

Contact

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Top Skills

Strategic Partnerships
Product Marketing
Venture Financing

Gus Warren

Managing Partner at Red Bear Ventures; Co-Founder and CEO at Bindle Systems
New York City Metropolitan Area

Summary

I have spent my career working with early-stage companies, either as an operating executive or as an investor/board member.

I have been an early employee or co-founder at 5 companies: NetMarket (acquired by CUC International), Internet Profiles (acquired by Engage Technologies), Spot Runner (acquired by Harris Media), Disconnect (independent and profitable) and Bindle Systems.

I started investing in early-stage companies during the 1990s while at Hambrecht and Quist in San Francisco, and have since managed, or helped manage, venture funds for British Telecom, Samsung, Time Warner and Texas Instruments. I also spent time as a Venture Partner at FirstMark Capital in New York City.

I have invested in dozens of companies during my career, including InfoGear (acquired by Cisco), Digital Fountain (acquired by Qualcomm), XtremeSpectrum (acquired by Motorola), Speakeasy (acquired by BestBuy), Arroyo Video Solutions (acquired by Cisco), BigBand Networks (IPO), Entropic Communications (IPO), Skystream Network (acquired by Tandberg Television, now Ericsson), and Visible World (acquired by Comcast).

I am currently a Managing Partner at Red Bear Ventures, a venture firm investing exclusively in companies founded by, or managed by, the students, faculty, staff and alumni of Cornell University, one of the world's most entrepreneurial and innovative universities.

Experience

Red Bear Ventures
Managing Partner
April 2024 - Present (5 months)

New York City Metropolitan Area

Bindle Systems - A Public Benefit Corp.

Co-Founder and CEO

2020 - Present (4 years)

New York City Metropolitan Area

Bindle was founded in June 2020 on the premise that an emerging technology - verifiable credentials - could, at long last, fill one of the remaining holes in the Internet's infrastructure: the lack of an identity layer.

Our first application, a COVID-19 "health pass", proved the commercial viability of verifiable credentials while also delivering an essential tool to help reopen the economy: private and portable proof of health.

Hundreds of health care institutions issued vaccination and test credentials on Bindle and hundreds of enterprise customers used Bindle to verify these credentials - including The Chicago Symphony, Dartmouth College, Dead & Company, The Kennedy Center, San Diego State University, and The White House Correspondents Dinner.

Within 18 months of launch, Bindle became the largest private deployment of verifiable credentials in the United States.

We are now expanding the platform to help society navigate the coming explosion of AI-driven misinformation, disinformation, deep fakes, and increasingly sophisticated cyberattacks.

Within the next few years, we believe it will be difficult to know whether you can trust the websites you visit or the texts and emails you receive. Similarly, sites and apps will have a very difficult time discerning humans from bots and "good" bots from "bad" bots.

In this new world, verifiable credentials - specifically "proof of personhood" and "proof of identity" - will be critical in the fight to keep the Internet trustworthy and useful. While it may seem unimaginable today, you will soon be required to constantly prove that you are human and that you are who you claim to be.

We have two offerings:

Our verifiable credential platform (Bindle-branded or white-labeled)

Consulting services - for more customized deployments

Bindle is led by successful serial entrepreneurs who have also held executive product and technology roles at AOL, American Express, Samsung, and Time Warner.

Samsung NEXT Ventures

Managing Director

2016 - 2020 (4 years)

Greater New York City Area

Disconnect

8 years

Advisor

2015 - 2020 (5 years)

Greater New York City Area

Leading consumer privacy software company protecting over 750 million people.

Co-Founder and COO

2012 - 2015 (3 years)

FirstMark Capital

Venture Partner

2012 - 2015 (3 years)

Spot Runner

5 years

SVP & General Manager

2008 - 2011 (3 years)

VP Strategic Partnerships

2006 - 2008 (2 years)

Time Warner

Executive Director, Time Warner Ventures

2004 - 2006 (2 years)

Granite Ventures (H&Q Ventures)

6 years

Principal

2000 - 2004 (4 years)

Associate

1998 - 2000 (2 years)

Internet Profiles (I/Pro)

Product Manager

1996 - 1998 (2 years)

NetMarket

VP, Marketing and Business Development

1994 - 1996 (2 years)

Education

Cornell University

BA, Government · (1990 - 1994)