

NEWS RELEASE

## Bee Partners Promotes Alejandra Vergara to Principal, Elevating Expertise in Industrial Automation and Enterprise AI

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SAN FRANCISCO--(BUSINESS WIRE)-- **Bee Partners**, a pre-seed venture capital firm with offices in Silicon Valley and Denver, today announced the promotion of **Alejandra "Ale" Vergara** to Principal. This move underscores Bee Partners' continued evolution and Ale's recent contributions, particularly in driving the next wave of **Human-Machine Interaction through the lens of Generative AI**.

Alejandra "Ale" Vergara (Photo: Business Wire)

Ale first worked with Bee in 2021 during an MBA internship, and

joined the firm full time in 2022. Her promotion to Principal highlights her unique ability to guide early-stage portfolio companies, spot new opportunities that align with Bee Partners' investment thesis, and develop new investment theses in emerging technology spaces. Ale isn't afraid to dive head-first into a new space and will often come out the other end with deep expertise and strong relationships. This combination allows her to continuously uncover and assess high-quality investment opportunities.

"Ale has been a tremendous force since the day she joined Bee Partners," said Michael Berolzheimer, Founder and Managing Partner at Bee Partners. "Her strategic insights and relentless dedication to the founders we support have consistently contributed to the firm's success. Several of the companies she's invested in are well on their way to their next funding rounds."

While working hand-in-hand with Bee's pre-seed deep tech portfolio, Ale leads Generative AI go-to-market strategies, supporting Founders in companies like TensorStax, Okareo, Wayfound, Atym, and another in stealth mode.

Ale's promotion comes as Bee Partners deepens its investments in Human-Machine Interaction (HMI) and Machine-to-Machine Learning (M2ML) through AI-enabled technologies that generate novel product experiences and meaningful operational efficiencies for business users.

"I'm incredibly grateful for the opportunity to continue my journey with Bee Partners," Ale said. "I love rolling up my sleeves and supporting wherever I'm most needed: with our Founders, deal team, or broader ecosystem of venture partners and advisors. There's nothing more rewarding than being a catalyst to those who consistently push the boundaries of what's possible. I always seem to want more because I believe we can always do more."

## **From Finance to Venture Capital: A Journey of Growth**

Before joining Bee Partners, Ale spent six years in financial services and investment management, including a role as Portfolio Manager at Falcom Asset Management. There, she managed two top-tier funds, one of which she founded from the ground up. This experience gave her a unique perspective on what it takes to identify a market need, pitch an idea, and fundraise to build a sophisticated product. This, paired with the changes she was observing in the startup ecosystem in Latin America, led her to pivot from a successful career path and start a new role, in a new industry, in a new country.

Ale holds an MBA from UC Berkeley Haas School of Business, where she earned a certificate in Entrepreneurship and Technology. During her time at Haas, she co-founded an AI/ML startup and held leadership roles in several key initiatives, including the Haas VC Club and the Berkeley Female Founders & Funders program. Ale maintains an active role in the Berkeley ecosystem, advising Berkeley AI Entrepreneurs, as well as guest lecturing in the Haas MBA Venture Capital and Private Equity class.

## **Looking Ahead**

As Principal, Ale will continue to champion Bee Partners' mission of partnering with bold founders building the future of human-machine interaction and industrial automation. Her leadership and deep expertise in emerging technologies will be critical in driving the next wave of growth for Bee Partners and its portfolio companies.

Outside of her professional work, Ale also demonstrates her competitive spirit and drive as a competitive road and gravel cyclist, an Ironman 70.3 All-World Athlete and 2022 World Championship finisher, showcasing her commitment to excellence in every aspect of her life.

## **About Bee Partners**

Bee Partners invests at the pre-seed, providing deep tech exposure for our LPs. We invest pre-product and pre-revenue in 8-10 companies per year, offering to Founders both \$500k-\$1.5M as well as deep partnership with our network in exchange for meaningful ownership. In doing so, we underwrite every position to return the fund. Bee's Partnership Model is built on integrity and trust with our Founders, delivering value from day one in the form of strategic introductions to customers, future partners and employees, and capital sources.

Bee Partners model has led its pre-seed portfolio to a 60% matriculation rate to Series A with more than \$2B in follow-on capital from the world's top VCs.

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