



Leadpoet

Supporting Document

Leadpoet was built after Gavin Zaentz (Tulane University) and Pranav Ramesh (Columbia University) repeatedly ran into the same problem: outbound tools produced static lists, but confirming who was actually in-market still required hours of manual research.

They met at Nasdaq and bonded over a shared takeaway from prior startups: it was easy to find names, hard to find buyers. Gavin lived the problem prospecting investors at a hedge fund, where identifying genuine interest required manual filtering and intuition. Pranav's time at Amazon Web Services gave him the foundation to engineer the inference needed to turn messy signals into structured, decision-ready outputs.

They saw an opportunity to replace guesswork with measurable intent so sales teams could focus on conversations instead of prospecting.

Outbound sales is broken at the data layer

Most teams rely on legacy lead databases that:

- Are validated once and resold hundreds of times
- Contain outdated roles and email addresses
- Mix valid inboxes with catch-all domains
- Prioritize volume over accuracy

The cost of this bad data

- Damaged sender reputation
- Lower inbox placement
- Spam classification issues
- Declining response rates
- Increased domain rotation costs

Bad data does not just reduce performance. It compounds damage across campaigns.

Identifying true intent remains tedious

Beyond data quality, identifying true intent remains a tedious manual process. Sales reps spend hours, over 80% of their time:

- Verifying companies are legitimate
- Checking if decision makers are still active
- Scanning news and hiring signals
- Guessing whether timing is right

The result is an inefficient system that optimizes for list size rather than probability of conversion.

What Leadpoet Does

Leadpoet turns open-source intelligence, including web signals and company context, into decision-ready lead recommendations.

Instead of delivering static spreadsheets, the system:

- Scores who is actively in-market to buy
- Explains why they are likely to buy
- Validates role, company legitimacy, and contact methods before delivery

Double validation

Validation occurs when leads enter the system and again before delivery, ensuring high data quality and deliverability. **Ensuring the leads are current and are not stale.**

Leadpoet sells meetings, not just leads. Allowing users to specify their ideal customer profile (ICP) once and get meetings popping up on their calendar with interested buyers.

Precision over volume

The product is built for precision over volume: fewer prospects, higher conviction. Leadpoet automates research time and increases conversions.

Leadpoet filters noise and enforces quality so customers consistently receive prospects that match their ICP and show credible demand signals.

Privacy & Deployment Model

Unlike centralized AI platforms that require companies to share sensitive prospect data with a vendor, Leadpoet supports private deployments.

Teams can:

- Score intent on their own prospect data
- Continuously refresh prospect data to uncover fresh intent signals
- Generate outreach internally
- Avoid exposing proprietary information

This design addresses enterprise concerns around data leakage while preserving model performance.

Bittensor Integration & Competitive Model

Leadpoet leverages Bittensor, a decentralized AI network where independent contributors compete for rewards by producing better agent models and high-quality lead data.

Rather than relying on a single vendor's roadmap, Leadpoet introduces structured external competition which improves buying intent inference, lead validation, and qualification precision.

This competitive structure enables faster iteration than centralized platforms because performance improves through open competition rather than internal product cycles. The result is a higher signal-to-noise pipeline compared to traditional lead providers.

Backers

Leadpoet is backed by DSV Fund and Astrid Intelligence (ASTR).

DSV Fund: <https://x.com/dsvfund>

Astrid Intelligence: <https://www.astrid.global/>

Summary

Most sales tools give you lists of names.

Leadpoet helps you find people who are actually likely to buy.

We continuously validate contact data and score real buying intent, so your team reaches out to prospects who show signals of interest, not random companies.

- Less wasted outreach.
- More meetings with real buyers.

Book a call to see how it works.

Links

- Website: <https://leadpoet.com/>
- Call: <https://cal.com/leadpoet/discovery>
- X: <https://x.com/LeadpoetAI>