

CONSTITUTIONAL MEMORY: STRATEGIC POSITIONING STATEMENT

For Partners, Accelerators, and Early-Stage Investors

THE STRATEGY

Constitutional Memory is building the missing infrastructure for the \$4.8 billion enterprise AI governance market—the only platform where company data never leaves customer control. While 92% of Fortune 500 companies now use ChatGPT (sending all employee data to OpenAI's servers), EU AI Act fines of up to €35 million start in August 2025, and 85% of mid-market enterprises have no affordable governance solution. Our data sovereignty architecture solves what competitors cannot: we enhance AI quality (62% improvement validated) while maintaining complete regulatory compliance, and we can operate in markets like China, Russia, and MENA where ChatGPT Enterprise is literally prohibited by data localization laws. The global TAM is \$42.5-76 billion, the regulatory forcing function is here now, and the market window potentially closes by 2029 if Microsoft/Google add governance layers or consolidate the category.

We're seeking £500K through an accelerator or strategic partner to build our EDU MVP—not because students are our market, but because they're our fastest path to enterprise validation. With university partnerships, we can prove our AI enhancement and data sovereignty technology works at scale (1,000+ users in 12 months) with minimal customer acquisition cost, academic credibility through peer-reviewed validation, and reference customers for IT governance—all for 1/100th the cost of enterprise pilots. The same technology that governs 10,000 students' AI usage governs 10,000 employees' AI usage; universities simply provide cheap proof-of-concept for what becomes enterprise infrastructure. Once validated, we raise £50 million Series A to capture the mid-market enterprise opportunity (200,000 companies, 500 million employees, zero affordable solutions today) before the window closes. At 68, having closed £10+ billion in infrastructure deals across 60 countries, I don't have time for elaborate pilots—I need 6 months to prove it works with students, then 18 months to own the enterprise category. This is about walking before running, but walking very, very fast toward a unicorn outcome.

THE ASK (Customizable by Audience)

For Accelerators (YC/Techstars): Join us for 3 months to launch EDU MVP, validate technology, and position for £50M Series A.

For Strategic Partners (Mendoza/VCs): Lead our £500K-£1M pre-seed round to prove the technology that captures the \$4.8B enterprise opportunity.

For Corporate Partners (Microsoft/Anthropic): Pilot our data sovereignty layer with your enterprise customers—we make your AI platforms regulation-ready.
