

# Monaco's Agentic Outbound Traction and USAF's MoE Fine-Tuning Signal

VC Tech Radar

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Monaco provides the strongest GTM signal in this set, while SuperGrow shows a workable cash-and-distribution playbook for small AI SaaS. On the technical side, USAF proposes sparse fine-tuning for large MoE models on 12 GB hardware, and an AI bookkeeping startup highlights explainability as a core design requirement.

### 1) Funding & Deals

- **SuperGrow's pre-launch cash conversion is the clearest financing signal.** Before launching on Product Hunt, the two-founder AI content tool for LinkedIn sold about \$65K in lifetime deals to seed early users and reviews, then reinvested that cash into LinkedIn micro-influencer posts priced around \$300-\$500 each. Launch day added roughly 300 signups and 40 new paying customers [1].
- **Monaco's Anthropic meeting is the strongest early commercial deal datapoint.** One of Monaco's first ten users says the platform booked a meeting with Anthropic on day one by aiming its best effort at a named target account during onboarding [2].

### 2) Emerging Teams

- **Monaco is the standout emerging team on founder background plus early proof.** Sam Blond previously ran outbound at Brex, Zenefits, and EchoSign and was a partner at Founders Fund. Monaco builds TAM, structures multi-channel outbound sequences, and manages pipeline through close; early users say it was already booking meetings while the product was still raw [2].

- **SuperGrow shows meaningful traction in AI-assisted LinkedIn content.** The company is run by two founders who build in public and now reports roughly \$79.5K MRR across about 2,315 paying subscribers, still mostly founder-led [1].
- **The AI-native bookkeeping platform is an early vertical-fintech team worth tracking.** It is being built for startups, argues against black-box AI finance tools, and the founder says Month-End Close is still under construction while actively asking developers and founders for feedback [3].

### 3) AI & Tech Breakthroughs

- **USAF is the strongest technical signal in the set.** The new sparse fine-tuning method for MoE models is built around a simple premise: if a GPU can run inference on an MoE model, it should also be able to fine-tune it. The author says an AMD RX 6750 XT with 12 GB can fine-tune Qwen3-30B-A3B by training sparse expert weights and the router instead of adapters, and the project is open source under Apache 2.0 [4].
- **The bookkeeping product offers a concrete architecture for explainable AI in finance workflows.** Transactions below an 85% confidence threshold are routed to a review queue that shows the model's reasoning, and the system uses a five-tier pipeline from deterministic rules through human review [3].
- **Its reporting layer adds ledger-level traceability.** A P&L category can expand into the exact chronological transactions behind the number via double-entry SQL joins [3].

### 4) Market Signals

- **AI-native outbound looks more like a productivity expansion than a category collapse.** The SaaS essay argues outbound still works, but it now depends on deliberately ordered multi-channel sequences rather than raw message volume. It also frames a sharp economic shift: revenue per rep is roughly 2x pre-AI levels today and could reach 5x within two years as agents take over mechanical work [2].

“Revenue per rep today is roughly 2x what it was pre-AI. Within two years, it is plausibly 5x.” [2]

- **Explainability is emerging as a trust requirement in AI finance.** One founder's core critique of existing tools is that they output a P&L without showing when the AI may have guessed wrong; the response is hard confidence gating plus visible reasoning and human review [3].
- **Small AI SaaS teams are still using staged distribution rather than purely organic growth.** SuperGrow combined lifetime deals, build-in-public, and paid LinkedIn micro-influencer posts to create early user density and launch momentum [1].

## 5) Worth Your Time

- **Outbound Isn't Dead. AI Just Radically Changed How It Works.** — the best single read in the set for Sam Blond's background, Monaco's sequence design, and the revenue-per-rep thesis [2].
  - **USAF GitHub repo** — direct look at the open-source sparse fine-tuning method and code [4].
  - **AI ledger transparency thread** — a practical thread on explainable AI workflows in bookkeeping, including the 85% confidence gate and P&L drill-down [3].
  - **SuperGrow launch thread** — useful for studying pre-launch cash generation and LinkedIn micro-influencer distribution in AI SaaS [1].
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### Sources

1. r/SaaS post by u/Available\_Spare\_3837
2. Outbound Isn't Dead. AI Just Radically Changed How It Works.
3. r/SaaS post by u/Particular\_Falcon\_48
4. r/SideProject post by u/tsuyu122