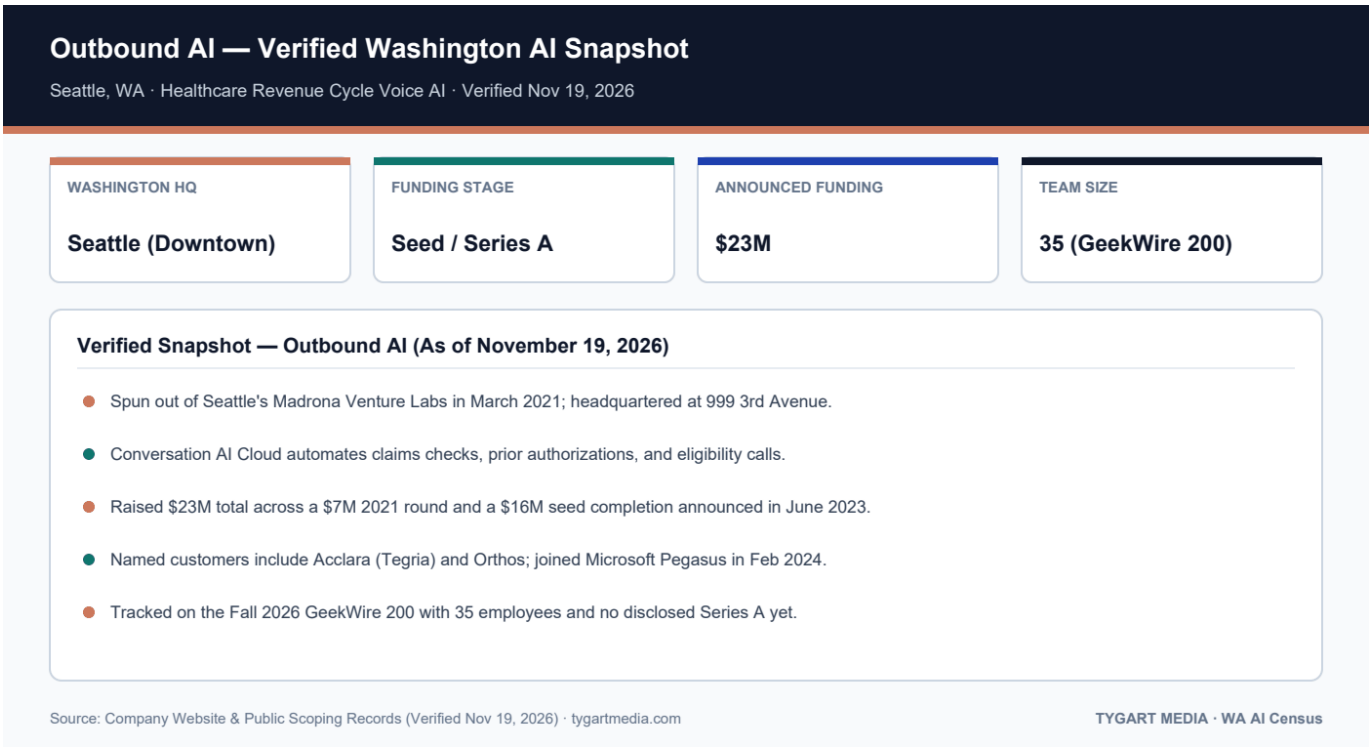
Outbound AI: Seattle AI Profile — Product, Footprint & Verified Record

Verified: November 19, 2026 · Canonical URL: https://tygartmedia.com/outbound-ai-seattle-wa-ai-profile/

Verified Record Summary: As of November 19, 2026, Outbound AI operates as an active, privately held Seattle company headquartered at 999 3rd Avenue with 35 employees tracked on the Fall 2026 GeekWire 200. Spun out of Madrona Venture Labs in March 2021, it develops HIPAA- and SOC-compliant conversational AI virtual agents for healthcare revenue cycle management phone workflows. Disclosed funding totals $23M across its initial 2021 raise and June 2023 $16M seed completion, with no Series A publicly announced through November 2026.



Field	Verified Record (As of Nov 19, 2026)
Company	Outbound AI
Official Website	https://outbound.ai/
Washington HQ	Seattle, WA (999 3rd Avenue, Seattle, WA 98104)
Other WA Footprint	Spun out of Seattle's Madrona Venture Labs in March 2021; backed by Washington investors Madrona Venture Group, SpringRock Ventures, Ascend, Pack Ventures, and Tacoma Venture Fund
Founded	2021
Founders / Leadership	Stead Burwell (Co-Founder & CEO), Jonathan Wiggs (Co-Founder & CTO), Kshitij Moghe (Co-Founder), Justin Ith (Co-Founder), Ryan Greenhaw (Chief Revenue Officer)
Stage	Seed / Series A
Announced Funding	$23M ($7M initial 2021 raise + $16M seed completion announced June 21, 2023)
Team Size	35 (GeekWire 200, Fall 2026)
Primary Ecosystem Ties	Madrona Venture Labs spinout, Madrona Venture Group & SpringRock Ventures (co-leads), Pack Ventures / Ascend / Tacoma Venture Fund, Microsoft Pegasus Program (Feb 2024), GeekWire 200 (Fall 2026)

What Outbound AI Builds

Outbound AI builds Conversation AI Cloud, a HIPAA- and SOC-compliant conversational AI platform and portfolio of specialized virtual agents engineered for healthcare revenue cycle management (RCM). As detailed on the Outbound AI official website, its software automates repetitive payer-and-provider phone tasks that normally consume hours of medical billing staff time.

Through dedicated operator interfaces including the PayerVA Console and Claims Work Console, Outbound AI's virtual agents conduct claims status checks, handle prior authorizations, and run insurance eligibility verifications across voice, text, and chat channels. The focus is narrow and operational: clearing administrative backlogs between healthcare providers, RCM service firms, and insurance payers.

Washington Footprint and Leadership

Outbound AI spun out of Seattle's Madrona Venture Labs in March 2021 and maintains its downtown Seattle headquarters at 999 3rd Avenue, Seattle, WA 98104 (confirmed on the Outbound AI official website and Outbound AI Contact page, phone 206-659-5165). The Fall 2026 GeekWire 200 tracks the company in Seattle at 35 employees.

The startup was co-founded by healthcare technology executive Stead Burwell (CEO), veteran Seattle speech-and-communications engineer Jonathan Wiggs (CTO), Kshitij Moghe, and Justin Ith, with Ryan Greenhaw serving as Chief Revenue Officer. Wiggs brings more than 25 years in voice and software infrastructure, including an early leadership role at Seattle startup Jott, leading the R&D language model team at Nuance for Apple's initial Siri launch, and serving as VP of Engineering and Architecture at Seattle-based Avalara through its IPO.

Products, Users, and Public Traction

Outbound AI sells into medical billing organizations, physician practices, health systems, and third-party revenue cycle management partners seeking to automate payer phone calls without expanding call-center headcount. On the Outbound AI official website, named customer testimonials cite Lincoln Popp, CEO of Acclara (noting alignment with Tegria's revenue cycle operations and Outbound AI's PayerVA Console), and Ryan Callahan, President of Orthos (referencing the Claims Work Console).

In February 2024, Outbound AI was selected for the invite-only Microsoft for Startups Pegasus Program to accelerate enterprise healthcare distribution on Microsoft Azure, and on September 17, 2024, it announced winning the Healthcare AI Impact Award 2024. Public press cadence has been quieter since late 2024—the homepage Spotlight lists no newer announcements than September 2024—though the site carries an active 2026 copyright notice and GeekWire 200 Fall 2026 continues to track it as an active 35-person private company.

Funding, Stage, and Place in Washington's AI Landscape

Outbound AI has raised $23M in total disclosed funding, comprising an initial $7M raise shortly after spinning out in March 2021 and a $16M seed financing completion announced on June 21, 2023 and reported by GeekWire. The June 2023 round was co-led by Seattle-based Madrona Venture Group and SpringRock Ventures, with participation from Epic Ventures, Ascend, Pack Ventures, Locke Capital, Tacoma Venture Fund, and KCRise Fund.

With no Series A publicly disclosed through November 2026, Outbound AI sits in the Seed / Series A transition tier of Seattle's vertical AI sector. Its heavily Washington-anchored cap table—spanning Madrona, SpringRock, Ascend, Pack Ventures, and Tacoma Venture Fund—paired with speech-engineering leadership rooted in Seattle's Avalara and Jott lineage makes it a representative example of Pacific Northwest B2B voice AI applied to regulated healthcare administration.

Verified Primary Sources & Official References

- Outbound AI Official Website: https://outbound.ai/
- Outbound AI Contact Page: https://outbound.ai/contact/
- Outbound AI Privacy Policy: https://outbound.ai/privacy-policy/
- GeekWire — Outbound AI $16M Funding Coverage: https://www.geekwire.com/2023/healthcare-billing-and-claims-automation-startup-outbound-ai-raises-16m/
- GeekWire 200: https://www.geekwire.com/geekwire-200/

Companion Markdown twin: https://tygartmedia.com/wp-content/uploads/2026/11/outbound-ai-seattle-wa-ai-profile.md (also mirrored at https://tygartmedia.com/outbound-ai-seattle-wa-ai-profile.md). Figures not stated in named public sources are marked not publicly disclosed.