

What the \$60M Hone Deal Reveals About the Next Stage of AI Agents

MANAGEMENT SUMMARY & CORE TAKEAWAY

Hone raised a \$60 million seed at a \$285 million valuation just five months after founding. The deal marks a shift from task automation to outcome ownership in AI agents. For mid-market leaders, the question is no longer whether to deploy an agent, but which business goal it should own.

CONTEXT & EXECUTIVE RELEVANCE

Benchmark and Index Ventures have invested \$60 million in Hone, a five-month-old startup founded by Moritz Stephan, Oliver Brady, and Carlo Kobe. The seed round values the company at \$285 million, with additional backing from Elad Gil, SV Angel, Hanabi, Definition, Diffusion, Lux, Align, and Scott Wu. Hone builds 'Engines' – persistent AI agents that onboard themselves, learn systems and history, and pursue business goals over weeks or months. Its first customers are Cognition and Modal.

Most AI agents today automate discrete tasks: answering an email, generating a report, scheduling a meeting. Hone goes further: its Engines take responsibility for an entire business goal, such as account management or revenue growth. They check in with humans only when a decision is needed. That is the difference between a better tool and a digital employee.

COMPARISON & BENCHMARK MATRIX

Focus	Single task vs. business goal
Responsibility	Human reviews every step vs. agent escalates when needed
Time horizon	Minutes or hours vs. weeks or months
Example in account management	Reply to an email vs. improve net revenue retention

SWISS COMPLIANCE & ARCHITECTURE GUIDELINES

- ☑ Full compliance with revised Swiss Data Protection Act (revDSG).
- ☑ Zero vendor lock-in on closed proprietary models.
- ☑ Seamless integration into Abacus, Bexio and M365 ecosystems.

Non-Binding Process Analysis

Let us review in 20 minutes where AI agents create immediate measurable efficiency in your workflows.

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