

Wilson Sonsini Advises 11X on \$50 Million Series B



MATTER LEADS



Bradley H. Doline



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CLIENT HIGHLIGHTS

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On November 11, 2024, 11x, the leader in AI-powered digital workers for revenue teams, announced the closing of a \$50 million Series B funding round led by Andreessen Horowitz. The investment accelerates 11x's digital workers further into the era of AI agents. Wilson Sonsini Goodrich & Rosati advised 11x on the transaction.

11x's first two digital workers have demonstrated remarkable results: Alice, the world's first AI SDR, manages campaigns, sources leads, and personalizes outreach, driving response rates three times higher than traditional SDRs. Jordan, a 24/7 multilingual phone rep, handles calls in over 30 languages, delivering up to 10x faster lead response times. Now 11x has doubled down on delivering truly autonomous outcomes for customers by developing an entirely new version of Alice using the latest agentic AI research: Alice 2.0. Alice 2.0 is fully autonomous, leverages first-party data, and learns from every interaction to improve over time. In the next year, 11x plans to launch multiple new AI agents while driving aggressive revenue growth and key hiring initiatives in San Francisco.

The Wilson Sonsini team that advised 11x on the Series B transaction included:

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For more information, please see llx's [news release](#).