

# Poetic's AI-Compiler Thesis, Noble Mobile's Seed, and New Signals on AI Specialization

VC Tech Radar

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A \$10.3M seed for Noble Mobile leads the deal flow, while Poetic, Alta Ares, Lattice Health, and Serafis stand out as early-stage teams to watch. The deeper read is on AI-compiled software, industrial world models, agent verification, and why investors increasingly see specialization and voice-native data layers as key themes.

### Funding & Deals

- **Noble Mobile — \$10.3M seed.** Andrew Yang's carrier startup said it raised a \$10.3M seed round. [1] Yang previously founded Adventure for America. [1] The company charges \$50 per month for unlimited data and gives up to \$20 back to lighter users. [1] Noble says it launched in September and has reached millions in revenue with thousands of subscribers. [1] Yang says average subscriber spend is \$42 per month and screen time is down 17%. [1] He cites Mark Cuban's Cost Plus Drugs as inspiration for the model. [1]
- **AI trip-planning startup — \$6M led by Sequoia.** The company said it raised \$6M led by Sequoia. [2] Its product plans flights, hotels, and personalized itineraries that can be booked in one flow. [2] The product is already live and free to use. [2]

### Emerging Teams

- **Poetic.** Markie Wagner's company is building enterprise software that learns written and tacit business rules on-site and turns them into code. [3] The team is mostly engineers, many ex-Palantir, who spend weeks with customers to capture process detail. [3] Backers include Founders Fund,

Kleiner Perkins, Genius Ventures, and OpenAI. [3] Current deployments include AIG, SoFi, and Chime; AIG CEO Peter Zaffino said Poetic has already achieved “99%+ quality outcomes on multi-hour processes.” [3]

- **Alta Ares.** Hadrien Canter’s defense AI startup is building a compact drone interceptor, about the size of a desk lamp, that uses AI software and radar to detect, catch, and destroy military drones. [4] France is testing Alta Ares models in the UAE. [4]
- **Lattice Health.** YC says Lattice Health monitors deployed medical-imaging AI and flags when accuracy starts to slip across X-rays, CTs, and MRIs. [5] The launch post highlighted @sparkcpark. [5]
- **Serafis.** YC’s launch describes Serafis as a podcast app for investors. [6] Its data platform is already live with top asset managers representing \$70B+ in AUM. [6]

## AI & Tech Breakthroughs

- **AI as compiler, not runtime.** Poetic says AI should compile business processes into deterministic code that runs cheaply and predictably, then regenerate that code when the world changes. [3] The company says this yields 100x less token usage and “nines of accuracy” on complex tasks. [3] “Agents should do the thinking, code should do the doing.” [3]
- **World model for the factory.** Forgis-Labs says it is replacing bespoke industrial models with a single pipeline that predicts events across machines, robots, and processes from raw sensor streams. [7] The stack includes FactoryNet for pretraining data, HEPA for edge time-series event prediction, RASA for topology-driven reasoning, and TEMPO for natural-language explanations of raw sensor streams. [7] The team says five papers were accepted to ICML workshops. [7]
- **SmithDB search infra.** LangChain says it built a custom inverted index from scratch to support full-text search and JSON filtering across agent traces that can span hundreds of MBs while maintaining 400ms P50 latency. [8] Harrison Chase said this is the first in a planned series on how the company builds LLM infrastructure. [9]
- **Verification-first agents.** OMK is a local-first CLI that treats “done” as a verification problem, with a Goal  $\rightarrow$  DAG  $\rightarrow$  Route  $\rightarrow$  Verify  $\rightarrow$  Replay loop and artifacts including proof bundles, decision traces, and replay logs. [10] In the discussion, another builder said the proof that an agent actually completed a task is often harder than the retrieval step itself. [11]

## Market Signals

- **Specialization is becoming the VC moat.** Foundation Capital says the AI and LLM cycle is pushing firms toward clearer bookends—growth platforms at one end and early-stage specialists at the other—and making it harder to do both. [12] Its own strategy is pre-product-market-fit technical seed, often before product or revenue, serving as first institutional investor 85% of the time. [12] Iconic says it is taking concentrated bets from seed onward and has built a 50-person support bench beyond the investment team. [12]

“With more competition, you have to have specialization.” [12]

- **Contrarian infrastructure timing still matters.** Foundation pointed to Cerebras as a 2015-2016 incubation alongside Benchmark, when AI chips were not a crowded trade. [12] Cerebras has now gone public. [12]
- **Voice is emerging as a new system of record.** a16z argues that the highest-value enterprise context still lives in conversations, and that LLMs are well suited to converting voice into structured, searchable data. [13] The firm describes the opportunity as large and still early. [13]
- **Investor diligence still needs hard economics.** Paul Graham relayed an AI startup generating roughly \$400 in annual revenue per \$1,000 of GPU hardware, or about a 40% annual return on GPU cost. [14] At the same time, SaaS operators say repeated “AI replaced this” and “10x that” claims are starting to blur together, making genuine traction harder to distinguish from attention farming. [15, 16]

## Worth Your Time

- **Web Summit panel on VC specialization.** Useful for how AI is widening the gap between growth platforms and seed specialists. [12]



*Why the VC firm you choose with matters more than ever / Web Summit Vancouver 2026 (5:26)*

- **Andrew Yang on Noble Mobile's pricing model.** Useful founder clip on the aligned-carrier thesis behind the new seed round. [1]



*Why Andrew Yang is building instead of waiting for Washington / Equity*

*Podcast (6:35)*

- **Return on Tokens (ROT).** Best essay in this batch on why some enterprise AI stacks may move from agent runtimes toward AI-compiled software. [3]
  - **Everything Is Recorded Now.** Strong framing for voice as the next major enterprise data layer. [13]
  - **LangChain on full-text search in SmithDB.** Worth reading if you are diligencing observability, trace storage, or retrieval infrastructure for agent systems. [8]
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## Sources

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