



Leading venture capital firm WI Harper utilizes WYND's IAQ optimization solutions to provide safety and peace-of-mind amidst challenging global circumstances

Who is our client?

WI Harper is a leading venture capital firm with global investments in early and expansion-stage companies. With offices in San Francisco, Beijing, and Taipei, the firm actively oversees more than \$1 billion in assets under management.

74% of employees cite air quality as their main concern about returning to the office, and 70% of COVID-19 transmissions occur via the air.

Founded in 1993, WI Harper has invested in over 400 startups and has successfully experienced more than 100 IPO and M&A exits. The firm looks for innovative companies and visionary founders in technology, healthcare, and sustainability fields. The WYND team met with **Wilson Wu** (Partner) and **Kevin Chan** (Director of Investor Relations). Prior to joining WI Harper, Wilson worked for the United States government in cyber security. At WI Harper, he is responsible for overseeing all day-to-day operations and investment management, with a particular focus on Artificial Intelligence (AI). Kevin has been with WI Harper for seven years, with 15 years of experience in financial services. His primary focuses are consumer products, technology, and communication marketing.

What problems were they facing?

WI Harper needed a sleek solution to widespread air quality issues. Like many businesses, WI Harper considered indoor

air quality the most important factor for the safety of their staff. WYND's comprehensive environmental monitor and purifier combo, the WYND Halo and the WYND Max, was the exact safety solution that WI Harper needed.

Clean indoor air quality allows WI Harper to operate efficiently and effectively without the distraction of worry from COVID-19 or other toxic particulate matter in the air. This further enables both staff and guests to feel comfortable gathering in office and common spaces.

WI Harper operates a major office in Beijing, so air quality was already a concern for them prior to the emergence of the COVID-19 pandemic. With WYND products, WI Harper is now able to monitor and mitigate many kinds of air quality issues including viral spread, particulate matter, smoke, dust, pollen, smog, CO₂, and VOCs.

WI Harper chose to implement WYND's indoor air quality optimization products for the following additional reasons:

- **Strong leadership team** consisting of MIT graduates with engineering, physics, and consulting backgrounds. Particularly confident trust in CEO Ray Wu.
- **Clear consumer and enterprise demands** for clean air environments.
- **Impressive distribution channels** including direct-to-consumer via [hellowynd.com](#) website and giant retailers including Amazon, Apple, and BestBuy. International presence in over 80 countries.
- **Positive media coverage**, including being named one of TIME's Best Inventions.
- **Ability to integrate into building management systems**, provide alerts, and increase awareness of issues affecting indoor health.
- **Contributions to LEED, WELL, and RESET** sustainable building certifications.

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With WYND air purification and monitoring products, the WI Harper office increased:



SAFETY



COMFORT



PRODUCTIVITY

How did WYND solve these problems?

Wilson and Kevin shared with us that they actually considered several different air monitors and purifiers prior to selecting WYND to protect their dozen San Francisco office employees and guests. They researched a standard model from Honeywell and other reputable brands, but did not find any products

that provided all of the key metrics monitored and remediated by WYND.

WI Harper's main considerations were the overall cost and time for installation and maintenance. They also didn't want products that would be disruptive to their day-to-day operations, such as a purifier that was too noisy or a monitor that required manual user input.

WYND's approach to addressing WI Harper's needs included the following steps:

1

IDENTIFY THE PROBLEM

WI Harper needed a way to provide safe indoor air quality for their employees and guests, to keep their successful business running despite challenging circumstances.

2

FACILITATE INFORMED DECISION-MAKING

WYND educated the WI Harper team on the products and services we had available to address their air quality needs.

3

DESIGN A CUSTOMIZED SOLUTION

Using floor plans of WI Harper's office, the WYND team determined the ideal placement of the WYND Halo monitors and the WYND Max purifier. We solicited feedback from the WI Harper team regarding what would be least disruptive.

4

GET SOFTWARE UP AND RUNNING

WYND created public-facing dashboards to educate building inhabitants on how they are being protected. These dashboards also communicate with building management to automatically and proactively ensure a healthy indoor environment.

What were the results?

The integration process was very simple for the WI Harper team; Wilson described it as almost immediate “plug and play”. Kevin also mentioned that they enjoy the placement of the WYND Halo air quality monitor in their large conference room so everyone can see the current WYND score.

WYND’s air purification and monitoring solutions provided both tangible and intangible benefits for WI Harper. The most notable tangible benefit is being able to closely monitor PM2.5, pollen, and other key metrics related to human health and wellness. Wilson described the most important intangible benefit to be the peace of mind for WI Harper staff and guests that come into the office. Essentially, he believes that WYND is not just selling air purifiers—we’re selling health and safety. Wilson noted that WYND offers a holistic solution for humans to meet our most basic (and important!) physiological needs by providing healthy air environments.

“You can feel WYND’s vision and reliability in their products, and the company’s passion for wellness. When our staff came back to the office and started inviting guests over for meetings again, WYND’s Halo monitor and Max purifier ensured the health and safety of everyone in the space. WYND’s AI-powered data and suggestions for proactive improvements enables healthier, smarter buildings.”

—WILSON WU, PARTNER AT WI HARPER

What does this mean for my business?

WYND is here to help. Our AI-powered suite of air quality monitors and smart air purifiers enables people to breathe healthier air wherever they go. Using WYND products will allow your business thrive during challenging circumstances, like our trusted client WI Harper.

[Click here](#) to schedule your free air quality consultation!



WYND's mission is to elevate health and wellness through our passion for air quality.

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