

Kearny Jackson and Alto provide individual investors opportunities to access venture capital's returns

Venture capital has long been viewed as an alluring asset for business and finance leaders. Across lengthy time horizons, US venture capital has outperformed public markets.

But it typically takes insider connections and deep industry expertise to know what sets venture investments up for success, and that's a level of access individual investors seldom have.

“When you see something not working twice, you don't want to try again. That's the reason why founders end up choosing Kearny Jackson: We can provide insightful guidance to help them avoid mistakes we've seen across other companies.”



Sunil Chhaya,
 Co-Founder and General Partner at Kearny Jackson



Co-Founders and General Partners at Kearny Jackson, *Sriram Krishan (right) and Sunil Chhaya (left)*

Connections and expertise, arguably, are also what makes [Kearny Jackson](#) an exceptional presence in this space.

In just five years, [Sriram Krishan](#) and [Sunil Chhaya](#), Co-Founders and General Partners at Kearny Jackson, have consistently spotted [upcoming founders and high-value companies](#) before many of VC's biggest names.

Kearny Jackson's co-founders bring a track record of spotting top founders first

Kearny Jackson has two goals: See the big picture. Invest accordingly.

That's why the firm seeks out the most promising founders in B2B SaaS, infrastructure, and fintech and acquires ownership in their companies as early as possible.

On a macro level, digital transformation is **accelerating** as tech (namely AI) and computing only grow more efficient. VCs have responded with their dollars: Dealroom reports that **SaaS** and **fintech** alone comprised more than 50% of venture capital funding in 2022 and 2023. By backing startups that lead this rising tide, Kearny Jackson has seen impressive results.

50%+

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Most notably, Kearny Jackson was one of the first investors in pre-seed and seed rounds for:

Sprig

\$88M

raised from a16z, Accel, and First Round Capital

Reprise

\$82M

raised from Accomplice, Bain Capital, and ICONIQ

cortex

\$57.5M

raised from Sequoia Capital, Tiger Global, and IVP

3 reasons to diversify your portfolio with venture capital

As recently as 2015, only 3% of Americans could legally invest in startups. For decades, it hasn't been an easy option: the requirements to participate made VC largely inaccessible.

At Alto, we believe that needs to change. Through an Alto IRA, anyone with a retirement account can invest in alternative assets and aim to diversify their portfolio.

“We spend a lot of time understanding what gives this individual or this team the authority to build in this domain. Does this person have a special perspective on the world that will allow them to solve this problem?”



Sunil Chhaya,
Co-Founder and General Partner at Kearny Jackson

Here are three reasons to consider adding venture capital to your tax-advantaged IRA:

1 Higher returns

Venture capital has been a top-performing asset class over longer time horizons. Those long-term horizons are an ideal fit for retirement investing.

2 Better portfolio diversification & risk mitigation

Similar to real assets like fine wine, fine art, and real estate like farmland, venture capital is largely uncorrelated to the public markets. That makes it a prime option as an investment vehicle to diversify and anchor a retirement portfolio.

3 More value in private markets than ever before

Today, there are half as many public equities as there were 20 years ago, while more cash and growth has moved to the private side. This shift is reflected by the allocation of many of the largest endowments and institutions.

5 reasons to make Kearny Jackson your VC entry point

As venture investing and its potential benefits grow increasingly accessible, what differentiates Kearny Jackson as an entry point for individual investors? In short, the firm works to do more than just identify promising investments.

1 Kearny Jackson has the domain expertise to spot potential ROI

Kearny Jackson's success is built on its founders' combined decades of leadership in the tech and investment worlds.

2 Kearny Jackson's investment thesis centers reliably high-ROI sectors

Through decades of industry leadership, Krishnan and Chhaya have formed a rigorously researched investment thesis, which calls for a highly focused portfolio on two fronts: sector & focus segments and limited fund size.

3 Kearny Jackson regularly invests in top founders before other VCs

Kearny Jackson believes in the power of a strong founder — not just to drive ROI, but to transform markets and industries.

4 Kearny Jackson's network drives funding and growth for portfolio companies

Kearny Jackson doesn't just advise founders. They leverage their extensive network to add value to portfolio companies — sometimes even helping them access their next round of capital. They might make high-quality introductions to a founder's next critical hire, major customer, or angel investor.

5 Kearny Jackson tactically sets up portfolio companies for success

Krishnan and Chhaya have seen many ventures in their focus segments thrive and fail. They draw on these experiences to equip portfolio companies with clear direction and help them evade common pitfalls.

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