CHAI
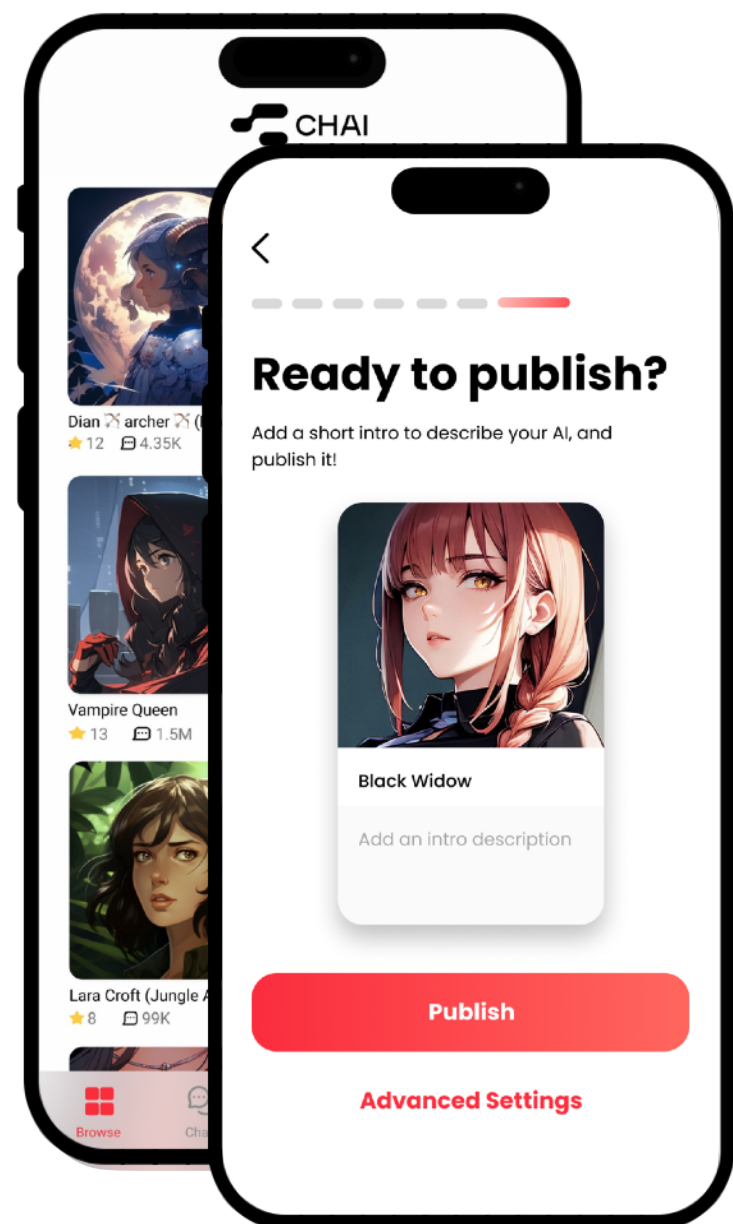
CHAI PRODUCT DECK

CHAI

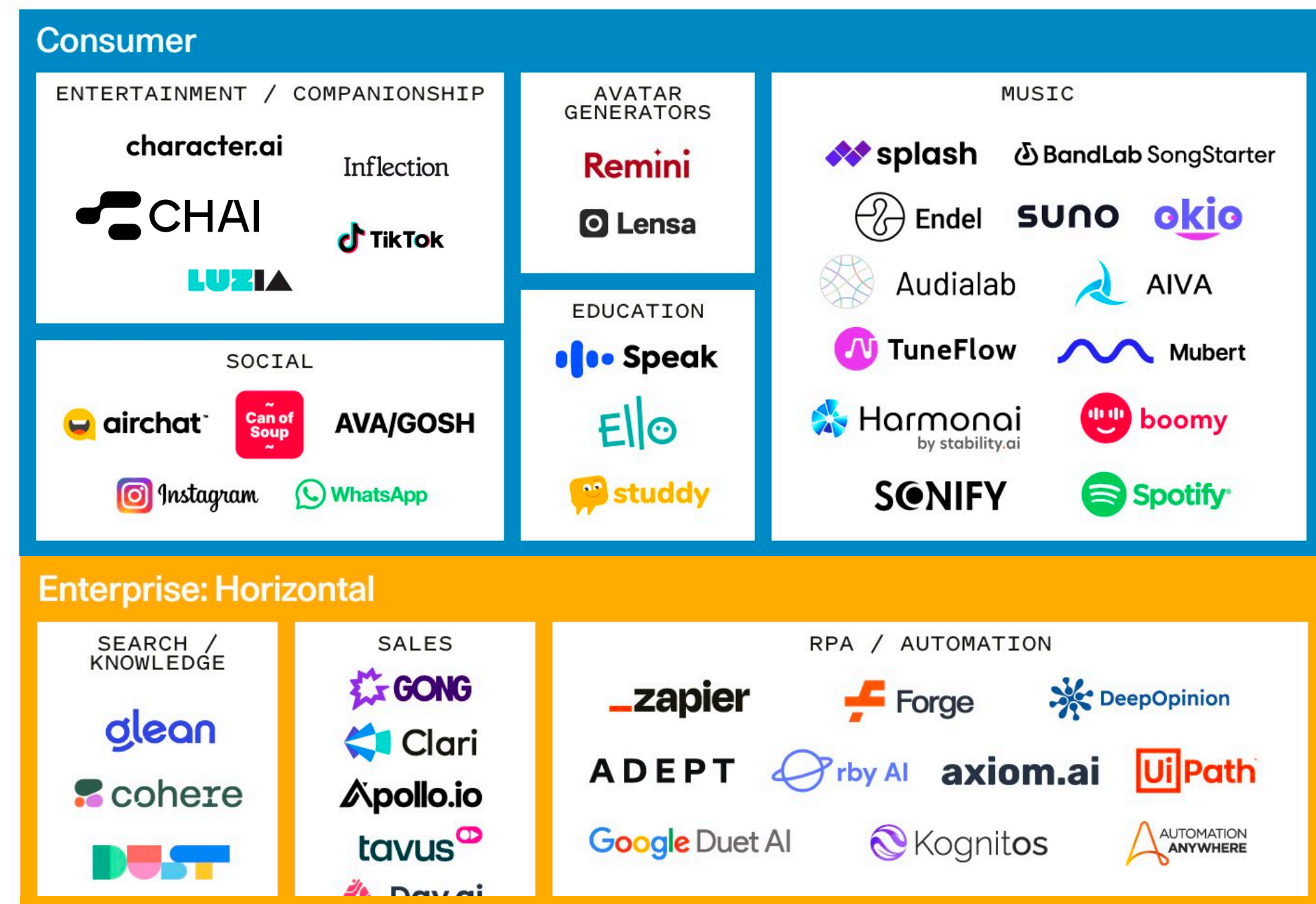## 1 — MARKET-LEADING AI PLATFORM

$8 MILLION

Strategic Investment

CoreWeave

Sequoia Capital GenAI Market Map 2023

Consumer

ENTERTAINMENT / COMPANIONSHIP
- character.ai
- CHAI
- Inflection
- TikTok
- LUZIA

AVATAR GENERATORS
- Remini
- Lensa

MUSIC
- splash
- BandLab SongStarter
- Endel
- SUNO
- okio
- Audialab
- AIVA
- TuneFlow
- Mubert
- Harmonai by stability.ai
- boomy
- SONIFY
- Spotify

SOCIAL
- airchat
- Can of Soup
- AVA/GOSH
- Instagram
- WhatsApp

EDUCATION
- Speak
- Ello
- studdy

Enterprise: Horizontal

SEARCH / KNOWLEDGE
- glean
- cohere
- DUST

SALES
- GONG
- Clari
- Apollo.io
- tavus
- Day.ai

RPA / AUTOMATION
- zapier
- Forge
- DeepOpinion
- ADEPT
- rby AI
- axiom.ai
- UiPath
- Google Duet AI
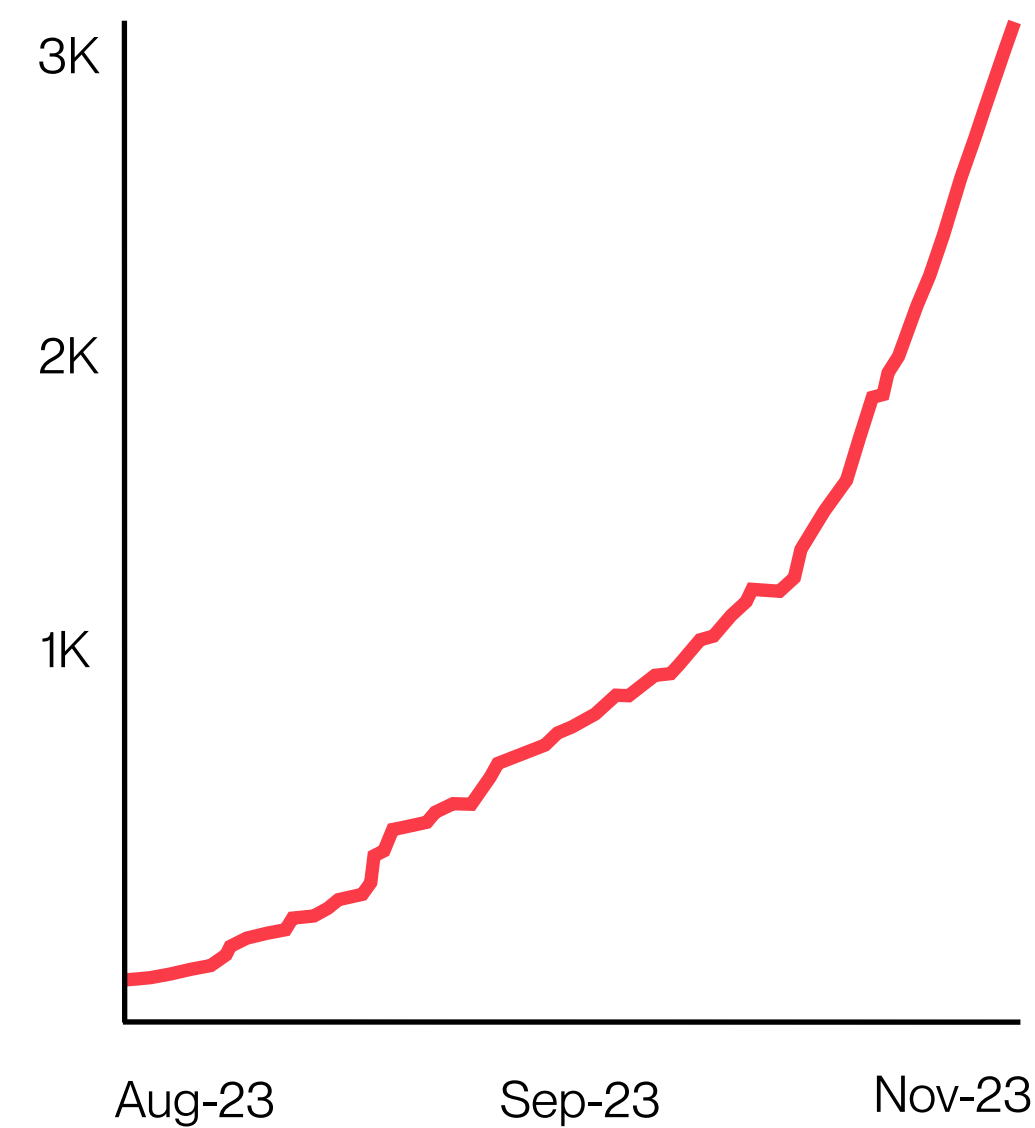- Kognitos
- AUTOMATION ANYWHERE

CHAI

2 — BUILDING THE COMMUNITY–DRIVEN LLM PLATFORM

Chai will be open and democratic, where the AI it serves is built by the community for the community.
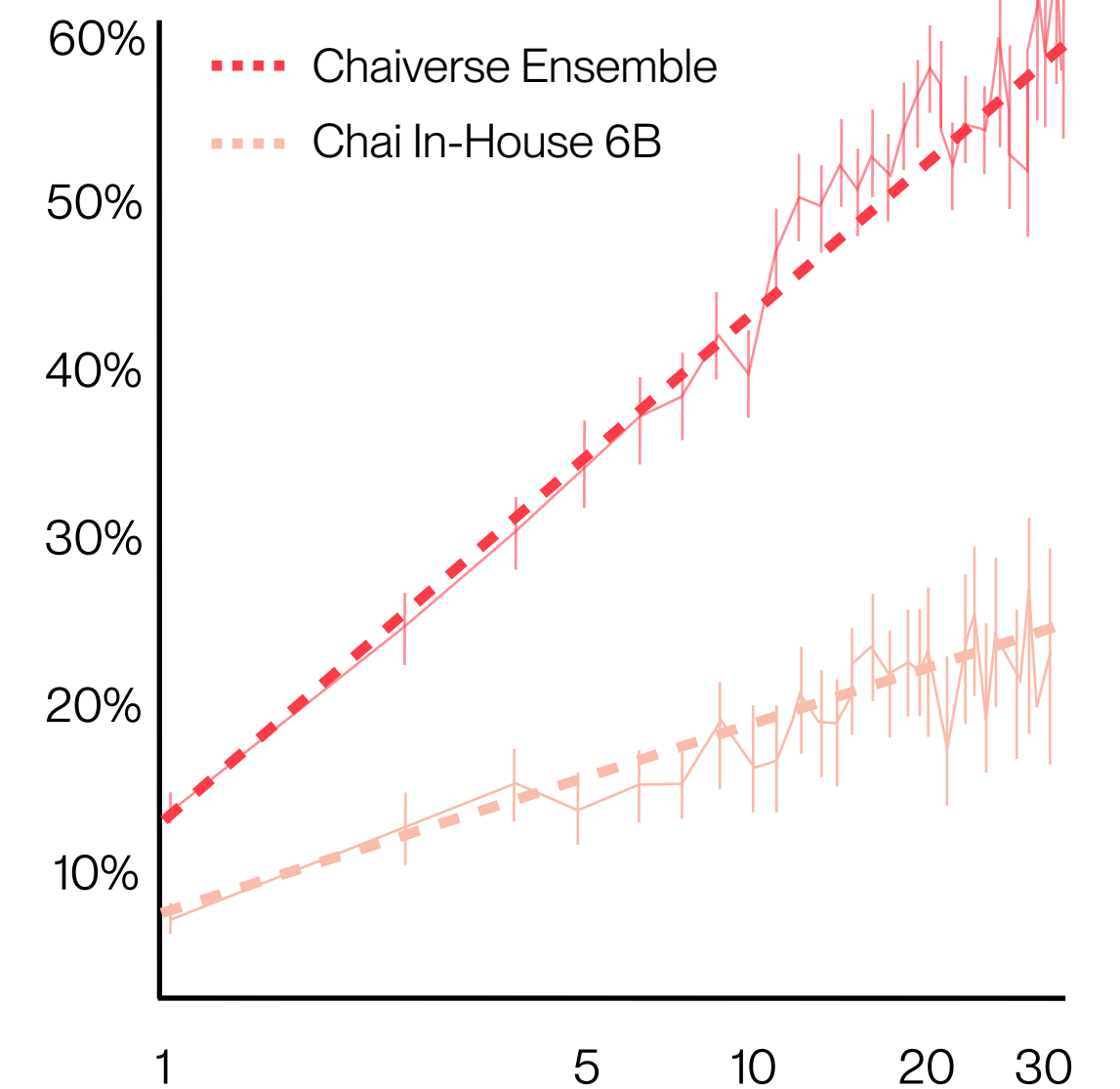
We are thus building an eco-system of real-life users, prompt engineering hobbyists and foundation model developers

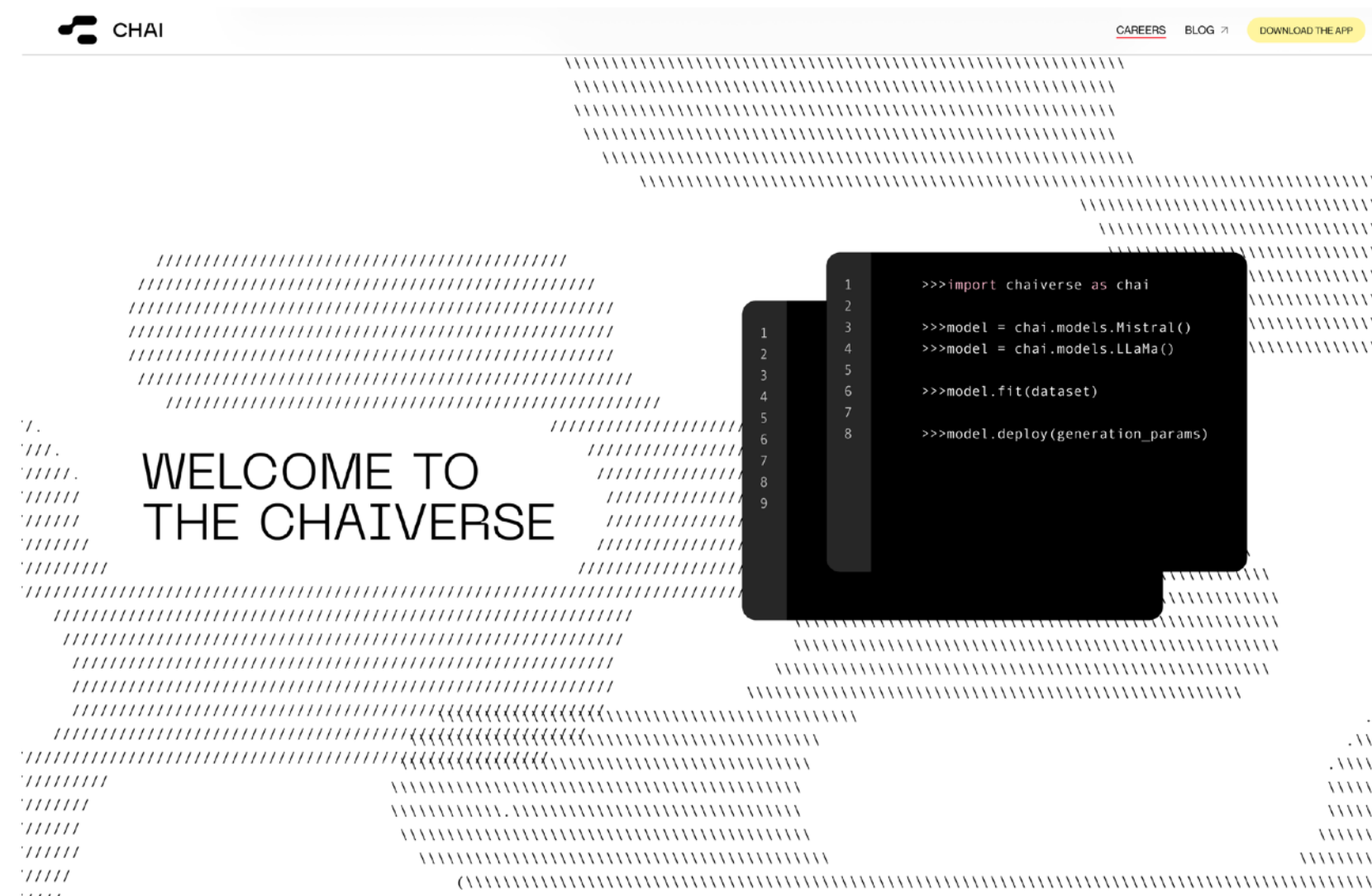## Chaiverse Developer Platform

Submission Growth

Retention *Improvement* Over GPT-3.5

···· Chaiverse Ensemble
···· Chai In-House 6B

3 — EMPOWER DEVELOPERS TO CREATE SOMETHING PEOPLE LOVE

Huggingface Repository	Elo Rating	👍👍 Ratio	👎 Ratio	Safety	M-Eval
thanhdaonguyen/thanhdaorp-2812	1052	0.27	0.25	0.99	7.75
thanhdaonguyen/once-upon-a-time	1051	0.31	0.22	NaN	NaN
Claude3-Sonnet	1050	0.32	0.20	0.78	7.71
cgato/Thespis-7b-v0.2-SFTTest-3Epoch	1048	0.30	0.21	0.75	7.58
cgato/Thespis-LucyWantsToQuantEdition-7b-v0.1	1046	0.29	0.21	0.80	7.57
NeverSleep/Noromaid-20b-v0.1.1	1041	0.30	0.22	NaN	NaN
ChaiML/phase2_winner_13b2	1040	0.30	0.22	NaN	NaN
teknium/OpenHermes-2.5-Mistral-7B	1039	0.26	0.26	0.94	7.51
anhnv125/llama-op-v17.1	1036	0.34	0.19	NaN	NaN
GPT3.5-turbo	1031	0.32	0.20	0.92	7.67
thanhdaonguyen/once-upon-a-time	1030	0.31	0.21	0.94	7.70
ChaiML/phase2_winner_13b2	1029	0.31	0.19	NaN	7.65
cgato/Thespis-ConverseSlop-7b-v0.8.2	1029	0.29	0.16	0.76	7.68
meta-llama/Llama-2-70b-hf	1027	0.30	0.20	0.94	7.68
cgato/Thespis-7b-v0.2-SFTTest-3Epoch	1026	0.29	0.20	0.82	7.61

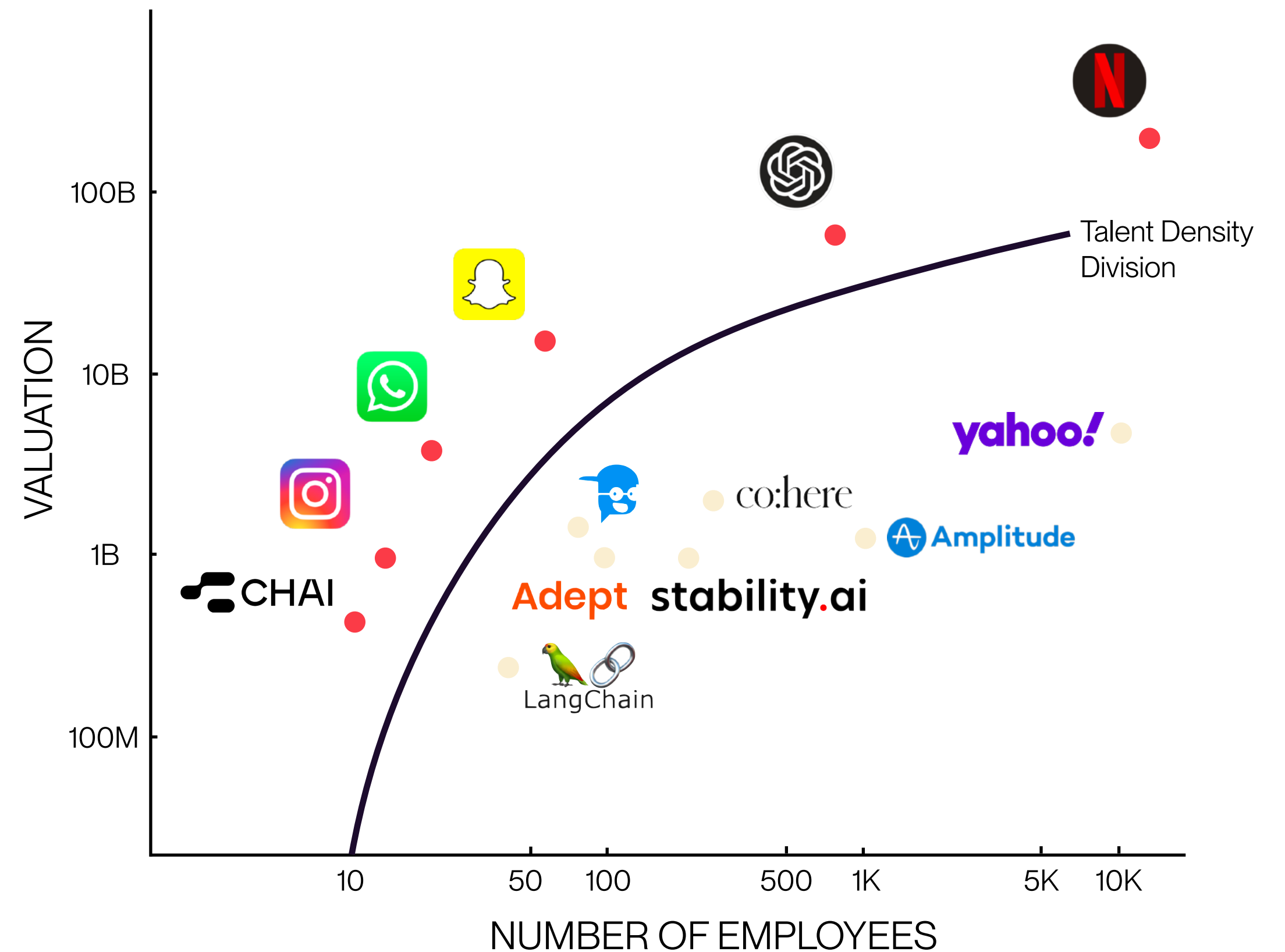Showing 1 to 50 of 119 entries

« ‹ 1 2 3 › »

CHAI CULTURE DECK

CHAI

1 — HIGH TALENT DENSITY WINS

1.1 Great teams hold one another accountable to raise the bar.

1.2 Exceptional intelligence, creativity, and determination is necessary to build something world changing. A team missing any one of these ingredients, no matter how well they work, will produce disappointment.

1.3 Five brilliant engineers are more productive than 100 average engineers.
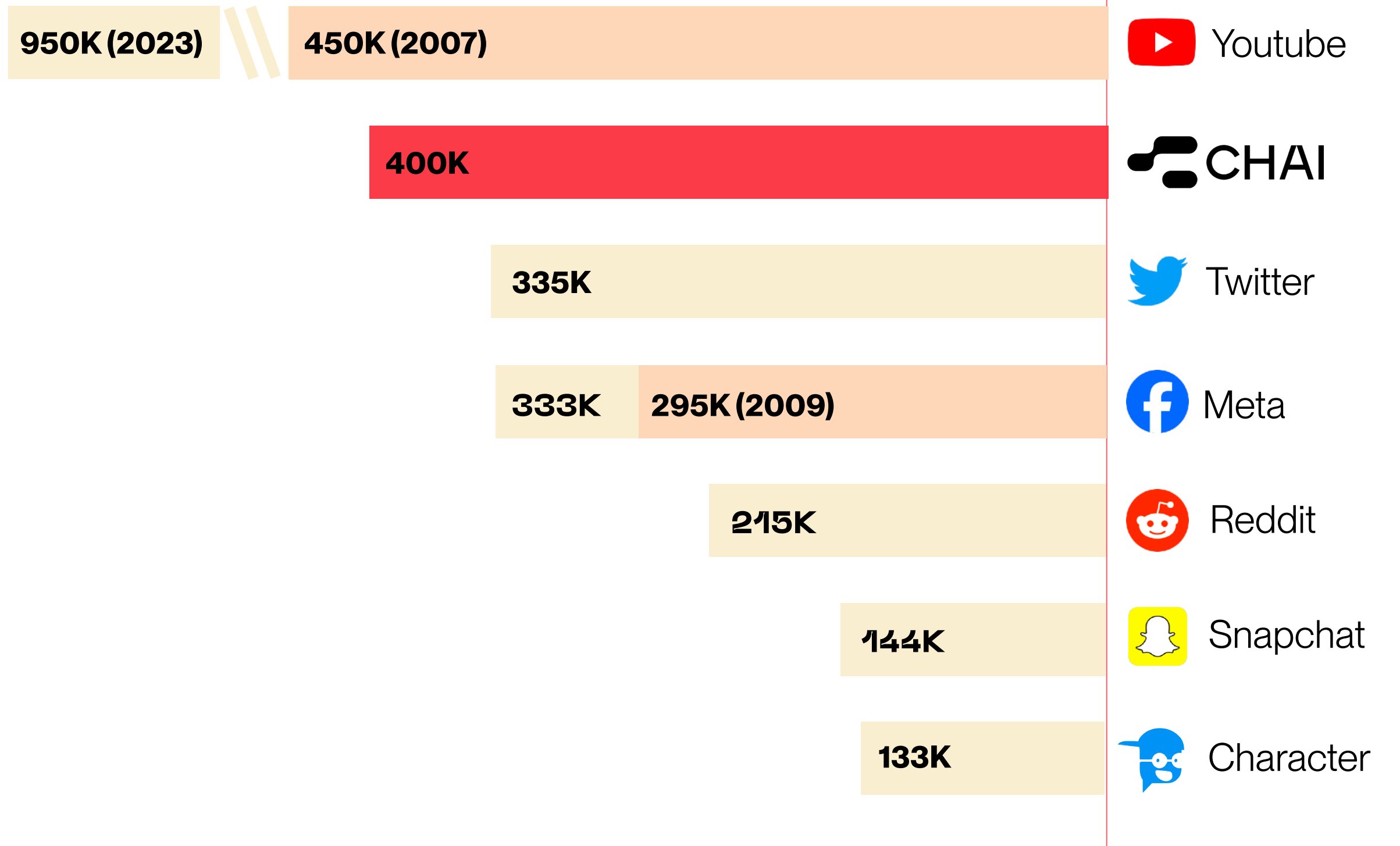
Talent Density Ratio

Scatter plot titled "Talent Density Ratio" with axes VALUATION (y-axis: 100M, 1B, 10B, 100B) and NUMBER OF EMPLOYEES (x-axis: 10, 50, 100, 500, 1K, 5K, 10K). Companies plotted include Netflix, OpenAI, Snapchat, WhatsApp, Instagram, CHAI, Adept, stability.ai, co:here, yahoo!, Amplitude, LangChain. A curve labeled "Talent Density Division" separates the chart.

CHAI

2 — MOVE FAST.
INCREASE LEVERAGE.

2.1 Move fast, break things. We value asking for forgiveness rather than asking for permission.

2.2 Abilities are more valuable than experience. We promote based on outcomes not tenure.

+400K MAU /EMPLOYEE

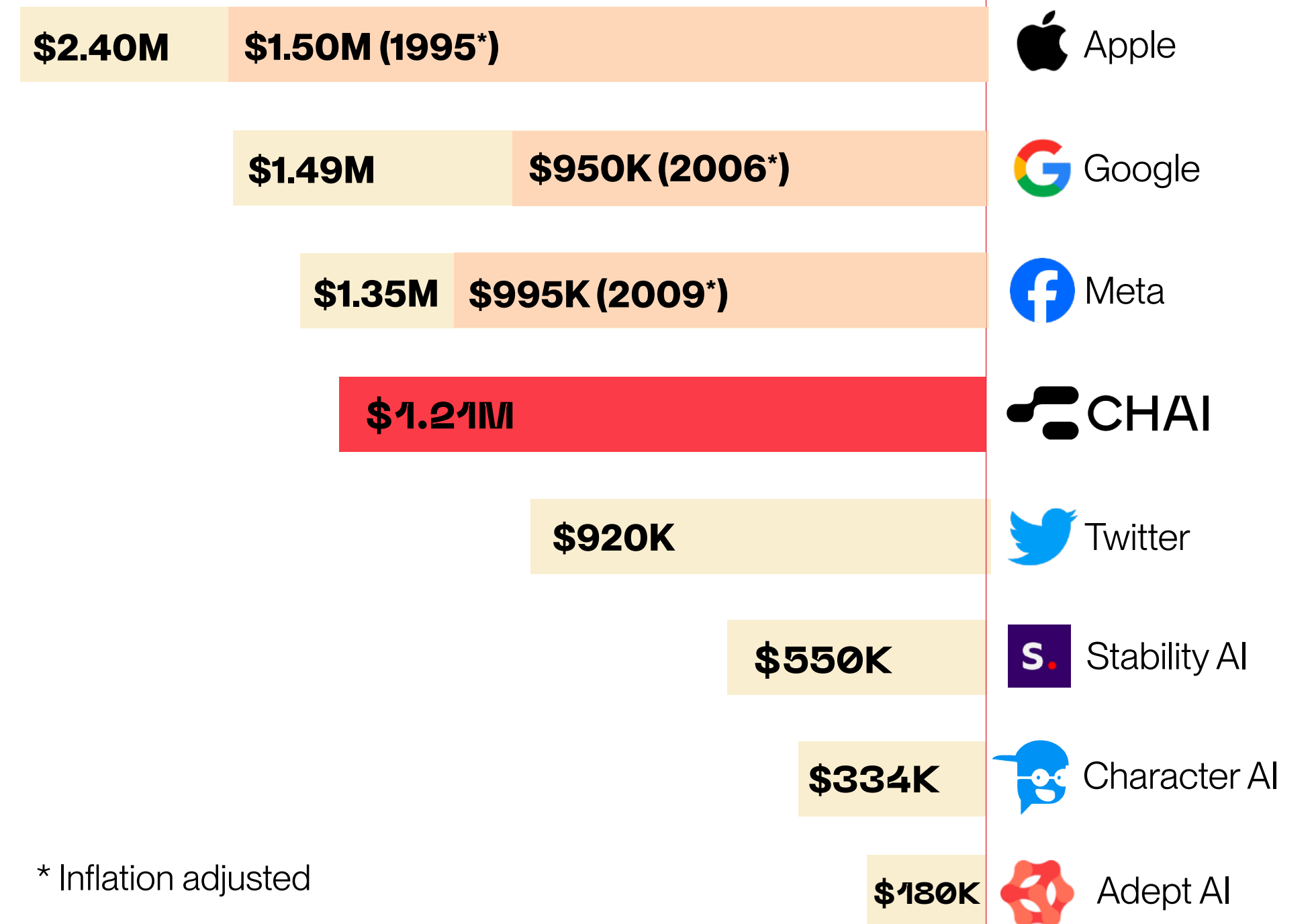|	
950K (2023) 450K (2007)	Youtube
400K	CHAI
335K	Twitter
333K 295K (2009)	Meta
215K	Reddit
144K	Snapchat
133K	Character

CHAI

3 — NO PAIN NO GAIN

3.1 Like the gym, work should be challenging not comfortable.

3.2 It is kinder in the long-term to hold someone accountable than to be lenient

3.3 The goals which are the hardest to achieve are the most rewarding

+$1.2M REVENUE /EMPLOYEE

$2.40M	$1.50M (1995*)	Apple
$1.49M	$950K (2006*)	Google
$1.35M	$995K (2009*)	Meta
$1.21M		CHAI
$920K		Twitter
$550K		Stability AI
$334K		Character AI
$180K		Adept AI

* Inflation adjusted

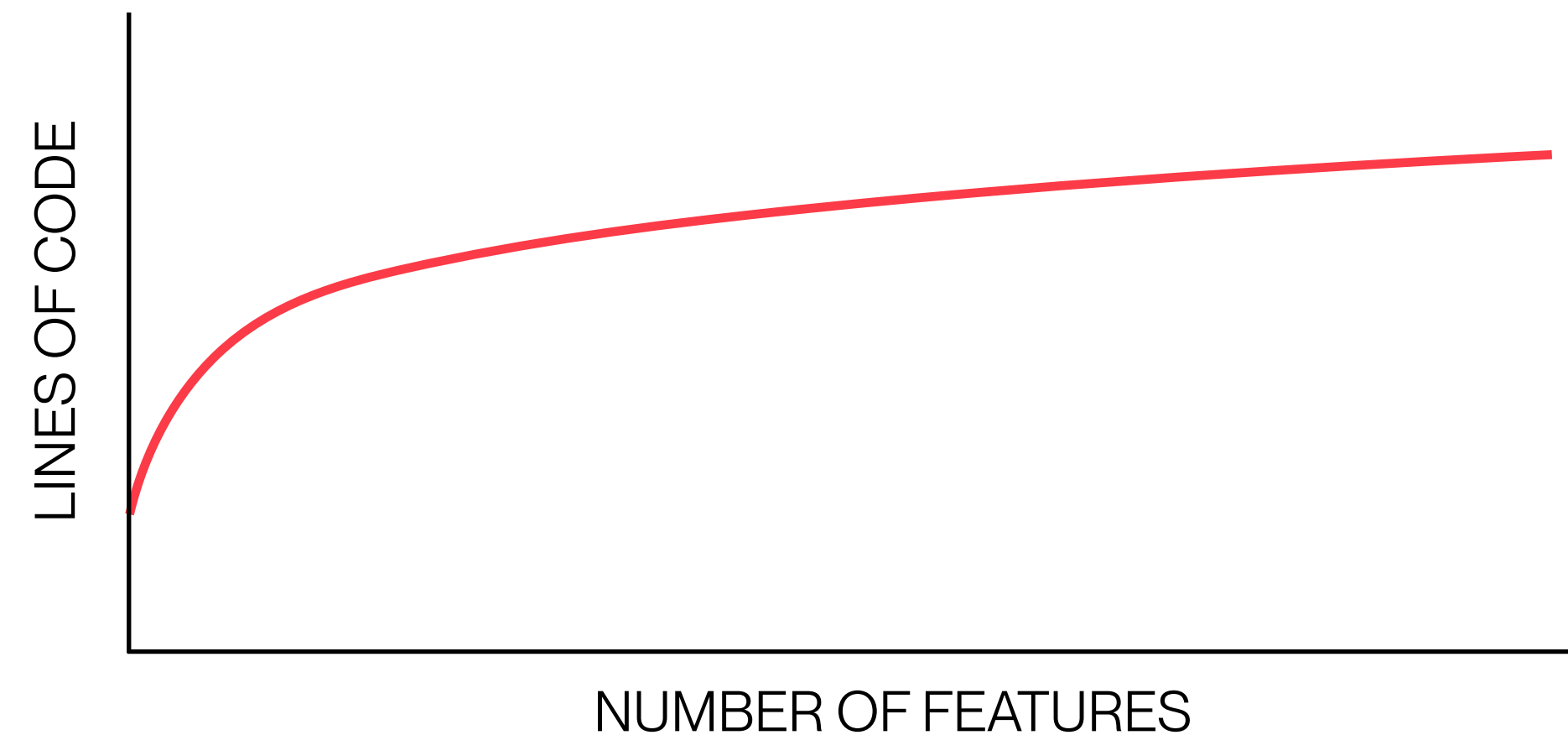# CHAI

4 — BE A CRAFTSMAN, BUILD BEAUTIFUL THINGS

4.1 Build for today, you reach your weekly goals; build for 10 years, you reach life goals.

4.2 Good code takes twice as long to write as bad code. But good code pays off many times over. Never write bad code.

Focus on $\sqrt{N}$ Scalability

<10,000	>98%	>300
Lines of Code	Test Coverage	QPS

LINES OF CODE (y-axis)

NUMBER OF FEATURES (x-axis)

CHAI

4 — BE A CRAFTSMAN, BUILD BEAUTIFUL THINGS

4.3 Firstly, If you're going to build something, make it beautiful.

Secondly, understand that beauty is attained through iteration and continuous improvement.

Therefore, don't be afraid to ship something ugly but never forget to seek feedback and improve it.

Building the open-source community driven LLM platform

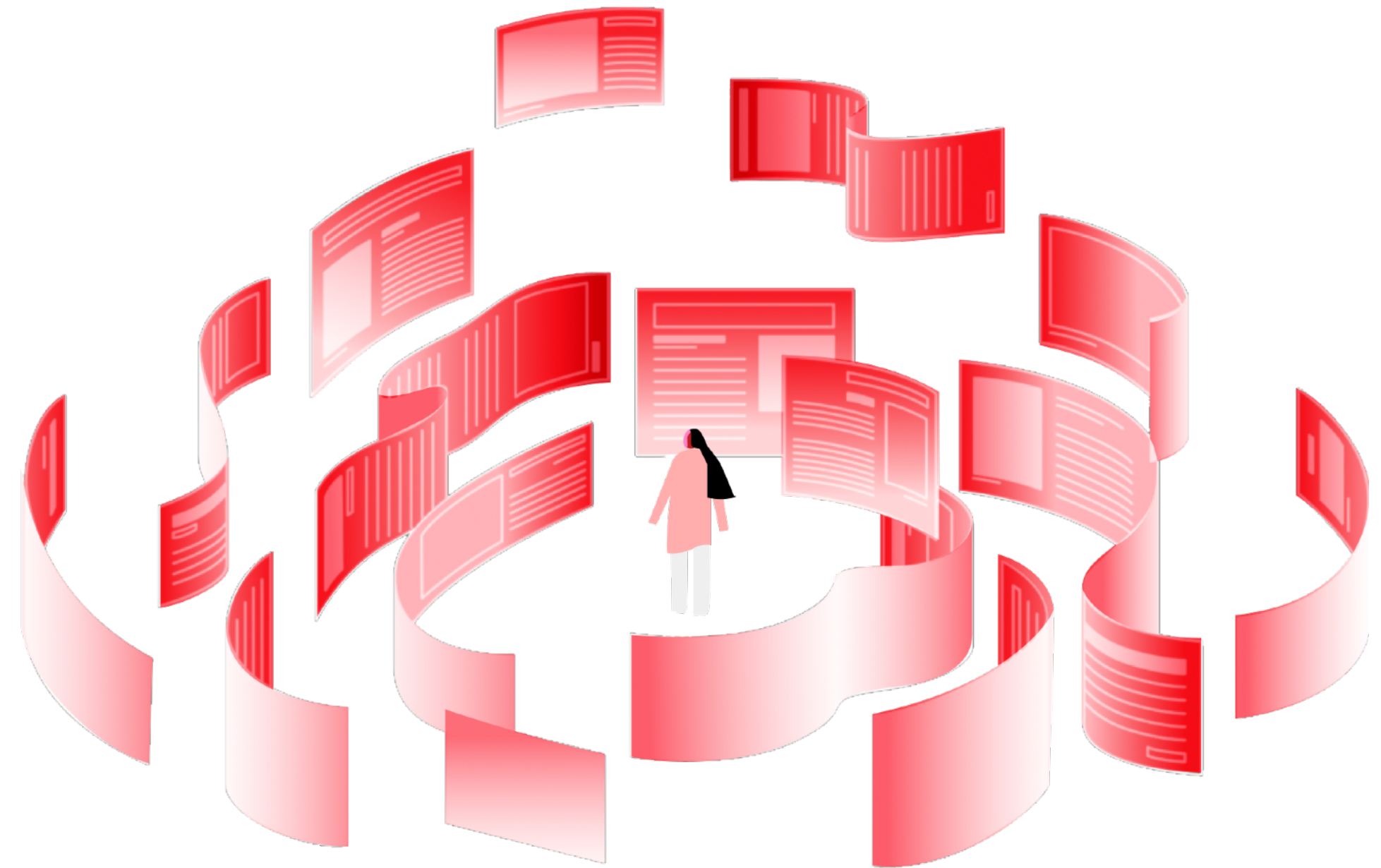|	
+10 TRILLION	LLM Parameters Deployed
+500K	ChatAI Creators
+100	Community LLM Developers
+30	LLMs Submitted Per Day

CHAI

5 — VALUES > ABILITIES > SKILLS

5.1 Our core values are: achievement, autonomy, and loyalty.

5.2 We want to set ambitious goals, challenge ourselves and have the freedom to achieve them or fail; and then to share in the successes and rewards.

5.3 Great character is more important than great skills.

5.4 People who serve themselves get ejected from the group. People who serve the group get uplifted.

CHAI

FIND OUT MORE

Creating an Open, Democratic, Social AI Platform
Tom Lu, Sep 19 2023

CHAI × Stanford University

Generative AI in the Field
Tom Lu, Sep 14 2023

CHAI × Berkeley University of California

SEE ALL OPEN ROLES