

VC Pulse: your 2-hour viva guide

Everything about the project in simple words: the problem, the Nine Checks, the Components Map, every screen of the app, the AI, and the questions you'll be asked. Read it top to bottom once; then practise the 🗣️ lines out loud.

Live app: vc-pulse-lime.vercel.app · **Code:** github.com/nawazalam4u/vc-pulse · **Video:** Downloads/VC_Pulse_Demo_Video.mp4 (about 4 minutes)

How to use your 2 hours

Time	Do this
0:00-0:15	Watch the 3-minute video once. Read section 1 (the problem) and memorise the 60-second pitch below.
0:15-0:50	Sections 2 and 3: the Nine Checks and the Components Map (the professor's focus). Say each 🗣️ line out loud.
0:50-1:20	Section 4: open the live app next to this guide and click through every screen as you read.
1:20-2:00	Sections 5-8: the score, safety, AI words, then practise the questions in section 9 with a friend.

🗣️ **Say this:** VC Pulse is an AI assistant for Vikram, a founder raising money for his logistics software company. He tracks 50 investors. Twice a week, it reads live news, blogs and podcasts from the last 30 days, uses Gemini Flash to decide what each signal means for his company and why, and gives every investor a score and an action: reach out, nudge, warm, wait or park. It only updates four columns in his table; his own notes are protected by the database itself, and he sends every email himself.

1 · The problem, in plain words

Imagine you want 50 neighbours to join your football team. Knocking on every door every day is exhausting. But if Rahul just posted "I want to play football this weekend", that's the door to knock on today. If Priya has been away for three months, skip her this week. **VC Pulse is the friend who reads the neighbourhood news twice a week and tells you which doors to knock on, and why**, without ever writing in your own notebook.

The real version: Vikram is raising a **Seed round** (his first big investment) for his startup, a software company for trucking and shipping businesses in India. (*The brief never names the company, so the app just calls it "Vikram's startup".*) He tracks 50 **VCs** (venture capitalists: people who invest in startups) in a spreadsheet: name, firm, what they invest in, when he last spoke to them, whether he's waiting for a reply, and his private notes. The sheet tells him **who**, but not **who is worth contacting right now**.

What the brief and the professor asked for (5 requirements)

#	Requirement	How VC Pulse does it	Where to show it
1	Real information from the last 30 days, not invented	Live Google News, the investors' own blogs, Apple Podcasts; every item keeps its real link and date	"Latest live evidence" feed; evidence in any card

2	Gemini Flash explains why a signal matters	💡 "Why it matters for Vikram" on cards and in the drawer, with honest caveats	Any card's yellow box
3	Useful ranking from evidence, not random	Score 0-100 from what each signal means, fit and timing; maths shown line by line	"Why NN/100" in the drawer
4	Safe updates: only 4 signal columns change	The database itself blocks the robot from touching notes; proof on every run	"Notes guard" tab → Attack button
5	Working app + GitHub + Components Map	Live on Vercel, public repo, swimlane map	The link; "How it works" → Downloads

Options we considered (and why we chose ours)

Option	Why not
Google Alerts + spreadsheet	Still manual, no ranking, nothing updates the table
Zapier / no-code	Hard to guarantee "only 4 columns"; row updates can overwrite notes
Scrape LinkedIn / X	Against their rules, accounts get banned
Just ask the AI to search	Can invent facts and dates; scores change every run; not explainable
Ours: real feeds → Gemini judges → code checks and scores → database guards notes	Live, legal, cheap, every claim has a link, same evidence = same score, the key rule enforced by the database

2 · The Nine Checks: "Does this deserve to be built?"

The Nine Checks are the course's way to decide **before building** whether an AI tool is worth it. They come in three groups, and each group has a rule for what a "No" means:

Group	Checks	If any answer is NO...	In simple words
⚡ Kill switches	01, 02, 03	don't build it	Is there even a real, repeating problem with data to work on?
📊 Sizing	04, 05, 08	build something smaller	Is it worth building, and can we prove it helps?
👤 Boundary	06, 07, 09	put a human exactly here	Where must a person stay in charge?

The Nine Checks — Does This Deserve to Be Built?

VC Pulse · VC fundraising pipeline intelligence for Vikram (B2B logistics SaaS, Seed) · MESA C4 Term 1 AI final · Nawaz Alam

⚡ Kill Switches

Any No means: don't build it.

01 Problem real? YES

Vikram tracks 50 VCs by hand and can't tell who is warm now. Checking 50 people x 5 sources x twice a week ≈ 500 lookups a week, so outreach falls back to gut feel and mistimed emails.

02 Workflow repeated? YES

Same loop every Monday and Thursday for the whole raise (3-6 months, ~50 runs): look up each investor, judge relevance, update the table.

03 Input available? YES

Live public data exists through official feeds: Google News RSS (person; firm + logistics deals), VC blog/Substack RSS, Apple Podcasts API. Vikram's table is in Postgres. No LinkedIn/X scraping (terms).

📊 Sizing

Any No means: build something smaller.

04 Output valuable? YES

Ranked board with a reason per VC: what each signal MEANS (thesis / deploying / complement / visible / overlap), Gemini's honest "why it matters for Vikram's startup" with caveats, clickable evidence, and an email draft that opens with that signal.

05 Impact measurable? YES

Research time per session (~2-3 h → ~3 min review); % of outreach with a real hook; reply rate of signal-timed emails. AI quality measured: 100% precision, 89% recall on 57 hand-labelled items; every run logs its items, signals and cost.

08 ROI worth it? YES

Measured AI cost ≈ \$0.10 (~₹9) per run (Gemini 3.5 Flash-Lite via the course OpenRouter key; cheapest model that scored best), ~₹75 a month at twice a week, vs 4-5 founder-hours saved every week of the raise.

👤 Boundary

Any No means: put a human exactly here.

06 Failure risk OK? YES → human at send

Ranking errors are cheap and caught by code checks + visible evidence → automated. A wrong email to an investor is costly → NOT automated.

👤 Human placed exactly here: Vikram reads the evidence and sends every email himself (draft only).

07 Judgment protected? YES → human decides

Whom to pitch, what to say and how the relationship is going are founder judgment calls. The tool even refuses to call an off-topic deal a cold-email reason.

👤 Human placed exactly here: AI only recommends; Vikram decides, edits and sends; only he can change status, contact history and notes.

09 Owner clear? YES

Each column has one owner, enforced by Postgres logins: pulse_engine = 4 signal columns; pulse_founder = Vikram's columns; owner login not on the server.

👤 Human placed exactly here: Vikram owns relationships and his columns; the builder owns sources, prompt and rules (public repo).

Verdict: BUILD IT. All three kill switches are YES and all sizing checks are YES, so we build the full system rather than a smaller one. The boundary checks tell us exactly where a human stays: **Vikram sends every email and owns his notes.** The automation stops at "recommend + draft".

The Cut (what we deliberately did NOT automate): sending emails · writing his notes or contact history (blocked by the database) · scraping LinkedIn/X · letting the AI set the score (AI classifies and explains; code calculates).

01

Problem real?

YES

Does Vikram really have this pain? **Yes:** timing decides whether an investor reads your email, and checking 50 people in 5 places twice a week is about 500 lookups a week, so founders end up guessing. *Example:* an investor who wrote about logistics last week will read an email about logistics this week.

 **Say this:** The problem is real because outreach timing matters and the manual work is too big to do consistently.

02

Workflow repeated?

YES

Does it happen again and again? **Yes:** every Monday and Thursday, for the whole 3-6-month raise, the same steps: look up each investor, judge relevance, update the sheet. Repetition is what makes automation worth it.

03 Input available? YES

Can the AI get the data? **Yes:** public, official feeds (Google News RSS, blog/Substack RSS, the Apple Podcasts search API) plus Vikram's table in the database. **Not** LinkedIn or X scraping (against their rules).

 **Say this:** All three kill switches are YES, so the project deserves to exist.

04 Output valuable? YES

Is what we produce useful? A ranked board, a reason per investor, Gemini's "why it matters", clickable evidence, and an email draft that opens with the signal. Vikram can act in minutes.

05 Impact measurable? YES

Can we prove it works? Time per session (~2-3 hours → ~3 minutes), % of emails with a real reason, reply rates, and AI accuracy we measured: **100% precision** (never a false claim) and 85-89% recall on 57 hand-checked items. Every run logs items, signals and cost.

08 ROI worth it? YES

Is the benefit bigger than the cost? About **\$0.10 (≈ ₹9) per run**, ≈ ₹75 a month, versus 4-5 hours of founder time saved every week.

 **Say this:** All sizing checks are YES, so we built the full system, not a smaller one.

06 Failure risk OK? YES → human at send

What if it's wrong? A wrong *ranking* is cheap (Vikram sees the evidence) and is reduced by code checks. A wrong *email* to an investor is costly, so **sending is never automated**. Human placed at: reading the evidence and pressing send.

07 Judgment protected? YES → human decides

Who makes the judgment calls? Whom to pitch, what to say and how the relationship is going belong to Vikram. The AI only recommends; it even refuses to call an off-topic deal a reason for a cold email.

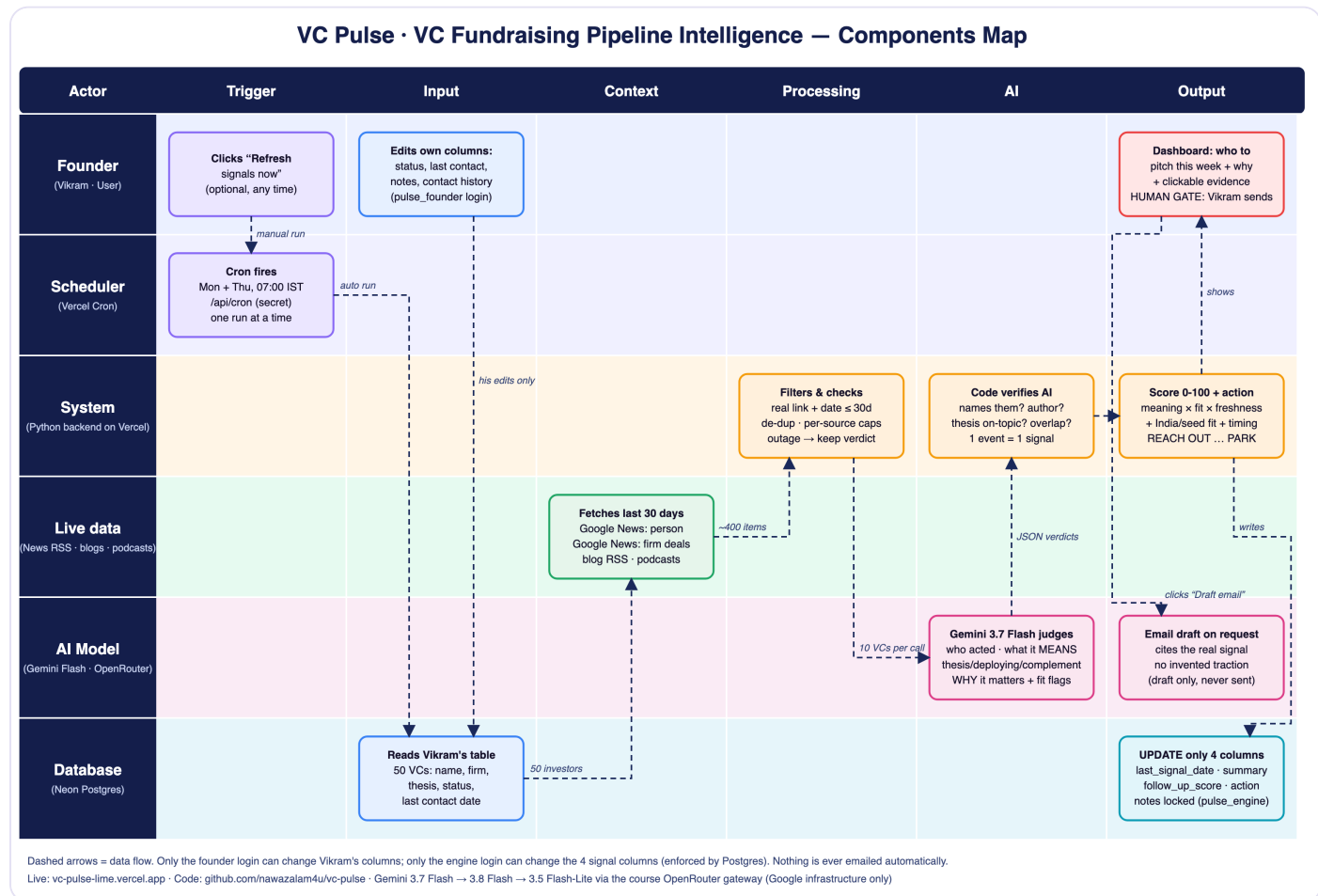
09 Owner clear? YES

Who owns what? Each column has one owner, enforced by two database logins: the robot owns 4 signal columns; Vikram owns his columns; the builder owns the code.

 **Say this:** The boundary checks put a human exactly where judgment matters: Vikram decides and sends every email.

Verdict: build it. The Cut (what we deliberately did *not* automate): sending emails · writing his notes or contact history · scraping LinkedIn/X · letting the AI set the score (AI explains, code calculates).

3 · The Components Map: how the parts talk to each other



How to read it

Rows = the actors (who does the work): Vikram, the scheduler (Vercel Cron), our backend (Python on Vercel), the live data sources, the AI (Gemini Flash), and the database (Neon Postgres). **Columns = the stages**, left to right: **Trigger** (what starts it) → **Input** (what we start from) → **Context** (outside information) → **Processing** (cleaning) → **AI** (judgment) → **Output** (what changes). **Dashed arrows** show data moving.

Follow one run, box by box (with a real example)

#	Box	What happens	Example: Avaana Capital
1	Trigger: Cron / Refresh	Every Monday and Thursday at 7 AM, Vercel's scheduler wakes the app (or Vikram presses Refresh). Only one run at a time.	Thursday 07:00: run starts
2	Input: Vikram's table	Read the 50 investors: name, firm, thesis, status, last contact.	Anjali Bansal · Avaana Capital · Mumbai · not contacted yet
3	Context: live data	For each investor, fetch the last 30 days from Google News (person, firm + logistics), their blog feed and podcasts (~400 items).	"Drivn raises Rs 45 crore in seed funding from Avaana"
4	Processing: filters	Keep only items with a real link and a date within 30 days; remove duplicates; each source keeps its share. If a source fails, keep last run's verdict.	Item kept: real link, dated 22 Sep

5	AI: Gemini judges	Gemini Flash reads ~10 investors per call and labels each item: is it really them? what does it mean (thesis / deploying / complement / visible / overlap)? how close to logistics? Then writes "why it matters" and flags geography and stage.	firm · invested · 🚀 deploying · fit 2/3 · India match · seed match
6	Code verifies AI	Our code double-checks Gemini: the text must name the investor; a deal can't be a "thesis"; a stake sale isn't deploying; no company names from memory; one event counts once.	Avaana named in the headline ✓
7	Score + action (code)	Plain arithmetic: meaning × topic fit × who acted × freshness, plus fit and timing → a score and an action.	75 → WARM (see section 5)
8	Output: update 4 columns	Write only last_signal_date, signal_summary, follow_up_score, recommended_action, using the robot login, which cannot touch notes.	Her notes "Ask Meera for an intro" unchanged
9	Output: dashboard	Vikram sees the board, clicks the evidence, asks for a draft.	Card shows 75, the reason and the evidence
10	Human gate	Vikram decides, edits and sends the email himself (Gemini drafts on request).	He chooses whether to write this week

 **Say this:** The map shows a pipeline: a trigger starts it, we combine Vikram's table with live data, Gemini judges meaning, our code checks the AI and does the maths, only four columns are written, and a human makes the final call.

Why is each part where it is?

- **Why is "Code verifies AI" after Gemini?** AI can be wrong or overconfident; code checks are cheap insurance (that's how we reached 100% precision).
- **Why is the score done by code, not AI?** So the same evidence always gives the same score and every point can be explained.
- **Why does the database row write only 4 columns?** The brief's critical rule; the robot's login physically can't write anything else.
- **Why is the human gate at the end?** Boundary checks 06 and 07: sending and judging stay with Vikram.
- **Why a scheduler?** The brief says "twice a week, before he starts work", so it runs without anyone pressing a button.

4 · A guided tour of the app (open it alongside)

The numbered red boxes match the video. Five tabs at the top: **This week** · **Pipeline table** · **Notes guard** · **Run history** · **How it works**. Screenshots are from 15 Oct, early morning; scores and lanes change a little after every run (new news arrives, and Gemini reads headlines slightly differently each time), so your screen will show different names and numbers. The layout and meaning stay the same.

The screenshot shows the VC Pulse app interface. At the top, there are five tabs: "This week", "Pipeline table", "Notes guard", "Run history", and "How it works". To the right of these tabs are "Live data" and "Editor mode" buttons. Below the tabs, a greeting "Good morning, Vikram." is displayed. A sub-header reads: "Which of your 50 investors are worth reaching out to this week, and why. Each pick is backed by a... the last 30 days that you can click and check yourself, never a hum...".

Annotations (red boxes with numbers) point to the following elements:

- 1** Points to a button labeled "Refresh now (also runs by itself Mon + Thu 7 AM)".
- 2** Points to a button labeled "When it last ran, and the next automatic run".
- 3** Points to a summary card titled "This week at a glance: the 4 lanes, items checked, notes safe".

The main dashboard displays several key metrics and sections:

- Refresh signals now** button.
- Next auto run** Thu, 15 Oct, 7:00 IST.
- 5** Ball in their court.
- 29** Quiet or off-topic: don't chase.
- 415** Public items checked.
- 100%** Your notes untouched.
- Twice a week** Mon & Thu, 7:00 IST, automatically (or tap Refresh).
- Checks 50 investors** News, their deals, their blogs, podcasts: last 30 days only.
- Gemini Flash judges** Is it really them? What does it mean for Vikram's startup, and why?
- Updates 4 columns** Score, action, summary, date. Your notes stay locked.

How we judge a signal "They invested in logistics before" is not a reason to invest again. We ask what each signal means for Vikram's startup.

- Thesis** They say they want this space. Strongest: an open invitation.
- Deploying** New early-stage cheques right now: allocation is open.
- Complement** Backed an adjacent, non-rival company: conviction + intro angle.
- Visible** Active on other topics: reachable, nothing more.
- Overlap** Backed a direct competitor: usually a no, score -15.

THIS WEEK'S SIGNAL MIX

- 2 Thesis
- 16 Deploying
- 21 Complement
- 13 Visible
- 0 Overlap

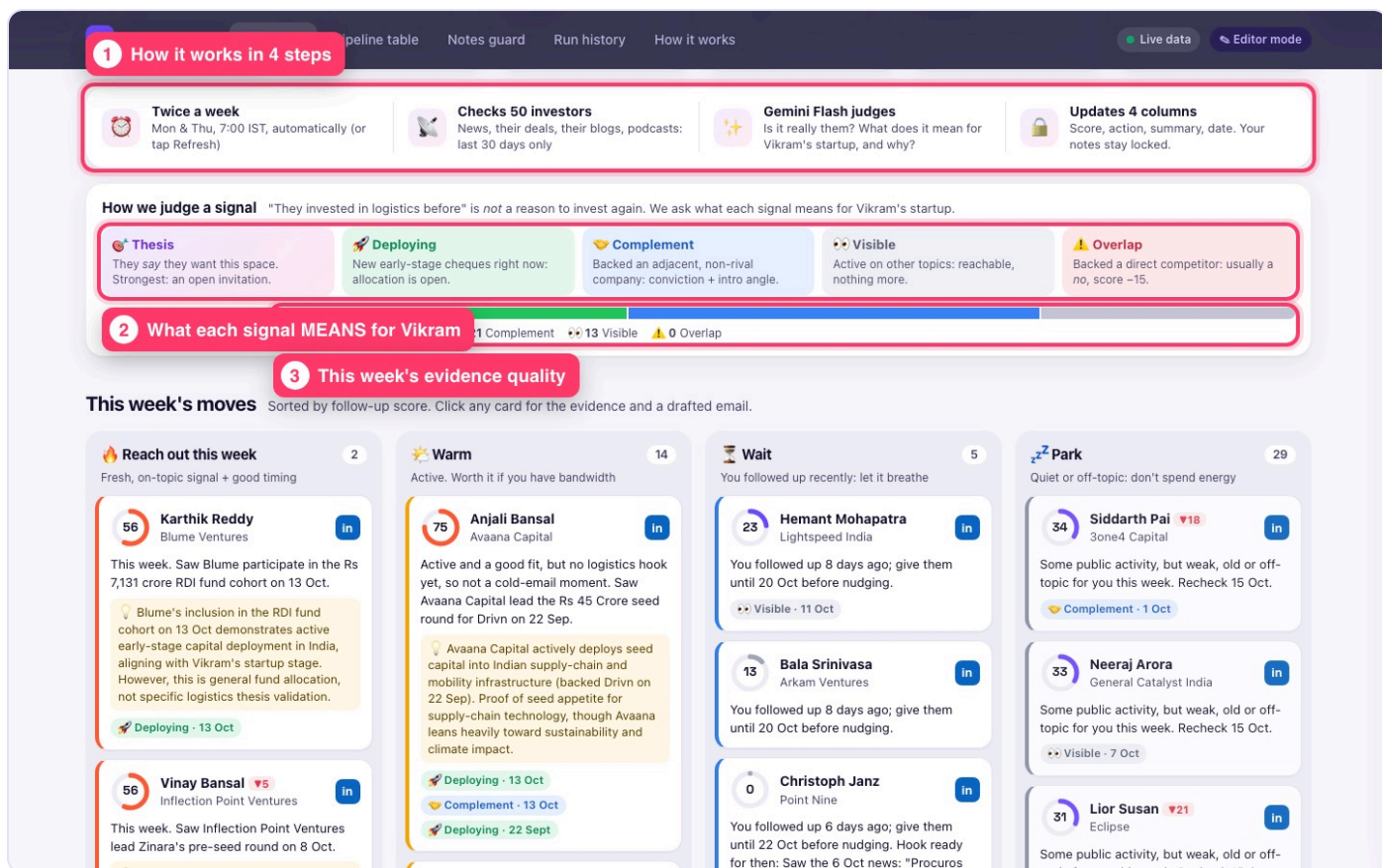
This week's moves Sorted by follow-up score. Click any card for the evidence and a drafted email.

- Reach out this week** 2
Fresh, on-topic signal + good timing
- Warm** 14
Active. Worth it if you have bandwidth
- Wait** 5
You followed up recently: let it breathe
- Park** 29
Quiet or off-topic: don't spend energy

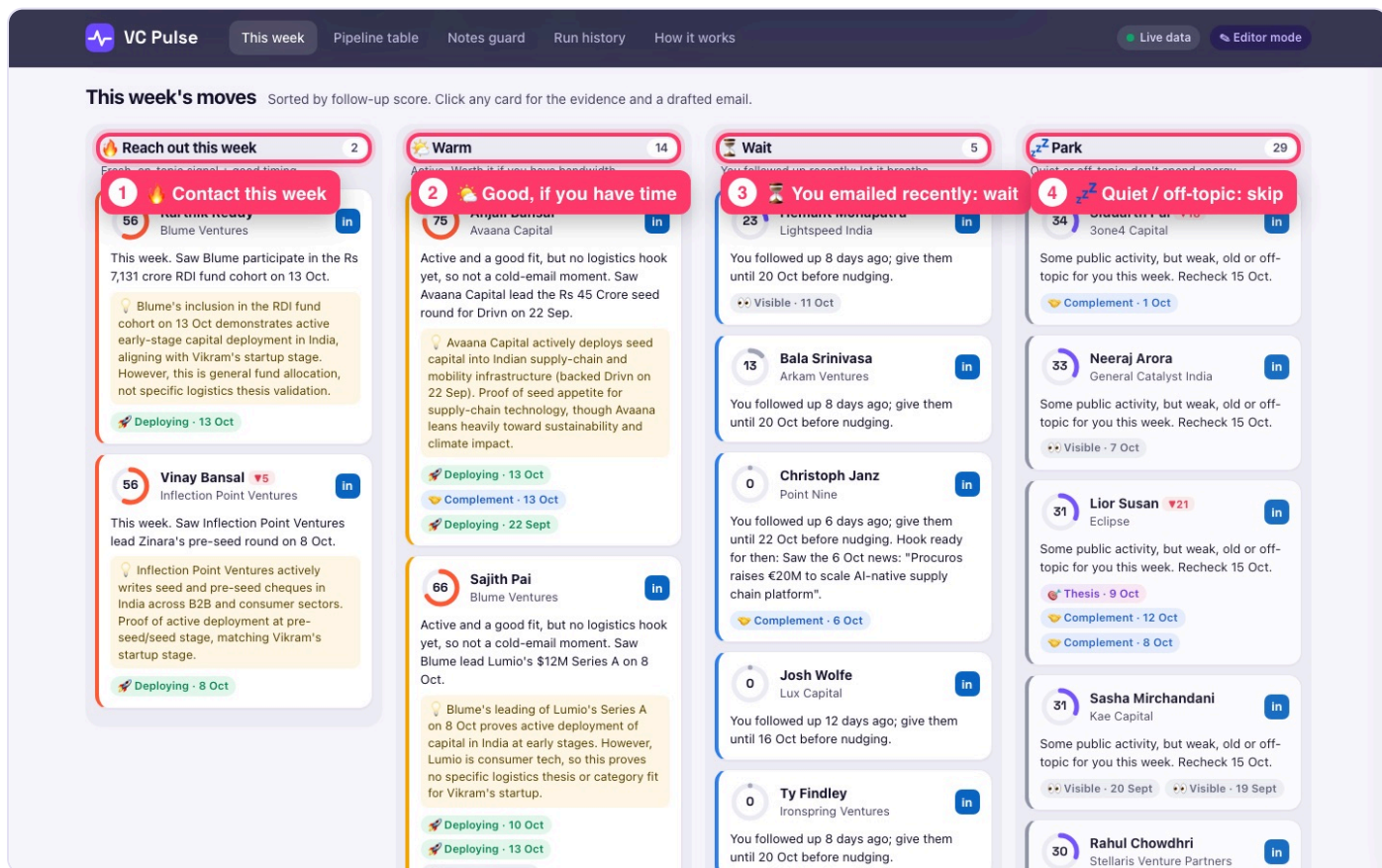
Investor cards shown:

- Karthik Reddy** Blume Ventures (Score: 56). This week. Saw Blume participate in the Rs 7,131 crore RDI fund cohort on 13 Oct. Blume's inclusion in the RDI fund cohort on 13 Oct demonstrates active.
- Anjali Bansal** Avaana Capital (Score: 75). Active and a good fit, but no logistics hook yet, so not a cold-email moment. Saw Avaana Capital lead the Rs 45 Crore seed round for Driven on 22 Sep.
- Hemant Mohapatra** Lightspeed India (Score: 23). You followed up 8 days ago; give them until 20 Oct before nudging. Visible - 11 Oct.
- Siddharth Pai** 3one4 Capital (Score: 34, down 15). Some public activity, but weak, old or off-topic for you this week. Recheck 15 Oct. Complement - 1 Oct.

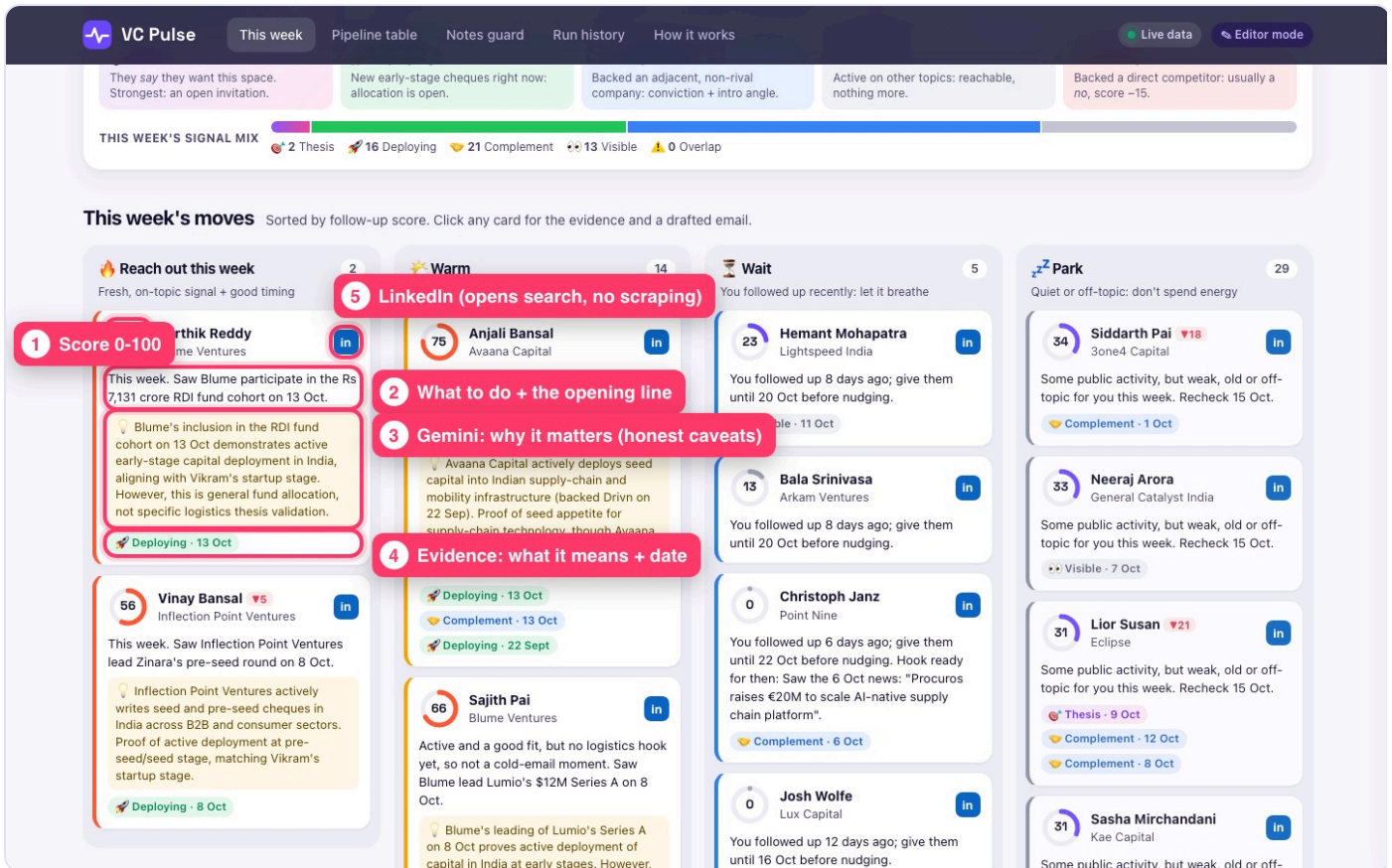
Top of "This week". **1** Refresh button (the app also runs by itself Mon + Thu 7 AM). **2** When it last ran and when it runs next. **3** The week at a glance: how many to contact, warm, wait, quiet; how many public items were checked; "100% notes untouched" is the safety proof.



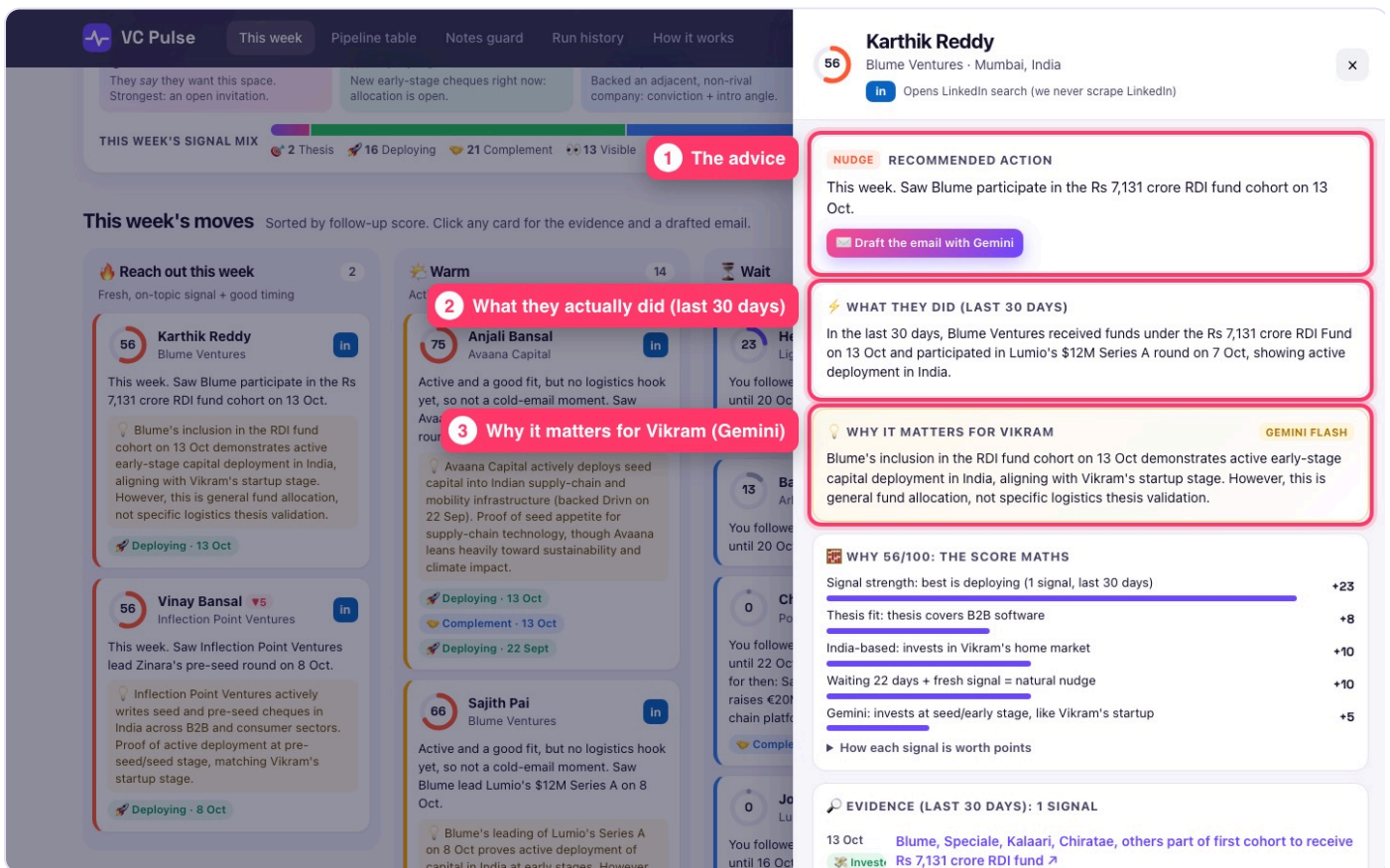
1 How it works in 4 steps. **2** How we judge a signal: the five meanings (the professor's key question). **3** This week's signal mix: how much of the evidence is strong (thesis) vs weak (visible).



The board: four lanes. **1** Contact this week (REACH OUT for new investors, NUDGE for ones he's waiting on). **2** Warm: worth it if he has time. **3** Wait: he emailed less than 14 days ago, so don't pester. **4** zZ Park: quiet or off-topic, so skip this week.



One card. **1** Score out of 100 (▲/▼ shows change since last run). **2** The advice and the opening line for an email. **3** Gemini's reason, including what it doesn't prove. **4** Evidence chips: the meaning and the date. **5** LinkedIn button: opens LinkedIn's own search, nothing is scraped.



Click a card → the drawer. **1** The advice. **2** What they actually did in the last 30 days. **3** Why it matters for Vikram (Gemini Flash).

VC Pulse

This week

Pipeline table

Notes guard

Run history

How it works

They say they want this space. Strongest: an open invitation.

New early-stage cheques right now: allocation is open.

Backed an adjacent, non-rival company: conviction + intro angle.

THIS WEEK'S SIGNAL MIX

2 Thesis

16 Deploying

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0 Overlap

This week's moves

Sorted by follow-up score. Click any card for the evidence and a drafted email.

Reach out this week

Fresh, on-topic signal + good timing

2

56

Karthik Reddy

Blume Ventures

This week. Saw Blume participate in the Rs 7,131 crore RDI fund cohort on 13 Oct.

Blume's inclusion in the RDI fund cohort on 13 Oct demonstrates active early-stage capital deployment in India, aligning with Vikram's startup stage. However, this is general fund allocation, not specific logistics thesis validation.

Deploying - 13 Oct

56

Vinay Bansal

Inflection Point Ventures

This week. Saw Inflection Point Ventures lead Zinara's pre-seed round on 8 Oct.

Inflection Point Ventures actively writes seed and pre-seed cheques in India across B2B and consumer sectors. Proof of active deployment at pre-seed/seed stage, matching Vikram's startup stage.

Deploying - 8 Oct

75

Anjali Bansal

Avaana Capital

Active and a good fit, but no logistics hook yet, so not a cold-email moment. Saw Avaana Capital lead the Rs 45 Crore seed round for Drivn on 22 Sep.

Avaana Capital actively deploys seed capital into Indian supply-chain and mobility infrastructure (backed Drivn on 22 Sep). Proof of seed appetite for supply-chain technology, though Avaana leans heavily toward sustainability and climate impact.

Deploying - 13 Oct

Complement - 13 Oct

Deploying - 22 Sept

66

Sajith Pai

Blume Ventures

Active and a good fit, but no logistics hook yet, so not a cold-email moment. Saw Blume lead Lumio's \$12M Series A on 8 Oct.

Blume's leading of Lumio's Series A on 8 Oct proves active deployment of capital in India at early stages. However,

Deploying - 13 Oct

Complement - 13 Oct

Deploying - 22 Sept

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You followed until 22 Oct

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You followed until 20 Oct

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You followed until 22 Oct

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You followed until 16 Oct

Visible

56

Karthik Reddy

Blume Ventures · Mumbai, India

Opens LinkedIn search (we never scrape LinkedIn)

Signal strength: best is deploying (1 signal, last 30 days) +23

Thesis fit: thesis covers B2B software +8

India-based: invests in Vikram's home market +10

Waiting 22 days + fresh signal = natural nudge +10

Gemini: invests at seed/early stage, like Vikram's startup +5

How each signal is worth points

EVIDENCE (LAST 30 DAYS): 1 SIGNAL

13 Oct Invest Blume, Speciale, Kalaari, Chiratae, others part of first cohort to receive Rs 7,131 crore RDI fund

Blume and others received first cohort of Rs 7,131 crore RDI fund.

Deploying - 13 Oct Writing new early-stage cheques right now

The Economic Times - via Firm deals · fit 2/3 · 23.1 pts

Filtered out: 12 items (Gemini or our checks: not clearly about them, or not relevant)

YOUR COLUMNS (NEVER TOUCHED BY THE ENGINE)

Status Waiting for response

Last contact 22 Sept (23 days ago)

Contact history 02 Sep: Met at TIE Mumbai logistics roundtable. 08 Sep: Associate call. Asked how we differ from FreightTiger and Fleetx. Followed up 22 Sep.

Your notes Promised to revert after their Monday partner meeting.

Thesis Backs Indian founders at seed across B2B SaaS, fintech and consumer tech

SCORE ACROSS RUNS

1 The score maths, line by line: signal strength, thesis fit, India fit, stage fit, timing. AI judges meaning; code does the arithmetic.

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VC Pulse This week Pipeline table Notes guard Run history How it works

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THIS WEEK'S SIGNAL MIX 2 Thesis 16 Deploying 21 Complement 13 Visible 0 Overlap

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Reach out this week 2 Fresh, on-topic signal + good timing

Warm 14 Active. Worth it if you have bandwidth

Wait You followed

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Deploying - 13 Oct

3 Copy / Open in Gmail: Vikram sends it himself

2 LinkedIn note (under 300 characters)

56 Vinay Bansal Inflection Point Ventures

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Opens LinkedIn search (we never scrape LinkedIn)

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[your one-line traction here]

Following up on our discussion after the TIE Mumbai roundtable and associate call regarding our freight visibility and carrier management platform. Would you be open to a 20-minute call next week to reconnect?

Vikram

Copy email Open in Gmail

LinkedIn connection note 210/300

Hi Karthik, saw Blume participate in the Rs 7,131 crore RDI fund cohort on 13 Oct, signaling active deployment for early-stage Indian startups like my logistics software venture. Would love to reconnect. Vikram

Copy LinkedIn note in

Draft only: nothing is sent. You edit and send it yourself. (google/gemini-3.5-flash-lite)

WHAT THEY DID (LAST 30 DAYS)

In the last 30 days, Blume Ventures received funds under the Rs 7,131 crore RDI Fund on 13 Oct and participated in Lumio's \$12M Series A round on 7 Oct, showing active deployment in India.

WHY IT MATTERS FOR VIKRAM GEMINI FLASH

Blume's inclusion in the RDI fund cohort on 13 Oct demonstrates active early-stage capital deployment in India, aligning with Vikram's startup stage. However, this is general fund allocation, not specific logistics thesis validation.

WHY 56/100: THE SCORE MATHS

"Draft the email with Gemini". **1** An email that opens with the real signal, never invents traction (placeholder instead). **2** A LinkedIn note under 300 characters. **3** Copy / Open in Gmail / LinkedIn: Vikram sends it himself; nothing is sent automatically.

VC Pulse This week Pipeline table Notes guard Run history How it works

Live data Editor mode

1 Latest real evidence: click any line to open the source

the last 30 days, newest first. Click any to open the source.

14 Oct	Deploying	Mukul Arora	Elevation Capital	Spill Games Raises \$10.5 Million in Series A Round Led by Elevation Capital	Siliconindia
14 Oct	Complement	Rajiv Srivatsa	Antler India	Why we invested in Cloop	antler.co
14 Oct	Complement	Rajiv Srivatsa	Antler India	Why we invested in Lir Labs	antler.co
14 Oct	Complement	Rajiv Srivatsa	Antler India	Why we invested in Plenex	antler.co
14 Oct	Complement	Jishnu Bhattacharjee	Nexus Venture Partners	Pre-owned goods marketplace Circle raises Rs 25 Cr led by Nexus Venture Partners	Entrackr
14 Oct	Visible	Rajan Anandan	Peak XV Partners	India's top 50 companies should have venture capital arms: Rajan Anandan	The CapTable
14 Oct	Complement	Rajiv Srivatsa	Antler India	Why we invested in Ninopay	antler.co
14 Oct	Complement	Rajiv Srivatsa	Antler India	Why we invested in Sonura	antler.co
13 Oct	Deploying	Anjali Bansal	Avaana Capital	Speciality Chemicals Startup NuSynth Raises ₹36.5 Cr From Avaana Capital, Shastra VC	Inc42
13 Oct	Deploying	Sajith Pai	Blume Ventures	Blume, Speciale, Kalaari, Chiratae, others part of first cohort to receive Rs 7,131 crore RDI fund	The Economic Times
13 Oct	Deploying	Karthik Reddy	Blume Ventures	Blume, Speciale, Kalaari, Chiratae, others part of first cohort to receive Rs 7,131 crore RDI fund	The Economic Times
13 Oct	Deploying	Vishesh Rajaram	Speciale Invest	TVS Capital, Speciale Invest among 14 SLFMs to get funding under RDI Fund	BusinessLine
13 Oct	Complement	Anjali Bansal	Avaana Capital	GreenCell Mobility raises Rs330 cr from Danish fund to scale electric bus fleet	The Economic Times
13 Oct	Deploying	TCM Sundaram	Chiratae Ventures		The Economic Times

1 Latest live evidence: the newest real signals across all 50 investors. Click any line to open the original story (proof of requirement 1).

1 Your pitch: Vikram's own facts for every draft

Your pitch Used in every email draft, so Gemini never has to invent anything about Vikram's startup.

Freight visibility, carrier management and dispatch software for Indian m Your real traction, e.g. 14 paying shippers, ₹38L ARR, 22% f a 20-minute call next week **Save pitch**

Vikram's columns: the engine cannot write here **Signal columns: updated by**

2 Blue = Vikram's columns (robot can't write) **3 Purple = the only 4 columns the robot updates**

	LAST CONTACT	CONTACT HISTORY	YOUR NOTES	LINKEDIN			
Anjan Bansal Avaana Capital	Climate and sustainability tech, includin...	Yet to reach out	dd/mm/yyyy	Ask Meera for an intro.	paste linkedin.com/in/...	13 Oct	On 13 Oct, Avaana Capital backed NuS... for ₹36.5 Cr, and...
Sajith Pai Blume Ventures	India-market thinker; early-stage B2B an...	Yet to reach out	dd/mm/yyyy	Read their thesis post before...	paste linkedin.com/in/...	13 Oct	In the last 30 days, Sajith Pai's firm Blum Ventures led Lumio's
Mukul Arora Elevation Capital	Early-stage Indian startups in SaaS,...	Yet to reach out	dd/mm/yyyy	Need a warm intro - check...	paste linkedin.com/in/...	14 Oct	In the last 30 days, Elevation Capital led Spill Games' \$10.5M
Karthik Reddy Blume Ventures	Backs Indian founders at seed across...	Waiting for response	22/09/2026	02 Sep: Met at TIE Mumbai...	paste linkedin.com/in/...	13 Oct	In the last 30 days, Blume Ventures rece funds under the Rs ;
TCM Sundaram Chiratae Ventures	Early-stage Indian technology...	Yet to reach out	dd/mm/yyyy	Stretch target: global...	paste linkedin.com/in/...	13 Oct	On 13 Oct, Chiratae Ventures was part of first cohort to receive
Vinay Bansal Inflection Point Ventures	Angel-network seed rounds across Indian...	Waiting for response	09/08/2026	26 Jun: Linked in DM, they...	paste linkedin.com/in/...	8 Oct	On 8 Oct, Inflection Point Ventures led a ₹3.61 crore pre-seer

Editor mode: click your blue cells to edit. Changes save to the database instantly through the founder login.

Pipeline table tab = the real database table. **1** "Your pitch": Vikram's own one-liner, traction and ask, used in every draft (editor only). **2** Blue = Vikram's columns (the robot can't write them). **3** Purple = the only 4 columns the robot updates. Search, filters, Export/Import CSV and "Add investor" are on top.

VC Pulse This week Pipeline table Notes guard Run history How it works **Live data** **Editor mode**

Notes guard The rule: never overwrite Vikram's notes. VC Pulse doesn't just promise this; Postgres enforces it.

SIGNAL ENGINE LOGIN PULSE_ENGINE MAY UPDATE

name	firm	thesis	region	status	last_contact_date	contact_history
notes	feed_url	linkedin_url	last_signal_date	signal_summary		
follow_up_score	recommended_action					

1 Robot login: may update only 4 columns (green)

VIKRAM'S EDIT SCREEN PULSE_FOUNDER MAY UPDATE

name	firm	thesis	region	status	last_contact_date	contact_history
notes	feed_url	linkedin_url	last_signal_date	signal_summary		
follow_up_score	recommended_action					

2 Vikram's login: only his own columns

TRY TO BREAK IT

Press the button: the robot tries to overwrite a real note in the table, and the edit screen tries to fake a score. Every attempt is wrapped in a transaction that is forced to roll back, so pressing this is always safe.

Attack my own database

FINGERPRINT OF VIKRAM'S COLUMNS, BEFORE AND AFTER EVERY RUN

An MD5 hash of all his columns (name, firm, thesis, status, last contact, contact history, notes) is taken when a run starts and again when it ends. If they match, nothing of his changed.

- Run #36** · just now
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- Run #35** · 5 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- Run #34** · 6 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- Run #33** · 32 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- Run #31** · 44 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7

Notes guard tab. **1** The robot's database login: green = allowed (only the 4 signal columns), red = blocked. **2** Vikram's login: only his own columns. Read live from Postgres itself.

VC Pulse This week Pipeline table **Notes guard** Run history How it works Live data Editor mode

1 We attack our own database: Postgres blocks every attempt

Target: Anjali Bansal. Vikram's note: "Ask Meera for an intro."

- Signal robot (pulse_engine)** tries to overwrite Vikram's notes
update vcs set notes = 'overwritten by robot' where id = 31
BLOCKED by Postgres: permission denied for table vcs
- Signal robot (pulse_engine)** tries to rewrite his contact history
update vcs set contact_history = '' where id = 31
BLOCKED by Postgres: permission denied for table vcs
- Edit screen (pulse_founder)** tries to fake a follow-up score of 100
update vcs set follow_up_score = 100 where id = 31
BLOCKED by Postgres: permission denied for table vcs

✓ **Fingerprint unchanged: every note is exactly as Vikram left it.**

FINGERPRINT OF VIKRAM'S COLUMNS, BEFORE AND AFTER EVERY RUN
An MD5 hash of all his columns (name, firm, thesis, status, last contact, contact history, notes) is taken when a run starts and again when it ends. If they match, nothing of his changed.

- ✓ **Run #36** - just now
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- ✓ **Run #35** - 5 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- ✓ **Run #34** - 6 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- ✓ **Run #33** - 32 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7
- ✓ **Run #31** - 44 min ago
before 8ea6af8a2a9c1074e75d9ca24b5980c7
after 8ea6af8a2a9c1074e75d9ca24b5980c7

1 "Attack my own database": the robot tries to overwrite a note and the edit screen tries to fake a score; Postgres answers "permission denied" each time, and the fingerprint of Vikram's notes stays identical. Safe to press any number of times.

VC Pulse This week Pipeline table Notes guard **Run history** How it works Live data Editor mode

1 Every run: investors, items, signals, AI model + cost, notes safe

...T (Vercel Cron), before Vikram starts work. Plus any "Refresh now".

Run #	Investors	Items checked	Signals kept	Reach out	Quiet	Notes								
Run #36 Thu, 15 Oct, 04:12 am - manual 27s	50/50 investors - AI: google/gemini-3.5-flash-lite - cost \$0.1018 (80,375 tokens)	412	52	2	29	notes untouched								
Live sources this run: <table border="1"> <tr> <th>Their blog</th> <th>News</th> <th>Podcast</th> <th>Firm deals</th> </tr> <tr> <td>24 items → 8 kept</td> <td>168 items → 12 kept</td> <td>10 items → 4 kept</td> <td>210 items → 28 kept</td> </tr> </table>							Their blog	News	Podcast	Firm deals	24 items → 8 kept	168 items → 12 kept	10 items → 4 kept	210 items → 28 kept
Their blog	News	Podcast	Firm deals											
24 items → 8 kept	168 items → 12 kept	10 items → 4 kept	210 items → 28 kept											
Run #35 Thu, 15 Oct, 04:07 am - manual 38s	50/50 investors - AI: google/gemini-3.5-flash-lite - cost \$0.1512 (115,936 tokens)	412	66	5	24	notes untouched								
Live sources this run: <table border="1"> <tr> <th>Their blog</th> <th>News</th> <th>Podcast</th> <th>Firm deals</th> </tr> <tr> <td>24 items → 13 kept</td> <td>167 items → 16 kept</td> <td>10 items → 4 kept</td> <td>211 items → 33 kept</td> </tr> </table>							Their blog	News	Podcast	Firm deals	24 items → 13 kept	167 items → 16 kept	10 items → 4 kept	211 items → 33 kept
Their blog	News	Podcast	Firm deals											
24 items → 13 kept	167 items → 16 kept	10 items → 4 kept	211 items → 33 kept											
Run #34 Thu, 15 Oct, 04:06 am - manual 42s	50/50 investors - AI: google/gemini-3.5-flash-lite - cost \$0.1029 (80,749 tokens)	411	52	4	28	notes untouched								
Live sources this run: <table border="1"> <tr> <th>Their blog</th> <th>News</th> <th>Podcast</th> <th>Firm deals</th> </tr> <tr> <td>24 items → 9 kept</td> <td>168 items → 16 kept</td> <td>10 items → 5 kept</td> <td>209 items → 22 kept</td> </tr> </table>							Their blog	News	Podcast	Firm deals	24 items → 9 kept	168 items → 16 kept	10 items → 5 kept	209 items → 22 kept
Their blog	News	Podcast	Firm deals											
24 items → 9 kept	168 items → 16 kept	10 items → 5 kept	209 items → 22 kept											
Run #33 Thu, 15 Oct, 03:41 am - manual 27s	50/50 investors - AI: google/gemini-3.5-flash-lite - cost \$0.1192 (79,537 tokens)	413	82	3	24	notes untouched								
Live sources this run: <table border="1"> <tr> <th>Their blog</th> <th>News</th> <th>Podcast</th> <th>Firm deals</th> </tr> <tr> <td>24 items → 10 kept</td> <td>168 items → 24 kept</td> <td>10 items → 8 kept</td> <td>211 items → 31 kept</td> </tr> </table>							Their blog	News	Podcast	Firm deals	24 items → 10 kept	168 items → 24 kept	10 items → 8 kept	211 items → 31 kept
Their blog	News	Podcast	Firm deals											
24 items → 10 kept	168 items → 24 kept	10 items → 8 kept	211 items → 31 kept											

Run history tab. **1** Each run: investors processed, items checked, signals kept, how many to reach out, the AI model and its cost (~\$0.10), and "notes untouched". 🕒 = automatic run, 🖱️ = manual. **2** Items found per live source. A run left unfinished (e.g. a browser closed mid-refresh) is closed automatically and shown as "auto-closed".

VC Pulse This week Pipeline table Notes guard Run history How it works Live data Editor mode

Good morning, Vikram.

Which of your 50 investors are worth reaching out to this week, and why. Each pick is backed by a public signal from the last 30 days that you can click and check yourself, never a hunch. Updated just now (manual run) - next auto run Thu, 15 Oct, 7:00 IST

Refresh signals now

2 Reach out this week 14 Warm 100% Your notes untouched

Twice a week

2 Each line: items found, signals kept, new score refresh: 50 investors, 5 batches at once

How we judge a signal "They invest in..."

Thesis They say they want this space. Strongest: an open invitation.

THIS WEEK'S SIGNAL MIX 2 Thesis

Scanning your pipeline... Run #37 - 50 investors - 5 live sources each - Gemini Flash Judges every item

Scanning Santosh Sankar, Julian Counihan, Ty Findley, Rachel Holt, Jake Medwell, Lior Susan, Greg Reichow, Christoph Janz, Louis Coppey, Ryan McEntush

Scanning Sasha Mirchandani, Sanjay Mehta, Vishesh Rajaram, Manish Singhal, Manish Kheterpal, Vinay Bansal, Anant Vidur Puri, Neeraj Arora, Rajan Anandan, Anjali Bansal

Scanning Siddharth Pai, TCM Sundaram, Vani Kola, Jishnu Bhattacharjee, Shripati Acharya, Bala Srinivasa, Vaibhav Domkundwar, Rajiv Srivatsa, Madhukar Sinha, Kitty Agarwal

Scanning Karthik Reddy, Sajith Pai, Prayank Swaroop, Shekhar Kirani, Mukul Arora, Hemant Mohapatra, Avnish Bajaj, Rahul Chowdhri, Alok Goyal, Pranav Pai

Updates 4 columns Score, action, summary, date. Your notes stay locked.

Overlap Backed a direct competitor: usually a no, score -15.

This week's moves Sorted by follow-up

Reach out this week 2 Fresh, on-topic signal + good timing

Warm 14 Active. Worth it if you have bandwidth

Wait 5 You followed up recently: let it breathe

Park 29 Quiet or off-topic: don't spend energy

56 Karthik Reddy Blume Ventures In This week. Saw Blume participate in the Rs 7,131 crore RDI fund cohort on 13 Oct. Blume's inclusion in the RDI fund cohort on 13 Oct demonstrates active

75 Anjali Bansal Avaana Capital In Active and a good fit, but no logistics hook yet, so not a cold-email moment. Saw Avaana Capital lead the Rs 45 Crore seed round for Driven on 22 Sep.

23 Hemant Mohapatra Lightspeed India In You followed up 8 days ago; give them until 20 Oct before nudging. Visible - 11 Oct

34 Siddharth Pai 3one4 Capital In Some public activity, but weak, old or off-topic for you this week. Recheck 15 Oct. Complement - 1 Oct

Your notes are protected: the engine's login can only write 4 columns.

A live refresh. 1 50 investors in 5 batches at once (~30-50 seconds). 2 Each line: items found → signals kept → new action and score (▲ ▼ = change).

VC Pulse ← Back to the pipeline How it works

VC Fundraising Pipeline Intelligence

MESA Cohort C4 - AI and its Applications - Final examination - Nawaz Alam. Built and deployed on Vercel with Gemini Flash, Neon Postgres and live public data.

Automation brief Nine checks The Cut Components map Notes guard Live data Scoring Accuracy Security Assumptions Viva Q&A Downloads

1 The 'How it works' page: brief, checks, map, accuracy, downloads

1 - Automation brief

PAIN

Vikram tracks 50 VCs in a spreadsheet. It records **who** and **when he last spoke**, but not **who is worth contacting now**. Finding out means googling 50 people twice a week. So he chases on gut feel, spends energy on quiet VCs and misses the moment an active one would have replied.

USER

Vikram, first-time founder of a seed-stage B2B logistics SaaS, two months into the raise. Works his pipeline **twice a week**. Not technical; lives in his table.

OUTCOME

On Monday and Thursday morning his table is **already up to date**: who to contact this week, the **observable signal from the last 30 days** behind each pick (with a link), who is quiet, and what to do. His own notes stay untouched.

Journey today → with VC Pulse

Today (manual)	With VC Pulse
Open spreadsheet, google each VC, skim LinkedIn/news (~2-3 h, often skipped)	07:00 IST Mon/Thu: cron refreshes all 50 VCs from 5 live sources (~2 min, unattended)
Judge relevance by gut; easy to miss a logistics deal or a podcast	Gemini Flash reads every item: is it really this VC, what did they do, how close to logistics?
Copy findings into notes by hand, sometimes overwriting old context	Only 4 signal columns are written; his notes are protected by the database itself
Write a generic "just following up" email	Evidence-backed hook + one-click Gemini draft (he edits and sends it himself)

1 How it works page: automation brief, Nine Checks, The Cut, Components Map, accuracy, security, assumptions, viva Q&A, and Downloads (map, checks, video, PDF).

Editor mode (top right, via Vikram's private link) unlocks editing his columns, saving his pitch, adding investors and refreshing any time. Without it the site is read-only and refresh has a 10-minute cool-down.

5 · How the score works

Step 1: what does each signal MEAN for Vikram's startup? (the professor's key point)

"They invested in logistics before" is **not** a strong reason: a fund rarely backs a competitor of a company it already owns. So Gemini labels the *meaning*, and that decides the weight:

Meaning	Weight	Simple example
🎯 Thesis: they say they want this space	42	A partner's post: "why we're excited about freight software"
🚀 Deploying: writing new early cheques now	34	"Peak XV raises Surge seed cheques to \$5M"
💛 Complement: backed an adjacent, non-rival company	26	Backed an EV fleet company: same world, not a competitor
👁️ Visible: active on other topics	10	A TV interview about AI: reachable, nothing more
⚠️ Overlap: backed a direct competitor	0 and -15	Backed another freight-visibility startup: usually a no

Points = weight × topic fit (logistics 1.0, adjacent 0.6, general 0.3) × who acted (the person 1.0, the firm 0.85) × freshness (full for 7 days, down to 40% at day 30). **Signal strength** = best + 40% of 2nd + 20% of 3rd (max 70). Then **fit**: thesis +3/+8/+15, India-based +10, seed +5, US-only -15, later-stage -8; and **timing**: emailed under 7 days ago -30, 7-13 days -10, fresh signal + good moment +10.

Step 2: the actions

Emailed under 14 days ago → **WAIT** · score ≥ 55 → **REACH OUT** (new investor, needs a logistics reason) or **NUDGE** (already pitched, any timely reason) · 35-54 → **WARM** · weak → **LOW** · nothing in 30 days → **PARK** (with how long they've been quiet).

Worked example (live, 15 Oct): Anjali Bansal, Avaana Capital = 75 → WARM

Best signals	🚀 Avaana invested ₹36.5 Cr in NuSynth (13 Oct, fit 2) = 23.1 pts; 💛 a mobility/fleet item = 22.1; 🚀 Drivn ₹45 Cr seed (22 Sep) = 14.1
Strength	$23.1 + 0.4 \times 22.1 + 0.2 \times 14.1 \approx 35$
Fit and timing	thesis covers logistics/supply chain +15 · India-based +10 · seed stage +5 · not contacted + timely +10
Total	75 , but the strongest reason is a chemicals deal, not logistics → a cold email needs an on-topic hook → WARM : "Active and a good fit, but no logistics hook yet."

🗣️ **Say this:** A high score means a good investor for us; the action also asks whether this week has a real reason to write. Both must be true for "reach out".

6 · Safety, reliability and cost

- **Notes guarantee (requirement 4):** two database logins. The robot (`pulse_engine`) may update only the 4 signal columns; Vikram's screen (`pulse_founder`) only his columns, including his saved LinkedIn link. A fingerprint (MD5) of his columns is taken before and after every run, and they always match.
- **Never wrong "quiet":** if a news source or the AI fails for someone, they keep last run's verdict; the run is marked "partial".
- **Never stuck:** one run at a time (database lock); a run left hanging is closed automatically after 6 minutes; the scheduled run always wins.

- **AI rules (course key sheet):** Gemini via the course OpenRouter key, Google models only, on Google's own servers; retries if busy; stops if credits run out.
- **Security:** secret keys only in Vercel settings; only real web links shown; strict browser security policy; editing needs Vikram's private key; public AI buttons are rate-limited.
- **LinkedIn, safely:** we never fetch LinkedIn; the "in" button just opens LinkedIn's search or his saved link.
- **Accuracy:** 100% precision, 85-89% recall, 93-95% accuracy on 57 hand-labelled items. **Cost:** ~\$0.10 per run (Gemini 3.5 Flash-Lite: cheapest *and* most accurate in our test).

7 · Tech and AI, in simple words

Front end / back end	What you see in the browser (HTML, CSS, JavaScript) / the hidden code that does the work (Python on Vercel).
Vercel	Puts the website online; runs our Python code only when needed ("serverless"); its Cron is the twice-a-week alarm clock.
GitHub	Stores the code and its history; public = portfolio. Every update automatically redeploys the site.
Neon (Postgres)	The cloud database: Vikram's table, the evidence, the run log. It enforces who may write which column. (Same engine as Supabase; the brief's "Supabase table" works the same.)
API / API key	A way for programs to ask other programs for things / its secret password (kept in Vercel, never on GitHub).
RSS feed	A public list of a website's newest articles, made for apps to read (our live news source).
LLM · Gemini Flash	An AI that reads and writes language; Flash is Google's fast, cheap model family (exam rule). We use 3.5 Flash-Lite, with 3.7/3.8 Flash as backups.
OpenRouter	A gateway that forwards our AI requests; the course key; we force Google models on Google servers.
Prompt	The AI's job description and rules ("use only these headlines; never invent facts").
Structured output (JSON)	We force Gemini to answer in fixed boxes (who, what kind, meaning, fit), so code can read it reliably.
Temperature	The creativity dial: low (0.1) for judging, higher (0.6) for email drafts.
Hallucination / grounding	AI saying something untrue / making it answer only from real sources. Ours only labels items we fetched; code removes any company name not in the evidence.
Token · reasoning tokens	Pieces of words the AI reads and writes (that's what you pay for) · tokens it spends "thinking" (we set thinking to minimal: cheaper and just as accurate).
Precision · recall	Of what it flagged, how much was right (100%) · of what was really there, how much it found (85-89%).
Least privilege	Every part gets only the permissions it needs (the robot can write 4 columns, nothing else).
Hash / fingerprint	A short code computed from data; if anything changes, it changes. Used to prove notes were untouched.
Pipeline vs agent	We built a fixed pipeline (predictable, testable), not an autonomous AI agent (unpredictable, could touch the notes).

Your portfolio (all live)

App	Link	Key tech
VC Pulse (this final)	vc-pulse-lime.vercel.app	Vercel + Cron, Python, Neon, Gemini via OpenRouter, live RSS
Aangan Desk (Case 03, voice receptionist)	aangan-desk.vercel.app	Vaani voice AI, Neon, Gemini, Telegram, HubSpot, Cal.com
Kargo hiring (Case 02)	kargo-hiring-eight.vercel.app	Supabase, Gemini, CV scoring, Resend email
TripLock (group trip planner)	triplock-zeta.vercel.app	Vercel, Supabase

Skinstinct bot (Case 01) · Tonight's Pick (movie matchmaker)	GitHub (nawazalam4u)	Telegram bot · Supabase (paused to free a slot)
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Common pattern across all of them: a real user problem → Nine Checks → Components Map → a Vercel app with a database, an AI step boxed in by code rules, and a human gate.

8 · The live demo: what to click and say (3 minutes)

1. **Open vc-pulse-lime.vercel.app.** "This is Vikram's week: 🔥 contact, ☀️ warm, ⌚ wait, 🧘 quiet. It refreshed itself this morning at 7."
2. **Point at "How we judge a signal".** "We don't trust 'they invested before'. We ask what each signal means: thesis, deploying, complement, visible, or overlap."
3. **Click the top card.** "Here's what they did, with real links; Gemini's reason why it matters; and the score maths line by line, done by code, not AI."
4. **Press "Draft the email with Gemini".** "It opens with the real signal and never invents facts. Vikram sends it himself."
5. **Notes guard → "Attack my own database".** "The robot tries to overwrite a note; Postgres refuses. The fingerprint is unchanged."
6. **Run history.** "Every run: items from each source, signals kept, cost about 10 cents, notes untouched."
7. **How it works page.** "Nine Checks, Components Map, accuracy, all downloadable."

If the Wi-Fi is slow: the dashboard still shows the last run's data; play the video instead. Don't press Refresh more than once; it takes ~40 seconds.

9 · Viva questions you're likely to get

About the problem and the Nine Checks

What problem did you solve?

A founder with 50 investors can't tell who to contact this week. VC Pulse reads live public signals twice a week, explains what they mean for his company, ranks investors, and updates his table, without touching his notes.

What are the Nine Checks and why do they matter?

A test of whether an AI tool deserves to be built: 3 kill switches (any no → don't build), 3 sizing checks (any no → build smaller), 3 boundary checks (any no → put a human there). Ours: all kill switches and sizing are yes; the boundaries put Vikram in charge of sending and judging.

Which check was hardest?

03, input available: LinkedIn has the richest data but scraping breaks its rules, so we chose official public feeds. And 06/07: we decided the AI never sends emails.

How do you measure impact (check 05)?

Time saved per session, % of emails with a real reason, reply rates, plus measured AI accuracy (100% precision) and cost per run logged.

What's "The Cut"?

What we deliberately didn't automate: sending emails, writing his notes, scraping LinkedIn, and letting AI set the score.

About the Components Map

Walk me through the map.

Trigger (cron or Refresh) → Input (Vikram's 50 investors) → Context (30 days of news, blogs, podcasts) → Processing (filters) → AI (Gemini judges meaning and explains why) → code checks and scores → Output (only 4 columns written, dashboard) → Vikram decides and sends.

Where exactly is the AI, and where is the human?

AI: the Gemini box judging each item and writing the "why" and drafts. Human: the gate at the end: Vikram reads, decides, sends; and only he edits his columns.

Why does code check the AI after Gemini?

AI can be wrong; code checks (name must appear, no memory facts, a deal isn't a thesis, sales aren't investing) keep precision at 100%.

What does "twice a week" look like in the map?

The Scheduler row: Vercel Cron, Monday and Thursday 07:00 IST, runs all 50 investors in about 30 seconds.

About the logic and the AI

"They invested in logistics before, so they're a strong lead." Agree?

No. A direct competitor makes them less likely (overlap, -15); an adjacent deal is only medium (complement). Strong signals: they say they want the space (thesis) or are writing new early cheques now (deploying), in India, at seed stage.

Why are most investors WARM, not REACH OUT?

Because a cold email needs a logistics reason. Many funds are active in other sectors: good fit, but no honest hook this week.

How do you stop the AI making things up?

It only labels real items we fetched (with links and dates), answers in fixed JSON, and code removes anything not supported by the evidence. Drafts leave a placeholder instead of inventing traction.

Why Gemini 3.5 Flash-Lite?

We tested three Flash models on 57 hand-checked items; Flash-Lite was cheapest and most accurate (100% precision). The exam requires Gemini Flash; it runs through the course's OpenRouter key.

How do you prove notes are never overwritten?

The database login the robot uses has no permission to write them; the Attack button shows "permission denied"; fingerprints match on every run.

What if something fails mid-run?

Failed investors keep last verdict, the run is marked partial, and a run left hanging is auto-closed after 6 minutes.

Why Neon if the brief says Supabase?

Both are Postgres; the same SQL works on either. Supabase's free slots were used by earlier projects.

How does LinkedIn work?

We never scrape it. The "in" button opens LinkedIn search, or a profile link Vikram saved in his own protected column.

What would you build next?

Gmail integration (with consent) to log replies and learn which signals predict replies; logins for many founders; reading full articles, not just headlines.

What did you learn?

Use AI for judgment on real evidence, box it in with rules and code checks, measure it, and let the database enforce the rules that matter most.

Last tip: if you don't know an answer, say what the system does and point to it on screen: "Let me show you": open the drawer, the score maths, or the Notes guard. Showing beats explaining.