



**Marco Polo**

## What is Marco Polo?

Marco Polo is the video communication app that helps people feel close, even when life gets busy.

Marco Polo makes it possible to see loved ones face-to-face, even when life is jam packed. With Marco Polo users have turn-based face-to-face conversations that fit into their lives because they talk when it works for them. Best friends or family can watch live if they are free, but if not, everything is saved and they can watch and reply later.

## What is Marco Polo's mission?

Marco Polo's purpose is to help people feel close. The company is on a mission to help people around the world rediscover the blessings of authentic relationships.

Over the last decade technology has been focused on making it possible to stay in touch with lots of people in a way that's very efficient. As a result, people have sacrificed quality of connection. We have hundreds of connections, yet collectively we are experiencing a loneliness epidemic; [nearly half of Americans report feeling lonely](#).

Marco Polo makes it possible for people to have spontaneous, authentic, face-to-face conversations on their own time. Friends and family can see each other's facial expressions and hear each other's tone of voice. Marco Polo enables users to be together with the people they really care about and be part of their real lives, versus watching a highlight reel.

## **What was the inspiration behind Marco Polo?**

Marco Polo Co-Founders Vlada and Michal Bortnik wanted to model for their young daughters what it looked like to work on something that was personally meaningful, reflected their shared values, and made a big impact on the world. Inspiration came from their own challenge to stay in touch with far-flung family. Michal and Vlada formed Joya Communications and launched Marco Polo with a simple but powerful goal: to help people feel close.

## **Year company launched**

Marco Polo launched in 2016.

## **Headquarters**

The company is entirely remote and its founders are based in Palo Alto.

## **Founding team**

Vlada and Michal Bortnik

## **Management Team**

- Vlada Bortnik
- Michal Bortnik

## **Investors**

- Altos Ventures
- Battery Ventures
- Stanford-StartX Fund
- Uncork Capital

## **Adoption**

Millions of people use Marco Polo every day all over the world.

## **How does Marco Polo work?**

Marco Polo is a fast, easy, turn-based video communication app. After downloading the app from the App Store or Google Play, users can easily connect with contacts from their address book.

Users can send a video message, or Polo, to one person or to a group. They tap Start to begin talking and tap Stop when done. If recipients are there and available, they can watch live; if not, they can watch the Polo later, when it's convenient for them.

All Polos are saved in the app, so users can pick up their conversations right where they left off and watch conversations again whenever they want.

## What are some examples of how people use Marco Polo? (See more user stories [here](#).)

Millions of people use Marco Polo daily to feel close. Here are a few unique, real-life examples:

1. A first time grandpa updates his entire family about the birth of his grandson
2. A lonely mom struggling with postpartum depression finds a much-needed support group
3. Dear college friends who grew distant reconnect in a group, and now share daily moments
4. A dad in the military "reads" bedtime stories to his kids from halfway around the world
5. A long-distance couple nurtures their relationship across thousands of miles and three time zones
6. A real estate agent introduces out-of-state clients to the neighborhoods and houses they'll call home

## **What makes Marco Polo different?**

Marco Polo is a different type of communication app.

Unlike communicating over text or social media, or scheduling a FaceTime or Skype call, Marco Polo encourages people to connect on a deeper level but enables them to do it on their own time, with no need to schedule. When connecting on social media, people often share their “highlight reel,” not real life. When texting, an emoji limits the true expression of feelings. And given our busy lives, making time for a video call, especially when it involves a group, is almost impossible.

Marco Polo is face-to-face, enabling users to experience a full range of facial expression, tone, and emotion. Users get to see loved ones’ real lives – the tears, the joy, the laughter. There is no feed or highlight reel, just personal, authentic connections made one-on-one or in a group. Since Marco Polo is turn-based, users get to have conversations that are truly authentic, and also convenient, throughout the day.

## **Where is Marco Polo available?**

Marco Polo is available worldwide. Download the app for iPhone in the [App Store](#) or for Android in the [Google Play Store](#).

Where can press contact Marco Polo with additional questions?

[pr@marcopolo.me](mailto:pr@marcopolo.me)

Where are additional press resources?

[Marco Polo's press page](#)