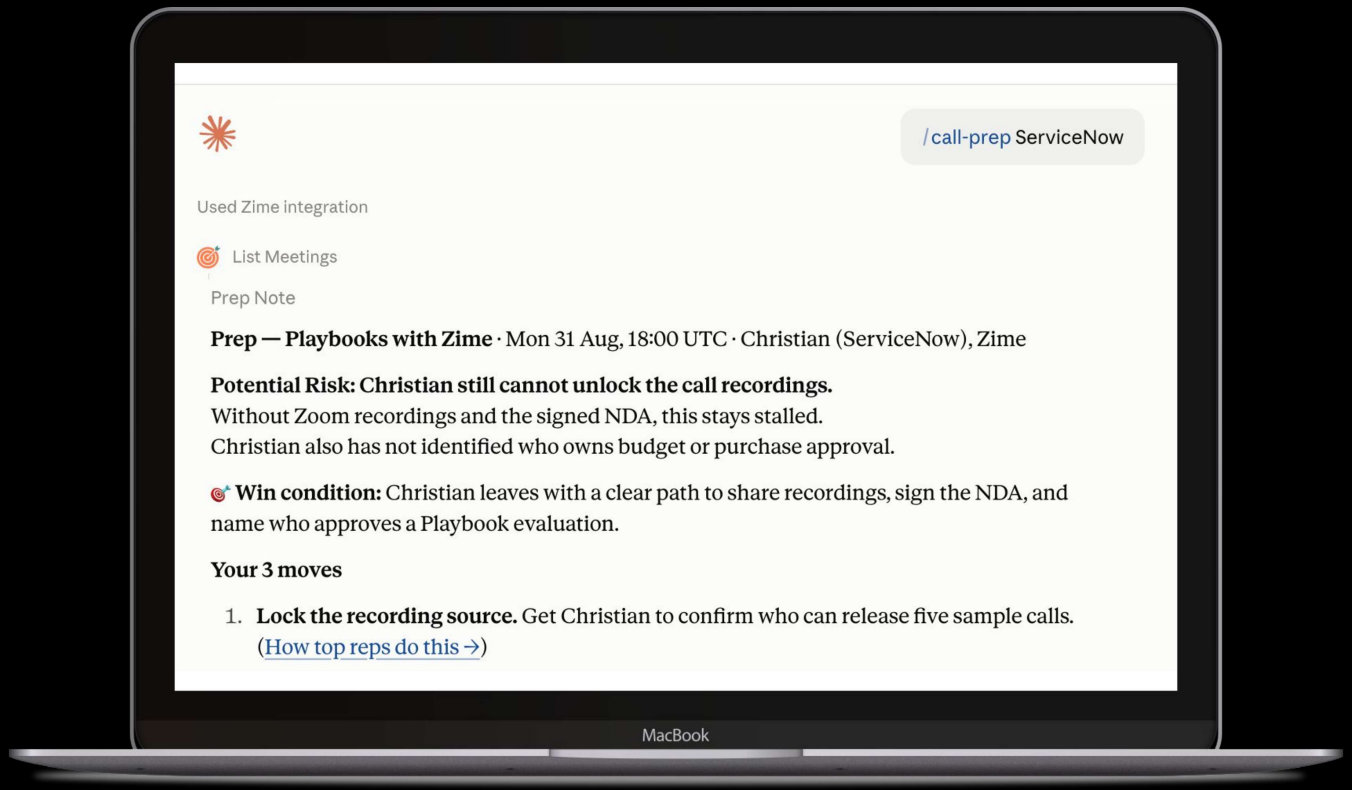
	Claude	Glean	Zime
	RAG	Context Graph	Private Strategy Model
Models are trained on CRO strategy	✗	✗	✓
Learns CRO strategy from data exhaust	✗	◐	✓
Reps adopt CRO strategy	✗	✗	✓

Elevate your Claude to a **Private Strategy Model**



1. **Trained on CRO strategy**
   FDEs funetune AI with CRO's strategy & tribal knowledge
2. **Elevates the existing AI stack**
   MCPs plug into the Claude or internal builds
3. **Ships 100+ behavioral workflows**
   Fine-tuned GTM workflows, skills, MCPs, agents

"76% of reps follow my strategy" - Martin, CRO, Versa



Winning behaviors , tuned to your strategy

- Claude is trained on 100s of GTMs. Not yours.
- Context graphs can't extract CRO strategy from data

Proven outcomes across 15+ paid customers

16% more deals registrations

Sold new (vs. renewal) across 17k+ partners

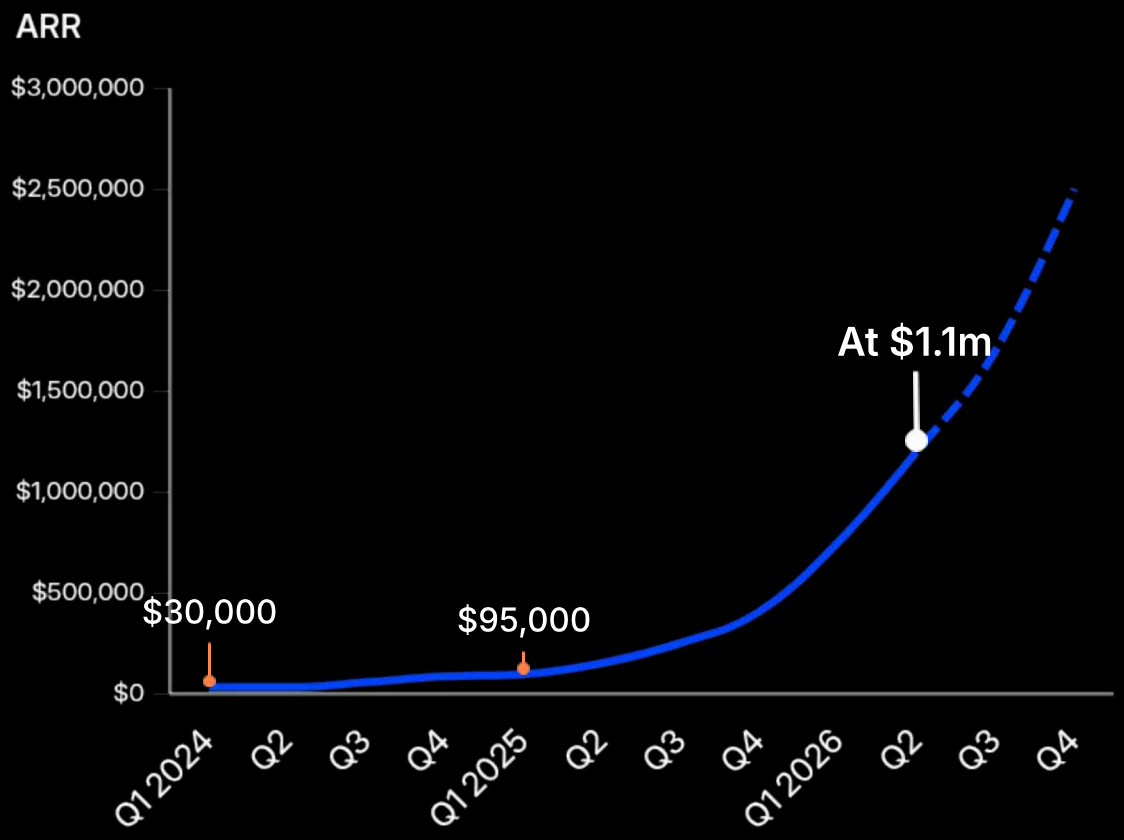
Fatal objections down by 20%

Saved competitive deals by reducing fatal objections by 23%

$200K more revenue per rep

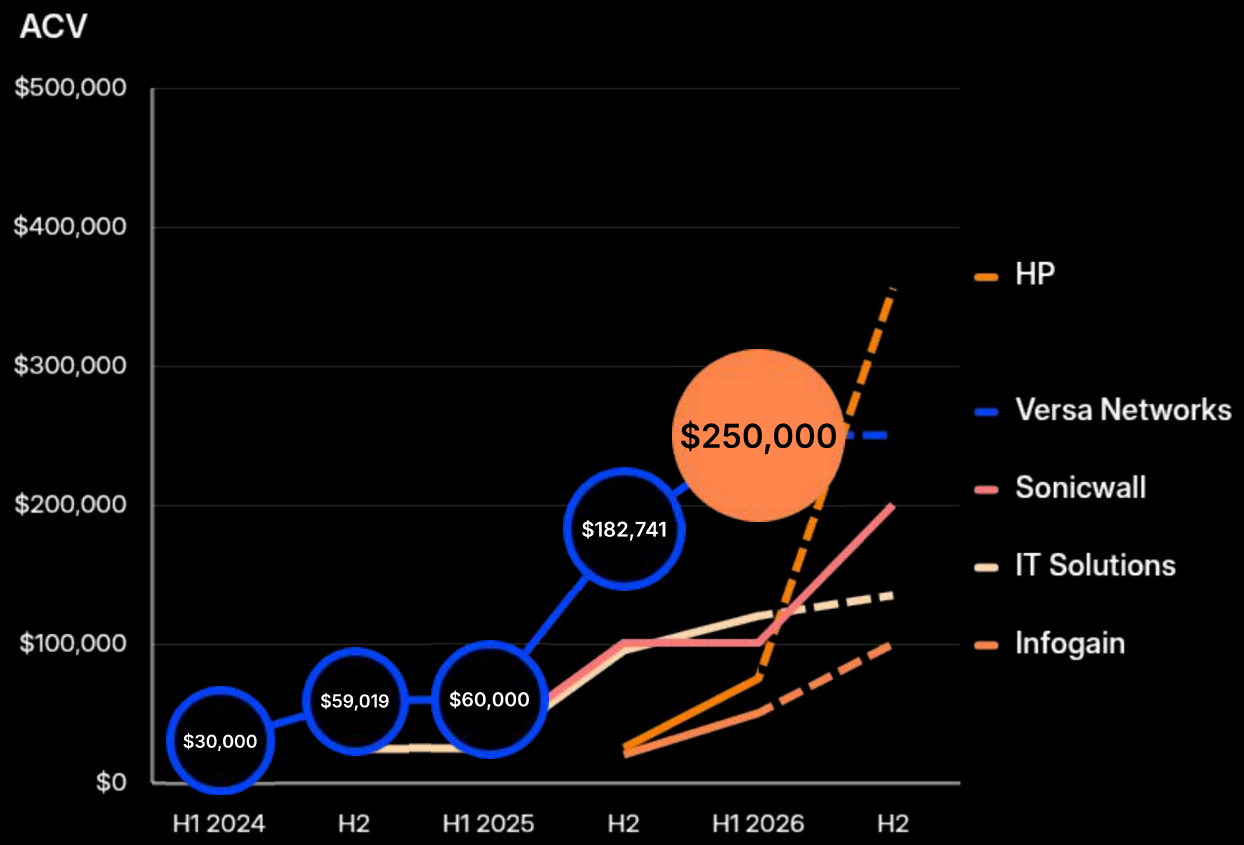
Improved customer pull on new products (AI-PC) by 43%

$1.1m ARR



- 40x growth in 18 months
- Pricing model: token consumption
- Proven channels: Partners, events, GEO

250% NRR, zero churn



- Wedge: Sales
- Land & expand: CS, SE, Marketing, Product
- Platform: Enterprise AI transformation

Moat

Your GTM engine to run your strategy

- 1,000+ fine-tuned behaviors, encoded over 50,000 FDE hours
- 9 months → 7 days: customer ramp, and still falling
- Every deal teaches strategy → behavior → outcome



3x founder with a scale-ready team



Sanchit - Founder & CEO

3x founder. Last company valued at $100M

Computer Sc. - IIT Bombay, Behavioral Sc.



Shekhar - Growth

3x SVP Growth

Markets & Markets, Tanium



Satyam - AI

2x Founding engineer, IIT G

Leads 6 Comp Sc from IITs

Raising $8M to get to $10M ARR in 18 months

Past: Raised $3.5m @ SAFE

Z21 Ventures, Gokul Rajaram, Aum Ventures, Nivesha Ventures, Falconx

AI leaders from Salesforce, Snowflake, Hubspot

Allocation	Outcomes
40% GTM	Scale GTM channels - GEO, Partners
20% Product	Deepen Private Revenue Model
20% FDEs	Scale execution

Startup: Zime AI

https://iitstartups.org/us-demoday-cohort-15/

Zime runs Managed Sales Execution for revenue teams, extending the frontier models you already use with a private revenue model, closing the CRO strategy-to-execution gap and lifting win rat



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SCAN

https://zfrmz.com/p19jyuetieRIM6wRPsfF