

INNOVATION: DAVE BECK

BY STAFF AUTHOR
DECEMBER 14, 2023

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GENERAL MANAGER, HAYSTAX, OCTANE

WHY: Longtime expert in AI for companies like Cognizant, built Haystax for OC accelerator Octane.

IN THE NEWS: Unveils AI program to predict startup's ability to raise capital with 90% accuracy.

NOTABLE: Says entrepreneurs' biggest mistake in pitches is using the word "need."

QUOTABLE: "They say the word 'need' repeatedly. Maybe they need advisers, more resources, more capital. This could be valuable for an entrepreneur. They could realize, 'I said the word 'need' 50 times in my pitch. That's hurting me. I need to change my narrative, so I don't come across as so desperate.'"