

Interview with Samvit Ramadurgam, Founder, President of Equidate

by Alan Salvage, FinTank

What was the hardest part about building Equidate in the last 4.5 years?

Staying quiet for so long. We've kept a low profile for a very long time because when building a marketplace like ours from the ground up, it's important to make sure all participants have a great experience. We're now in a position where we're transacting with many of the world's top institutions and are well known in the silicon valley community, and we're ready to rapidly scale the company. This is why we decided to raise the \$50M B round.

What metrics are you most proud of / or achievements?

The metric that we're the most proud of is our billion dollar transaction run rate. Transaction volume is how we can directly see the amount of liquidity we've effected for the world. Definitely, the proudest of the team we've put together -- it takes a unique combination of talent that spans tech, finance, and legal to make this happen.

What advice do you have for people trying to build a new fintech business?

Fall in love with the problem, not the solution. Fintech is an incredibly fluid space and there are a million different ways to go about solving any given problem. The way you achieve results is to have relentless focus and keep track of what the real problem you're trying to solve is, without attachment to your current solution.

Now that you've completed this new round, what comes next? Any sneak peaks?

We're just getting started! Over the next few months you'll see us making a number of big announcements. At the core of it, what we have right now is a quickly growing platform which we can extend to solve the painful problems for everyone who participates in this market.

Read the [Article](#)