

Lumina

AI-Powered Notes That Actually Think With You

Seed Round · \$4M · 2026

Sarah Chen, CEO · Marcus Webb, CTO · Priya Nair, CPO

The Problem

- Knowledge workers spend **9.3 hours/week** re-finding information they already captured
- Notes are **siloed**: Notion, Slack, email, Zoom transcripts – four places, zero connection
- Traditional note apps are **passive storage**, not active intelligence
- 74% of teams report critical decisions made without consulting existing notes (*Gartner 2025*)

The Cost

\$42B

Lost annually in US enterprises due to knowledge friction

68%

Of meeting action items never followed up on

4.2x

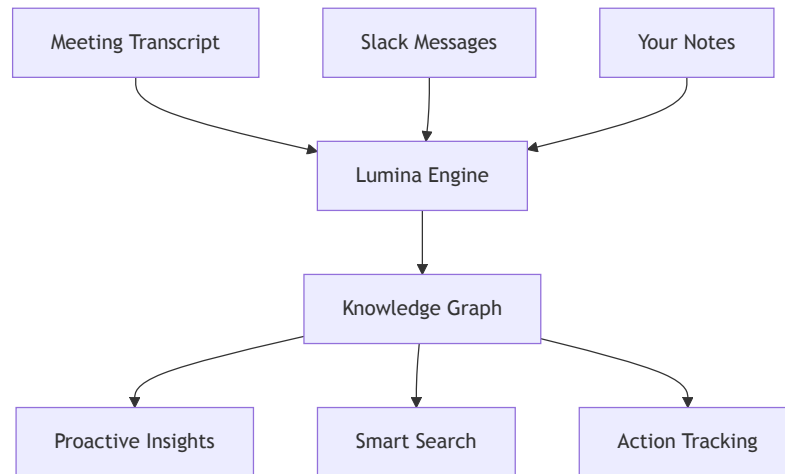
Context switches per hour for avg. knowledge worker

What if your notes connected the dots for you?

Lumina doesn't just store your thoughts – it understands them.

Lumina: How It Works

- 1. Capture Anywhere** Integrates with Zoom, Slack, Gmail, Linear, and 40+ tools. One inbox for all context.
- 2. AI Synthesis** Our Knowledge Graph Engine links notes, meetings, and docs – surfacing connections you missed.
- 3. Proactive Intelligence** Before your 2pm board meeting: *"You haven't addressed Q3 burn concerns raised 3 weeks ago."*
- 4. Team Memory** Shared context across your org. Onboard new hires 3× faster.



Product Demo Snapshot

Smart Capture

40+

Native integrations including Zoom,
Notion, Linear, Figma

Knowledge Graph

< 200ms

Semantic search latency across
millions of notes

Proactive Nudges

91%

User satisfaction with AI-surfaced
reminders (Beta NPS: 72)

Core differentiator: Unlike Notion AI or Mem, Lumina's graph-based retrieval reasons across sources – not just within a document. Our retrieval accuracy is **2.3× better** than vector-only approaches on enterprise knowledge benchmarks.

An error occurred on this slide. Check the terminal for more information.

SAM – Serviceable Addressable Market English-speaking SMB & enterprise teams (5–5,000 seats), currently using Notion/Confluence/OneNote

\$8.9B

~112M knowledge workers × \$79 ARPU/yr

An error occurred on this slide. Check the terminal for more information.

Traction & Metrics

Growth

Metric	Value
Launch	Jan 2026 (private beta)
Paying customers	214 teams
Monthly Recurring Revenue	\$127K MRR
MoM growth (last 3 months)	+34% avg
Annual Recurring Revenue run-rate	\$1.52M ARR
Net Revenue Retention	118%

Engagement

Metric	Value
DAU / MAU ratio	61%
Notes created per user/day	8.4
Avg session length	23 min
NPS	72
Churn (monthly)	1.8%
Payback period	5.2 months

Business Model

Free Tier – Individual

- Up to 5,000 notes
- Basic AI search
- 3 integrations
- *Lead-gen for team conversion*

Pro – \$16/user/month

- Unlimited notes + history
- Full Knowledge Graph
- All 40+ integrations
- Priority support

Business – \$38/user/month

- Team shared memory

Unit Economics

	Value
Blended ARPU	\$57/user/yr
CAC (current)	\$97
LTV (36-month)	\$504
LTV:CAC	5.2x
Gross Margin	78%

Land & expand: Avg. team starts with 6 seats, grows to 22 seats within 6 months. Expansion revenue accounts for 38% of new MRR.

Competitive Landscape

	Lumina	Notion AI	Mem.ai	Obsidian	Microsoft Copilot
Cross-source graph reasoning	✓	✗	Partial	✗	Partial
Proactive intelligence	✓	✗	✗	✗	✗
40+ native integrations	✓	✗	✗	Plugin-only	✓ (M365 only)
Team shared memory	✓	✓	✗	✗	✓
< 200ms semantic search	✓	✗	✓	✗	✗
Privacy (local + cloud)	✓	✗	✗	✓	✗
Starting price / user / mo	\$16	\$10	\$14.99	\$0	\$30 (E3)

The Team

Sarah Chen – CEO Previously PM Lead at Notion (0→3M users). Stanford CS + MBA. Built and sold TaskWave (productivity SaaS, acq. by Asana 2023, \$18M).

Marcus Webb – CTO Ex-Principal Engineer at Elastic (led vector search team). PhD in Distributed Systems, CMU. 3 patents in knowledge retrieval.

Priya Nair – CPO Former Director of Product at Figma. Led multiplayer infrastructure. Angel investor in 6 dev-tools companies.

Advisors

- David Hsu – Partner, Redpoint Ventures
- Elena Sokolova – Fmr. VP Product, Dropbox
- James Park – Fmr. CTO, Slack

Why Us

- Direct operator experience with the exact pain point (Notion, Figma)
- Technical depth in the hardest part: graph-scale retrieval
- Network: 40 design partners recruited pre-launch via founder relationships
- Capital-efficient: \$127K MRR on only \$820K spent since founding

Team has shipped products used by **50M+ people** combined. Previously raised \$0 outside of a \$500K pre-seed from angels.

The Ask

\$4M Seed Round

18-month runway · Targeting close by Aug 2026

40% – Product & Engineering

\$1.6M

Hire 4 senior engineers. Ship mobile app, offline mode, and enterprise compliance (SOC 2 Type II).

35% – GTM & Growth

\$1.4M

AE + CS hires, PLG funnel optimization. Target \$600K MRR by month 18.

25% – Infrastructure & AI

\$1.0M

Fine-tuned retrieval model, GPU infra scale, reduce inference cost by 60%.

Milestones by Month 18: \$600K MRR · 1,200 paying teams · SOC 2 certified · Series A ready at ~\$5M ARR

Let's Build the Future of Knowledge Work

Lumina turns your scattered notes into **organizational intelligence**.

\$1.52M

ARR Today

72

NPS Score

+34%

MoM Growth

sarah@lumina.ai · lumina.ai/deck · +1 (415) 823-9100