

Zocks Communications

An Artificial Intelligence (AI)- Powered Assistant for Financial Services Firms

Tiburon Written Research
August 18, 2026



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Industry Leading Think Tank, Advisor, and Investor in
Wealth & Investment Management (& WealthTech) Firms



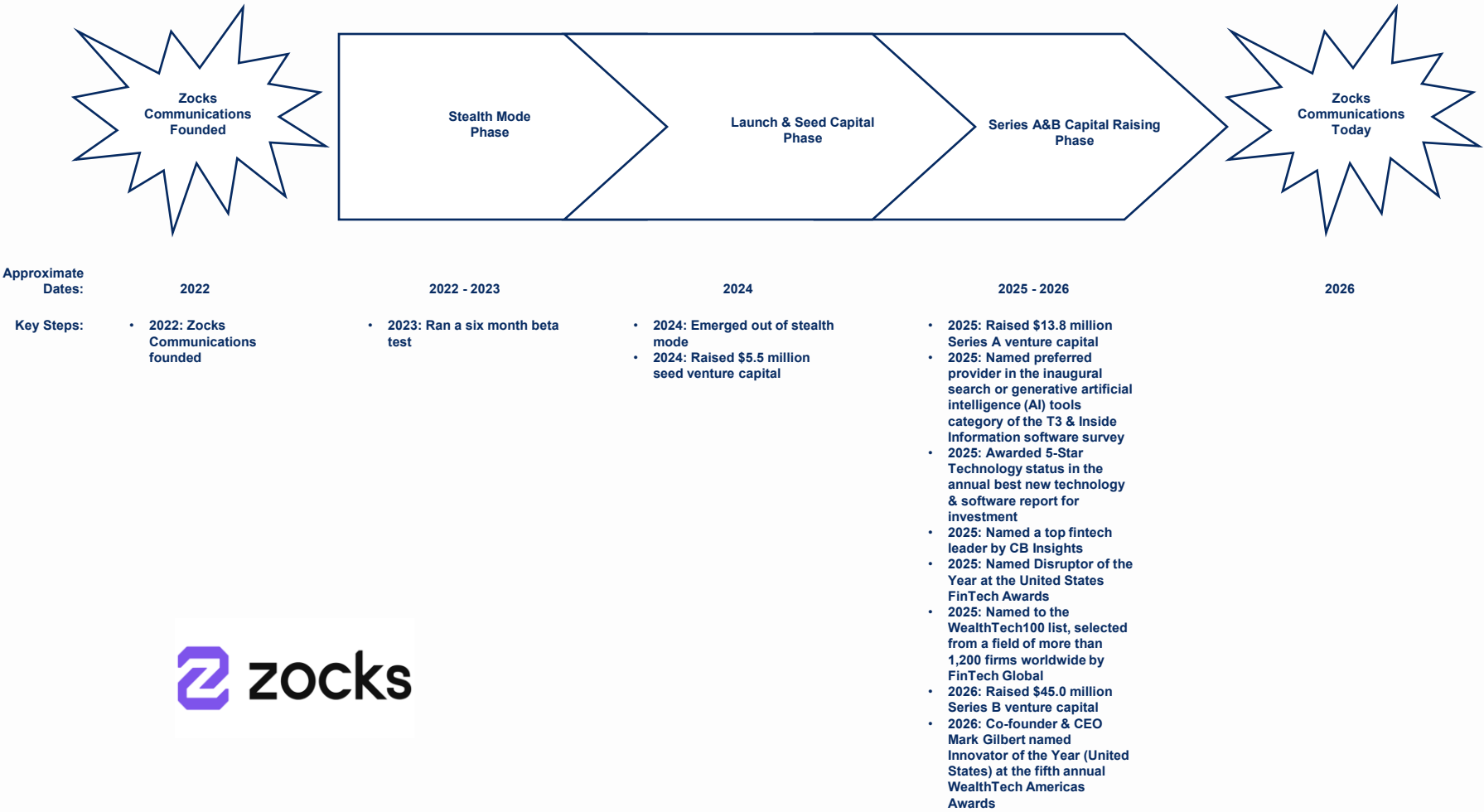
Comments

- **Founded in 2022**
 - **Founded by Mark Gilbert & Akos Ratku**
- **Based in San Francisco, CA**
- **4 offices**
- **183 employees**
- **5,200 institutional clients**
- **25,000 weekly active users**
- **CEO: Mark Gilbert**
 - **COO: Laurence Trifon**
- **Privately owned**
- **Website: www.zocks.io**

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications was Founded in 2022 and Has Subsequently Evolved through its Stealth Mode, Launch & Seed Capital, and Series A&B Capital Raising Phases

**Zocks Communications
History**



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications was Founded by Mark Gilbert & Akos Ratku in 2022



Comments

- **Founded in 2022**
 - **Founded by Mark Gilbert & Akos Ratku**
- **Based in San Francisco, CA**
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- **Website: www.zocks.io**

Zocks Communications Ran a Six Month Beta Test in 2023



Comments
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Emerged Out of Stealth Mode in 2024

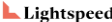


Comments
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has Had at Least Three Venture Capital Raises, Including its Seed Round in 2024

Zocks Communications Venture Capital Raises

Seed Round	Series A	Series B	--
• Raised in 2024 • \$0 minimum investment • One Investor – Lightspeed Venture Partners • Raised \$5.5 million	• Raised in 2025 • \$0 minimum investment • Five Investors – Motive Ventures – Lightspeed Venture Partners – Expanse Venture Partners – Entrée Capital – 14Peaks Capital • Raised \$13.8 million	• Raised in 2026 • \$0 minimum investment • Seven Investors – Lightspeed Venture Partners – QED Investors – Illuminate Financial – Motive Ventures – Expanse Venture Partners – Entrée Capital – 14Peaks Capital • Raised \$45.0 million	• --       

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Venture Capital Raises

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Zocks Communications Has Won Many Awards, Including Being Named a Preferred Provider in the T3 & Inside Information Software Survey in 2025

**Zocks Communications
Awards & Recognition**

T3 & Inside Information	InvestmentNews	CB Insights	United States FinTech Awards
2025: Named preferred provider in the inaugural search or generative artificial intelligence (AI) tools category of the software survey	2025: Awarded 5-Star Technology status in the annual best new technology & software report for investment management professionals	2025: Named a top fintech leader	2025: Named Disruptor of the Year 

Source: 8/18/26 Zocks Communication Website; 7/30/26 Google Gemini Search Results; 7/30/26 Zocks Communications Website; 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications
Awards & Recognition

FinTech Global	--	--	--
2025: Named to the WealthTech100 list, selected from a field of more than 1,200 firms worldwide	--	--	-- 

Source: 7/30/26 Google Gemini Search Results; 7/30/26 Zocks Communications Website; 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications is Not a Frequent Advertiser



Comments	
•	--

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has a Tagline that Highlights its Role as an Artificial Intelligence (AI) Assistant Built for Financial Advisors

Zocks Communications Tag Line

**“The artificial intelligence (AI) assistant for
financial advisors”**



Zocks Communications Has a Mission Highlighting the Efficiency that it Offers to Wealth Management Firms

Zocks Communications Mission

“Get ten + hours a week back to focus on your clients. Automate your meeting notes, intake forms, client emails, and more”



Zocks Communications Has a Mission Highlighting the Efficiency that it Offers to Wealth Management Firms

Zocks Communications Mission

**"Change the unit economics for the middle
and back office for the largest financial
institutions"**

**– Steven Latow
Chief Strategy Officer,
Zocks Communications**



Zocks Communications Executives Have Views on the Mass Affluent Market

Zocks Communications Executives Views Mass Affluent Market

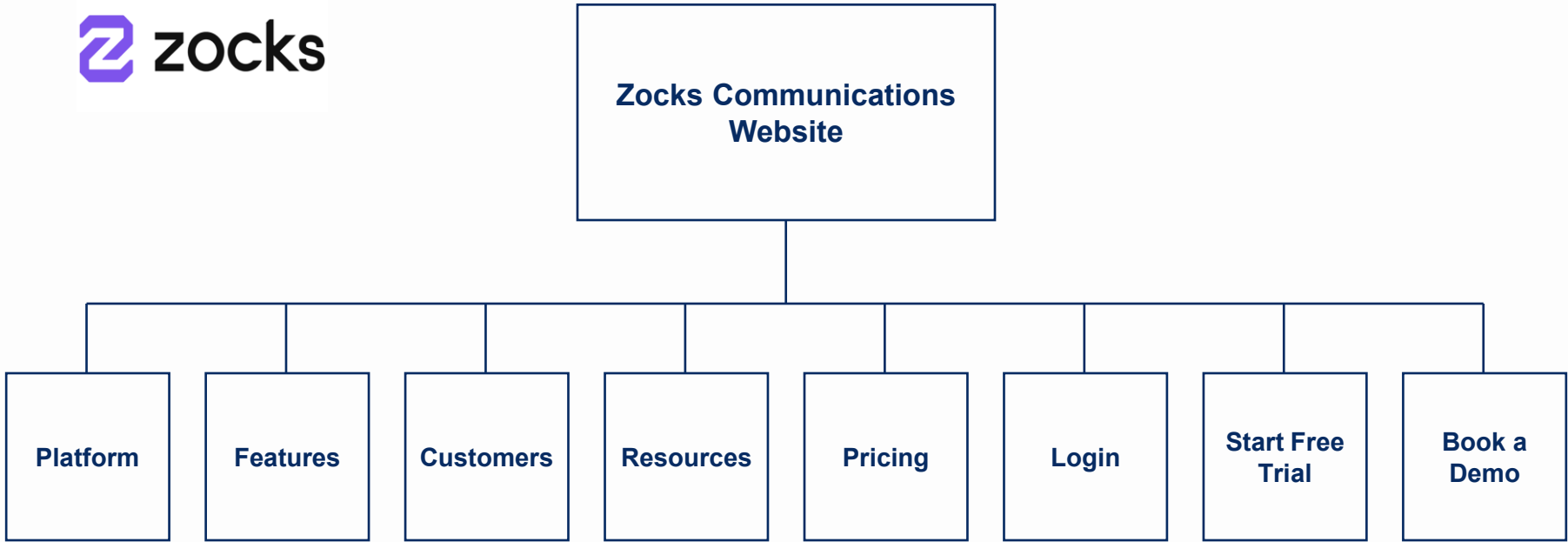
“Fidelity Investments, The Charles Schwab Corporation, & The Vanguard Group are the only advice models that most people can afford today. Technology will change this and we will see more advanced services offered to the mass affluent”

**– Mark Gilbert
CEO, Zocks Communications**



Zocks Communications Has a Website with Eight Core Sections, Including Platform, Features, Customers, Resources, Pricing, Login, Start Free Trail & Book a Demo

**Zocks Communications
Website**



Source: 8/18/26 Zocks Communication Website; 8/14/26 Zocks Communications Website; 7/30/26 Zocks Communications Website; 7/27/26 Zocks Communications Website; 7/21/26 Zocks Communications Conversation (Latow); 7/15/26 Zocks Communications Website; 7/13/26 Zocks Communications Website; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications is Not a Frequent Acquirer



Comments	
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

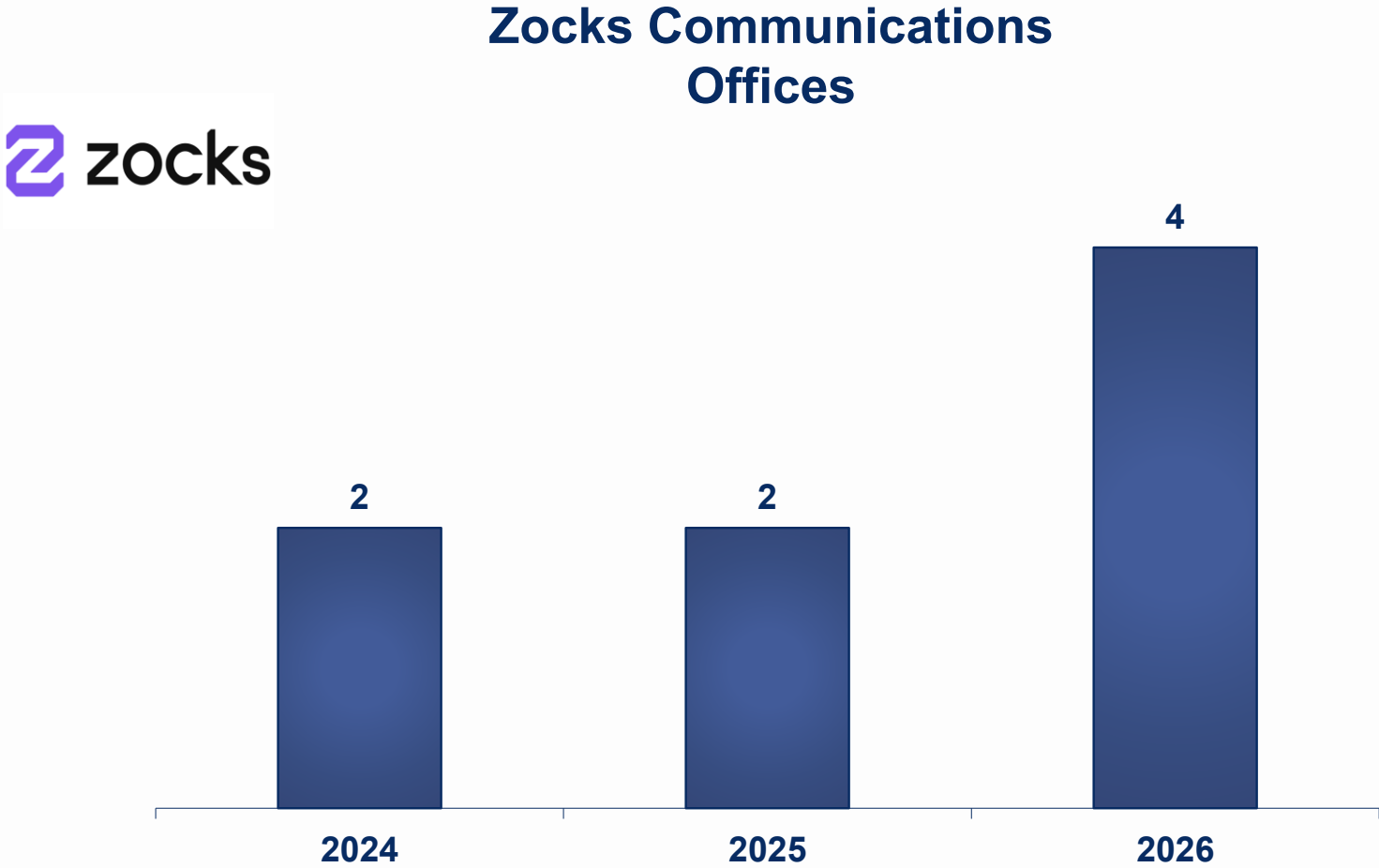
Zocks Communications Has a Charitable Giving Program



Comments	
	• --

Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has Four Offices, Up From Two in 2024



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication's Offices Include San Francisco, CA; Denver, CO; New York, NY; & Budapest, Hungary

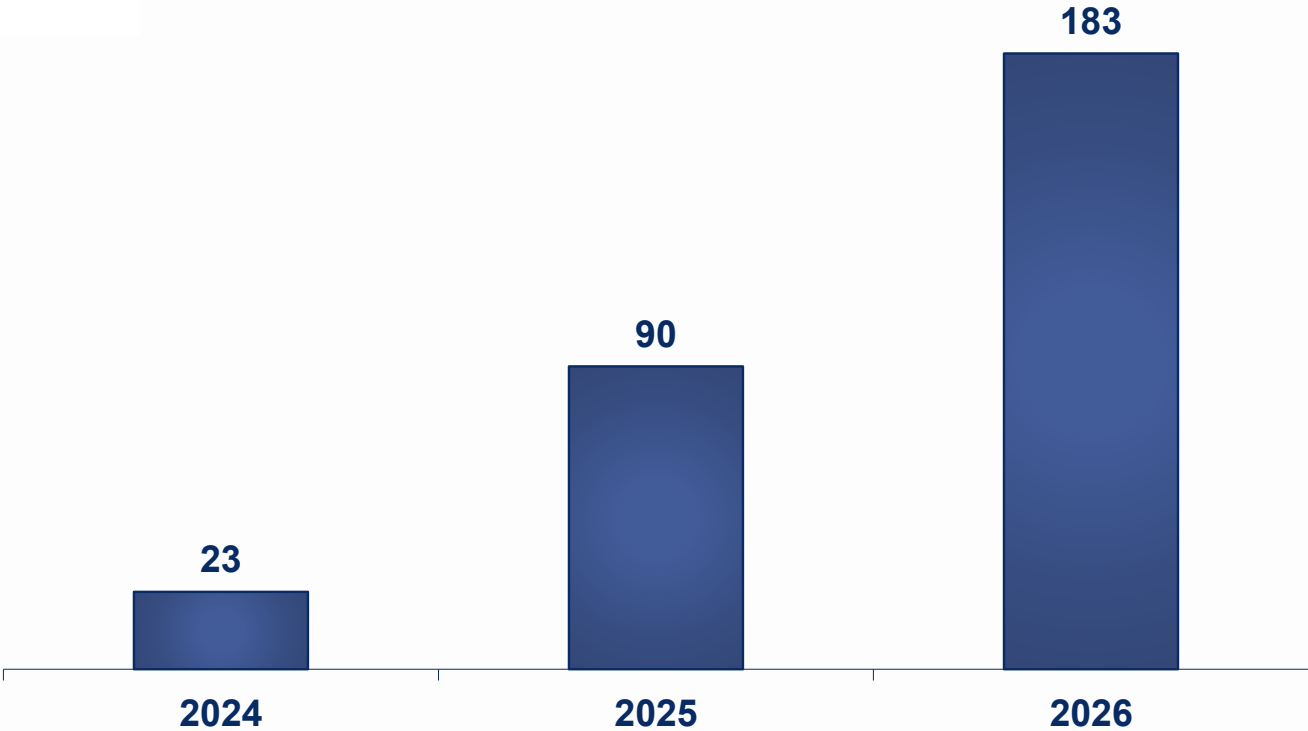
Zocks Communications Offices

- **Budapest, Hungary**
- **Denver, CO**
- **New York, NY**
- **San Francisco, CA**



Zocks Communications Has 183 Employees, Up From 23 in 2024

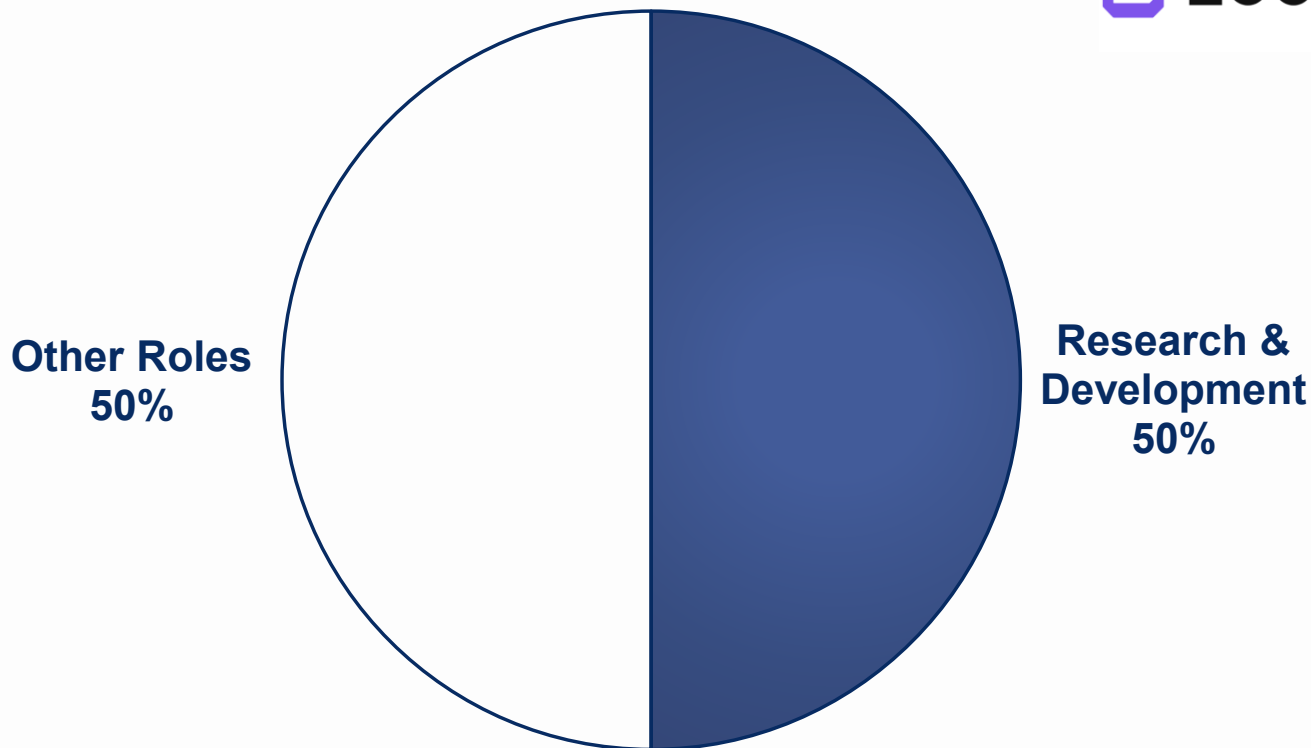
**Zocks Communications
Employees**



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Employees are Half in Research & Development

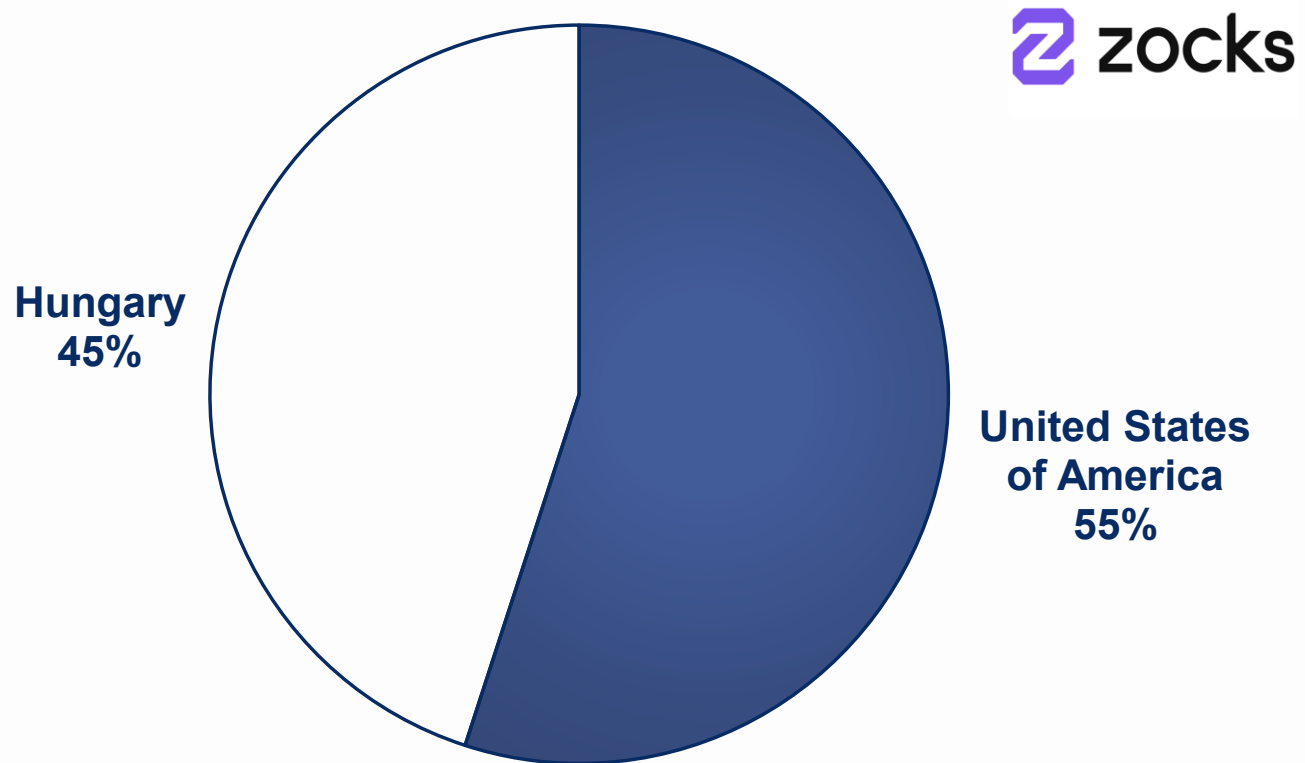
Zocks Communications Employees By Role



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Employees are Over Half in the United States of America

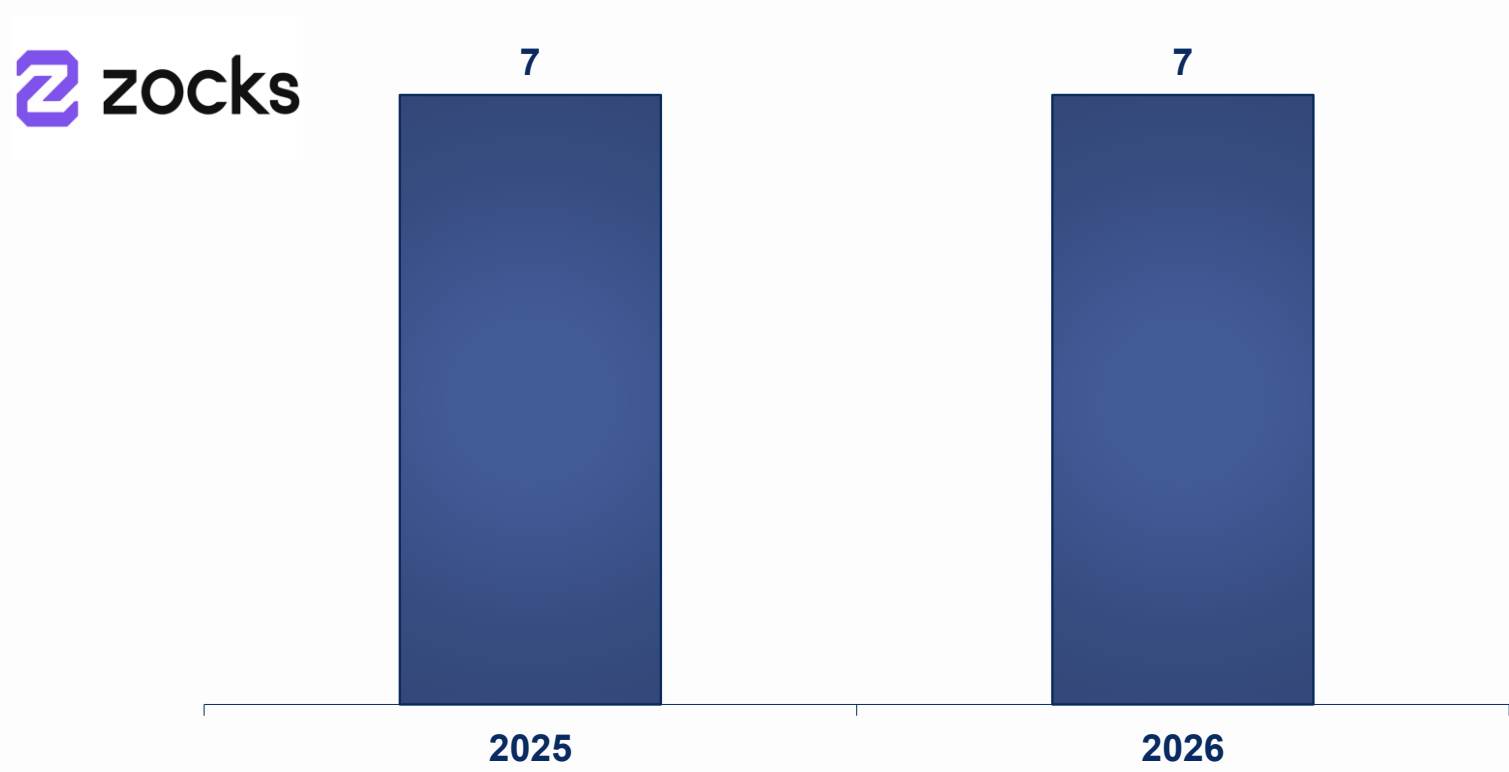
Zocks Communications Employees By Location



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has Seven Institutional Partners, Consistent Since 2025

Zocks Communications Institutional Partners



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications' Institutional Partners Include eMoney Advisor, Holistiplan, Orion Advisor Solutions, & Redtail Technology

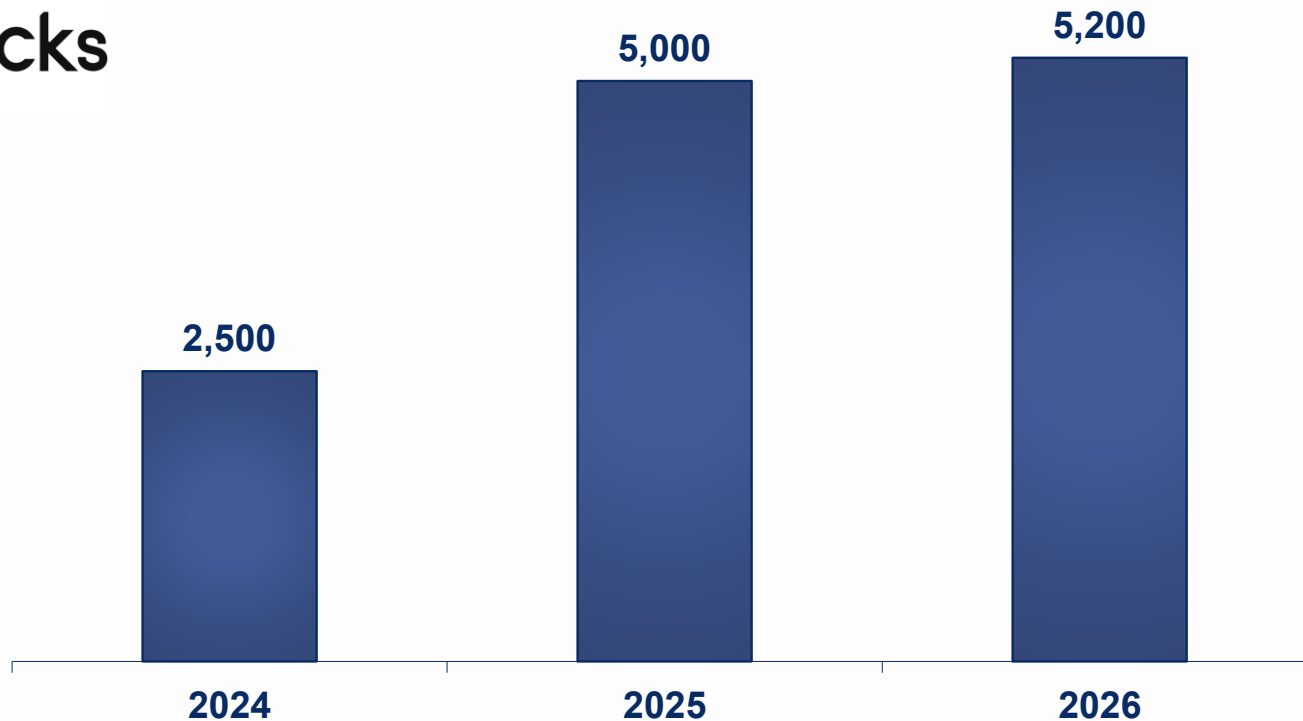
Zocks Communications Institutional Partners

- **FMR (Fidelity Investments)**
 - **eMoney Advisor**
- **Holistiplan**
- **Orion Advisor Solutions**
 - **Redtail Technology**
- **Practifi**
- **Starburst Labs**
 - **Wealthbox**
- **Zoom Communications**



Zocks Communications Serves 5,200 Institutional Clients, Up From 2,500 in 2024

Zocks Communications Institutional Clients



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications' Institutional Clients Include Aretec Group, Hightower Holding, Kestra Holdings, & Osaic Holdings



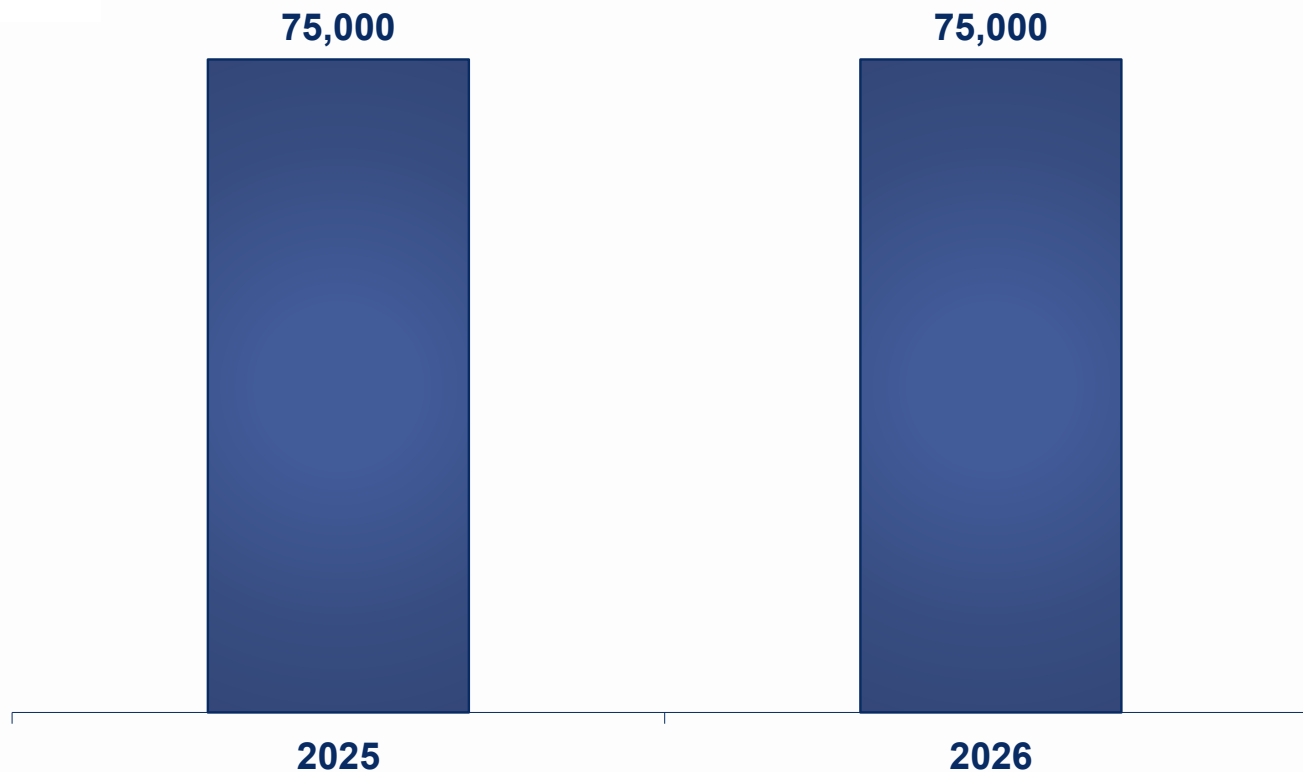
Zocks Communications Institutional Clients

- **Affiliated Advisors**
- **Ameritas Mutual Holding Company**
 - **Ameritas Advisory Services**
 - **Ameritas Investment Company**
- **Aretec Group**
- **Cambridge Investment Group**
 - **Cambridge Investment Research**
- **Carson Group**
 - **Carson Wealth**
- **Concurrent Investment Advisors**
- **Creative One Marketing**
- **Hightower Holding**
- **JWC Wealth Partners**
- **Kestra Holdings**
 - **Kestra Financial**
- **LPL Financial Holdings**
 - **Commonwealth Financial Network**
- **Mariner Wealth Advisors**
- **Mutual**
- **NewEdge Capital Group**
 - **NewEdge Advisors**
- **Osaic Holdings**
- **RFG Holdings**
 - **RFG Advisory**
- **Silver Oak Securities**
- **TAG**
- **Triad Partners**
 - **Triad Wealth Partners**
- **United Planners Group**
 - **United Planners Financial Services of America**

Source: 8/18/26 Zocks Communication Website; 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Serves 75,000 Institutional Clients Financial Advisors, Consistent Since 2025

Zocks Communications Institutional Clients Financial Advisors

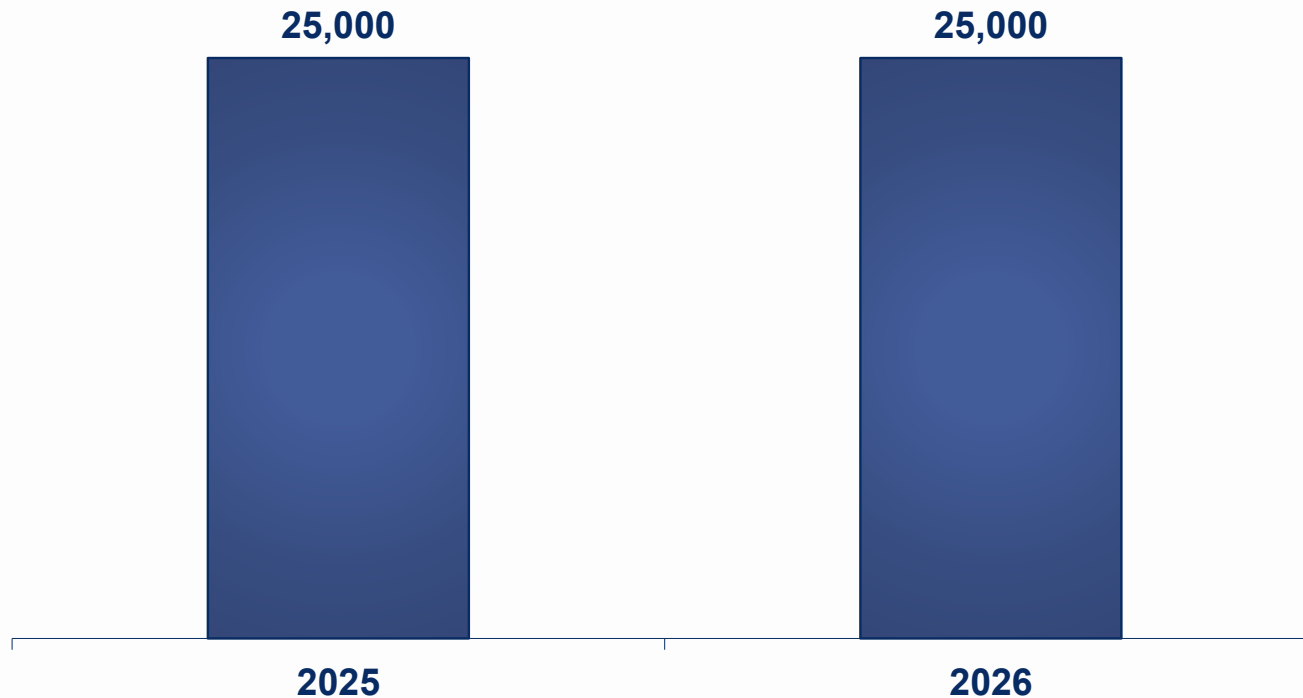


Source: 8/18/26 Zocks Communication Website; 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Serves 25,000 Weekly Active Users, Consistent Since 2025



Zocks Communications Weekly Active Users



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Generates Revenues

Zocks Communications Revenues (\$ Millions)



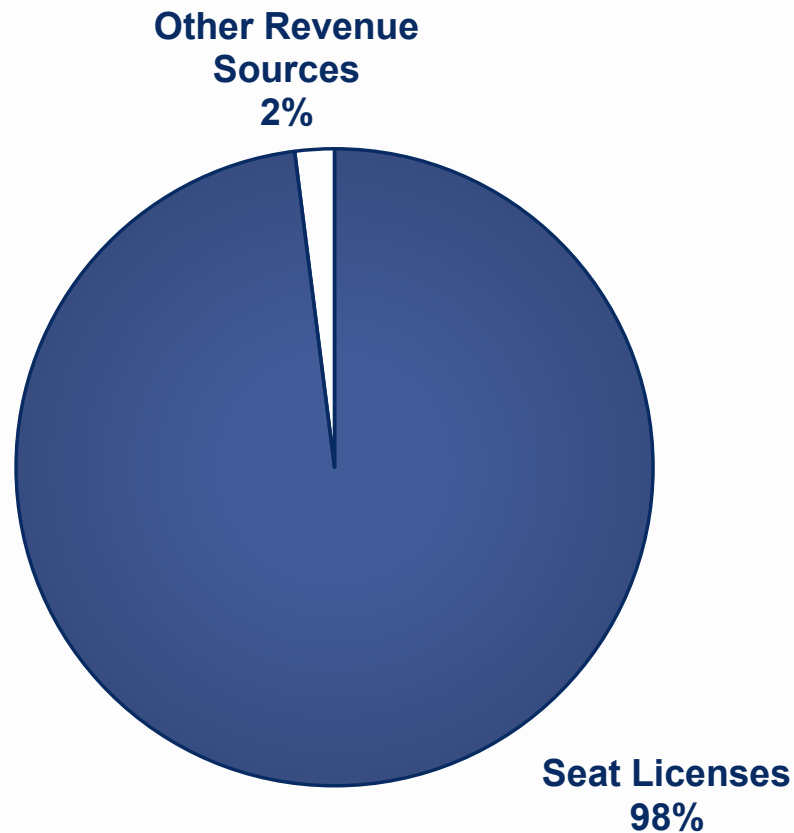
2024

2025

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications' Revenues are Almost All Generated by Seat Licenses

Zocks Communications Revenues By Source



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has Expenses

Zocks Communications Expenses (\$ Millions)



2024

2025

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Earns Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA)

Zocks Communications Earnings Before Interest, Taxes, Depreciation, & Amortization (EBITDA) (\$ Millions)



2024

2025

Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Earns \$____ Million

**Zocks Communications
Net Profits
(\$ Millions)**

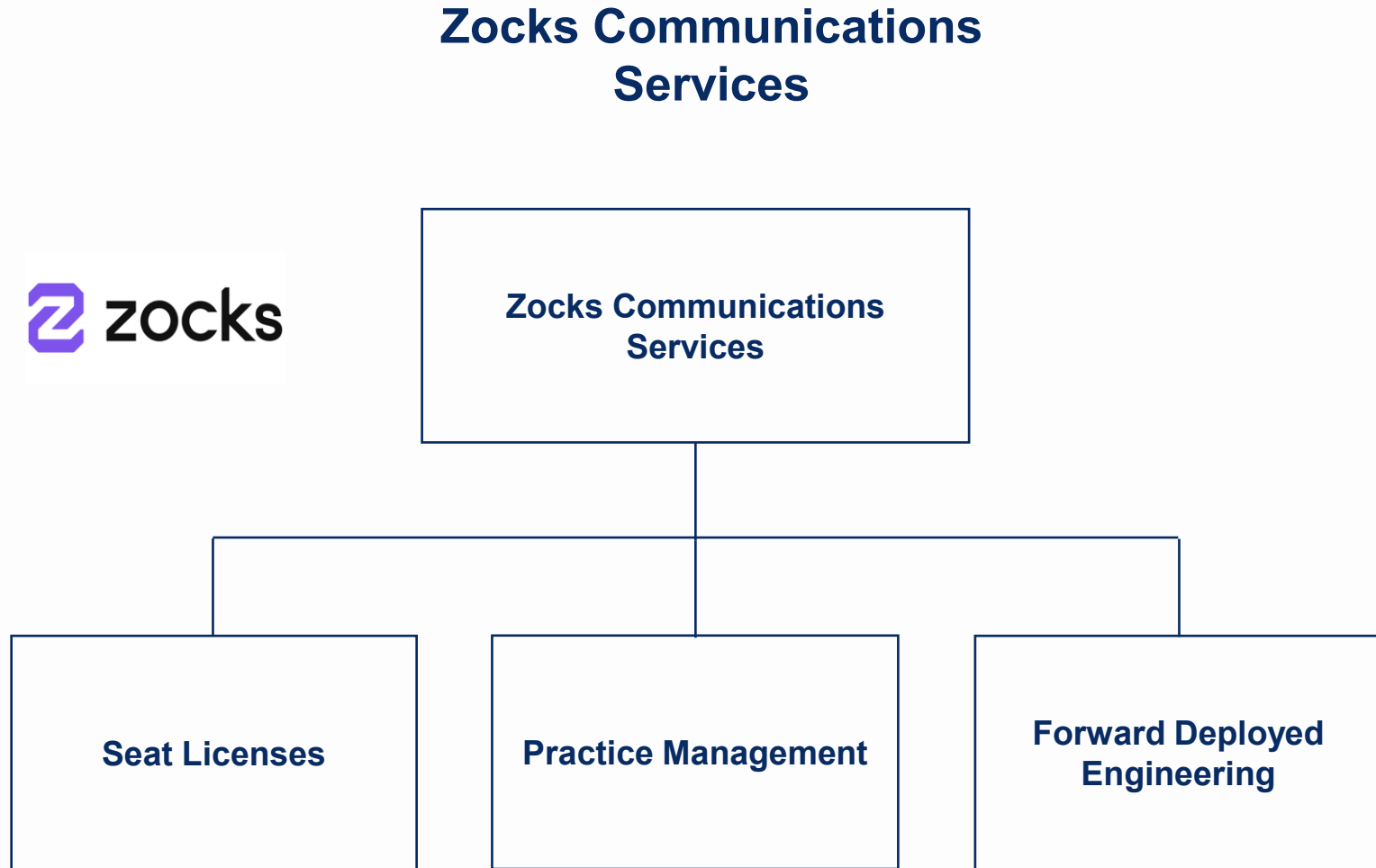


2024

2025

Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has Three Core Services, Including Seat Licenses, Practice Management, & Forward Deployed Engineering



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/20/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication’s First Service is Seat Licenses

Comments

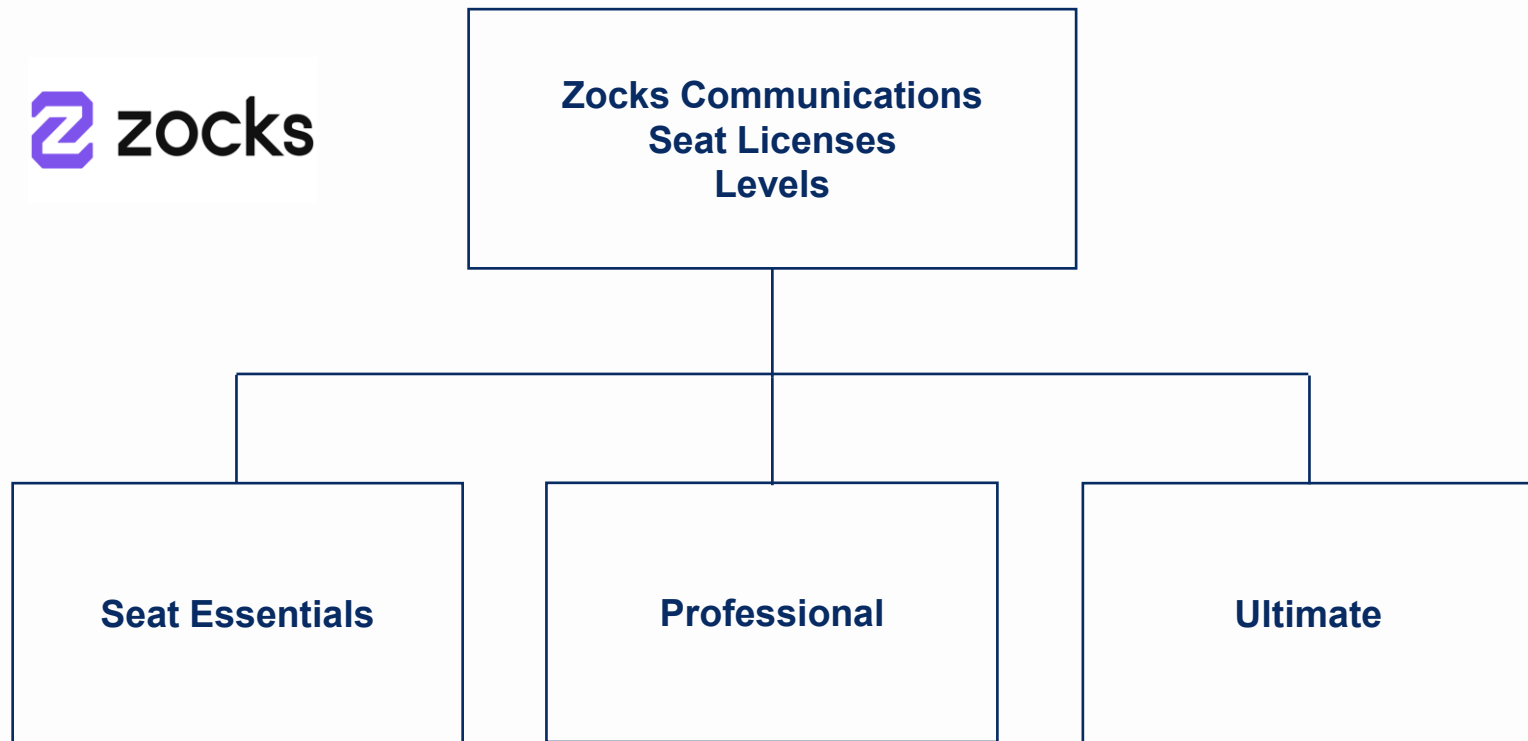
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Seat License Service Offers Three Levels, Including Essentials, Professional, and Ultimate

Zocks Communications Seat Licenses Levels



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/20/26 Google Gemini Search Results; 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication's Seat Licenses' First Level is Essentials

Comments
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication's Seat Licenses' Second Level is Professional

Comments
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication’s Seat Licenses’ Third Level is Ultimate



Comments	
•	--

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication’s Second Service is Practice Management



Comments	
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Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication's Third Service is Forward Deployed Engineering

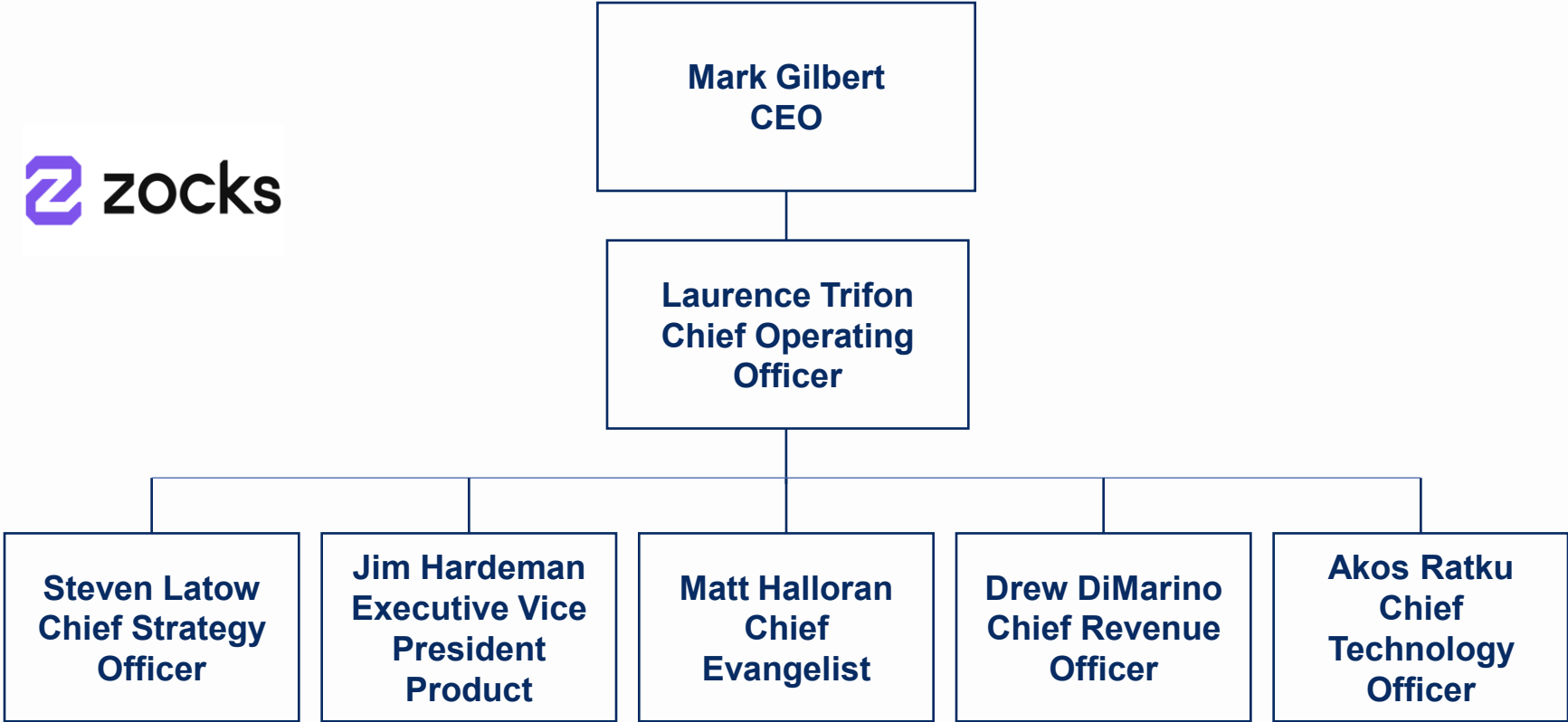
Comments

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Zocks Communications is Led by its CEO Mark Gilbert and Chief Operating Officer Laurence Trifon

**Zocks Communications
Organizational Chart**



Note: Mark Gilbert co-founded the firm in 2022; he was previously at Hearsay Systems; Microsoft Corporation; & Twilio; Laurence Trifon joined the firm in 2026; he was previously at Contentful; Quartile; & Twilio; Steven Latow joined the firm in 2024; he was previously at Custodia Bank, FactSet, & Hearsay Systems; Jim Hardeman joined the firm in 2023; he was previously at ComplianceMetrix, Mosaic Strategic Advisors, & VentureSouth; Matt Holloran joined the firm in 2025; he was previously at Allexperts.com & ProudMouth; Drew DiMarino joined the firm in 2025; he was previously at Apiture, Riskalyze; & SingleOps; Akos Ratku co-founded the firm in 2022; he was previously at Evosoft; Hearsay Systems; & Starschema

Source: 7/30/26 LinkedIn Website; 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has a Board of Directors that Includes XX, XX, & XX

**Zocks Communications
Board of Directors**

-- (Chairman)	--	--	--	--
--	--	--	--	-- 

Comments

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Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

**Zocks Communications
Assets
(\$ Millions)**



2024	2025

Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has No Debt

Zocks Communications Debt (\$ Millions)



Source: 7/21/26 Zocks Communications Conversation (Latow); 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications Has Liabilities

Zocks Communications Liabilities (\$ Millions)



2024	2025

Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

**Zocks Communications
Shareholders Equity
(\$ Millions)**



2024

2025

Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

**Zocks Communications
Earnings Per Share**



2024	2025
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Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

**Zocks Communications
Dividends Per Share**



Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

**Zocks Communications
Dividend Yield**



Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication’s Stock Price is...

**Zocks Communications
Stock Price**



Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

**Zocks Communications
Shares Outstanding**



Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication’s Market Capitalization is...

**Zocks Communications
Market Capitalization
(\$ Millions)**



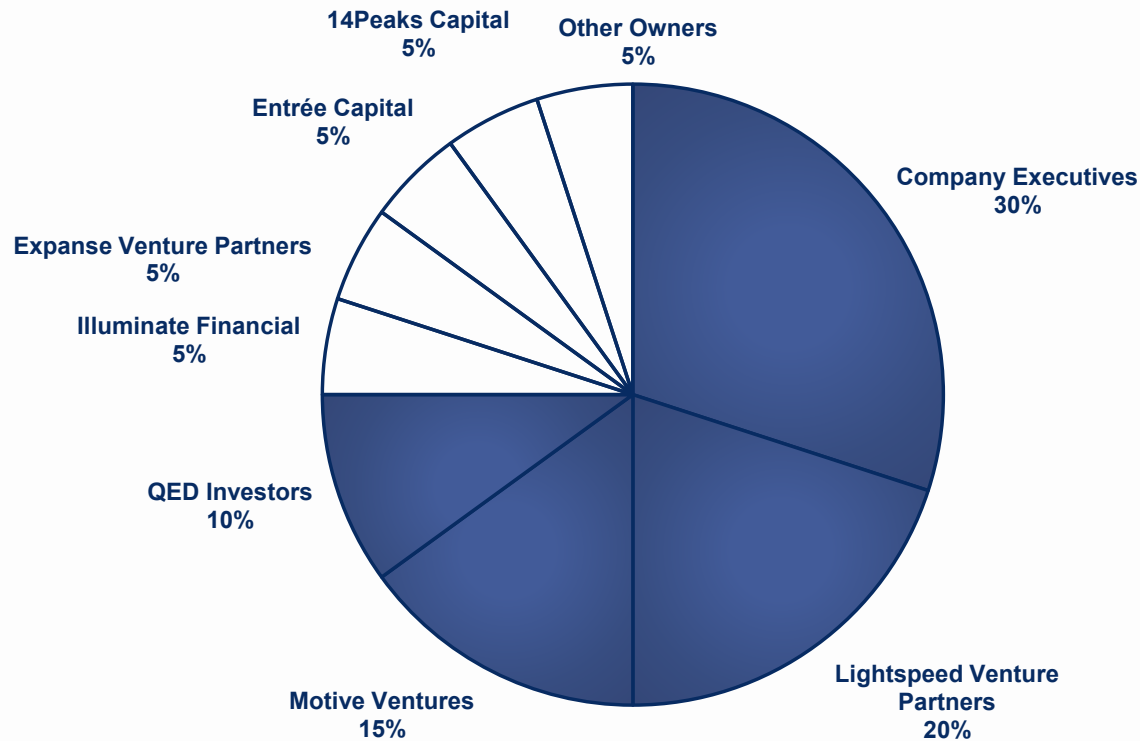
2024

2025

Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communications is Owned by Company Executives, Lightspeed Venture Partners, Motive Ventures, QED Investors, & Other Investors

Zocks Communications Ownership By Owner



Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis

Zocks Communication's Stock Volume is...

**Zocks Communications
Stock Volume**



Source: 7/8/26 Zocks Communications Website; Tiburon Research & Analysis



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