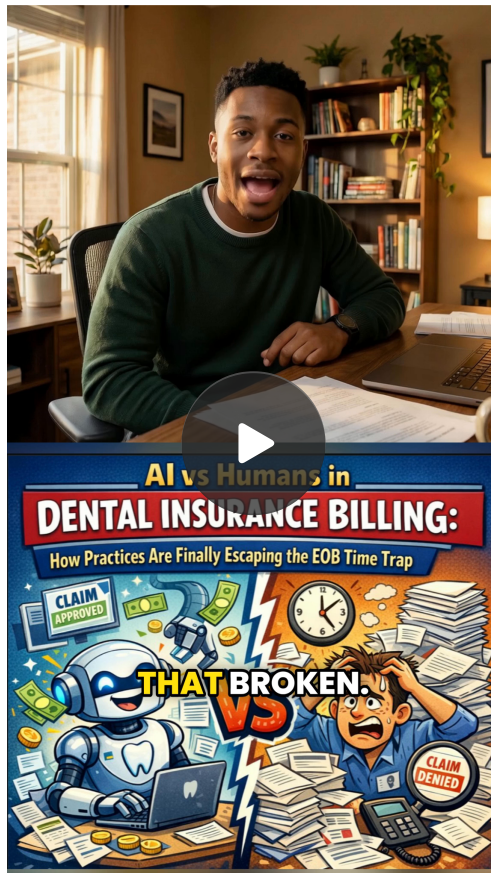


Lassie's \$47M a16z Round And The Battle That Autonomous AI Can Replace The Dental Front Desk: Why Sitting In A Back Office Posting 837D Claims By Hand Became A Service-As-Software Wedge Into Health Admin

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Lassie's \$47M a16z Round And The Bet That Autonomous AI Can Replace The Dental Front Desk: Why Sitting In A Back Office Posting 837D Claims By Hand Became A Service-As-Software Wedge Into Healthcare

Lassie raised \$47M from a16z to autonomously run dental billing. No human biller. The agent logs into payer portals, pulls remits, posts payments, and confirms cash in the bank. 700+ practices, 49 states. Here is why this is a bigger story than it looks...

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Abstract

- Lassie raised a \$35M Series A led by a16z (Alex Rampell on the board), bringing total funding to \$47M. Advisors include Ed Zuckerberg and ex-Robinhood CMO Jason Warnick.

- The pitch: AI that runs small businesses, starting with doctors' offices. Live 700+ dental practices across 49 states, claiming 30 hours of labor per month practice, roughly 250,000 hours a year in aggregate.
- The wedge is dental revenue cycle, arguably the gnarliest, most fragmented office in all of healthcare. The agent logs into payer portals, pulls reimbursements, reconciles against the practice management system, and ve cash in the bank.
- The real story is not the demo. It's whether autonomous portal automation survives payer countermeasures, HIPAA exposure, and the accountability ga when an agent misses a timely-filing deadline.
- Target is \$100M ARR within a year on five-figure ACVs. The open question everyone watching: does a dental wedge generalize, or is this a great single-vertical RCM company wearing a horizontal costume?

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The news, in plain terms

Steijn Pelle, an early product manager at Robinhood and Coinbase, and Frederic Renken, the first product hire at Superhuman, just announced a \$35M Series A for their company Lassie, led by Andreessen Horowitz. That brings total money in to \$47M. Alex Rampell, the Affirm co-founder and a16z general partner, is taking a board seat. The advisor list is a little wink at the founders' pedigree: Ed Zuckert the dentist (yes, that one's dad), and Jason Warnick, Robinhood's former CFO. The table also picked up Rahul Vohra of Superhuman, Zach Perret of Plaid, Taavet Hinrikus of Wise, Gokul Rajaram, and Brian Balfour, plus earlier backers SV Angel, Homebrew, and Go Global Ventures. So this is very much a consumer-fintech machine pointing its guns at healthcare admin.

The product claim is the headline worth chewing on. Lassie says it's building AI that runs small businesses, and it's starting with doctors' offices. Today that means doctors. The company says it's live in more than 700 practices across 49 states (somebody in the last state, call them) and that it hands each practice about 30 hours of labor a month back, which they roll up to roughly 250,000 hours a year across the base. Not 30 hours of time saved. 30 hours of labor provided. The whole point is that this is a worker, not a tool. Whether that distinction holds up under load is the entire investment thesis, and most of what follows.



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