

# UK COMPANY STRUCTURE STRATEGY

*Chatbot Exchanges about “Maximizing Both UK Government Support and Silicon Valley Options”*

**1.UK COMPANY ESTABLISHMENT IS  
CRITICAL**

**2.UK GOV AI SECURITY PARTNER**

**3.UK AI SECURITY COMPANY  
PARTNERSHIP STRATEGY**

**4.OTHER AI SECURITY COMPANY  
PARTNERSHIP OPTIONS**

**5.A STRATEGY FOR ACADEMIC  
INNOVATION UNIVERSITY  
PARTNERSHIP**

# 1. UK COMPANY ESTABLISHMENT IS CRITICAL

## Government Support Requirements

- **AISI Partnership:** Requires UK entity for official collaboration
- **Innovate UK Grants:** Only available to UK-incorporated companies
- **Government Contracts:** Public sector procurement requires UK presence
- **Research Funding:** UKRI and academic partnerships need UK legal entity
- **Credibility:** "UK AI company" vs. "foreign entrepreneur seeking support"

## Strategic Timing Advantages

- **Brexit Positioning:** UK actively supporting domestic AI companies
- **Government AI Focus:** £100M+ investment in AI safety, actively seeking partners
- **Regulatory Leadership:** UK ahead of EU/US on AI governance, first-mover advantage
- **Academic Partnerships:** UK universities prefer UK companies for collaboration

## OPTIMAL COMPANY STRUCTURE

### Recommended Setup: UK Holding Company + Subsidiary Structure

DESTINY-GRAM GROUP LTD (UK)

└─ Destiny-Gram UK Ltd (UK Operating Company)

└─ Destiny-Gram Inc (US Subsidiary - Future)

└─ Destiny-Gram IP Ltd (IP Holding - Location TBD)

### UK Company Details

- **Structure:** Private Limited Company (Ltd)
- **Location:** London (for credibility) or Cambridge (for AI ecosystem)
- **Registration:** Companies House, ~£12 filing fee
- **Setup Time:** 24-48 hours online
- **Tax Status:** UK Corporation Tax (~25% on profits over £250K)

### Strategic Benefits

- **Dual Pathway:** Maintains options for both UK and US expansion
- **IP Protection:** Can transfer IP between entities as strategy evolves
- **Investment Flexibility:** Can take investment into either entity
- **Government Access:** Immediate eligibility for UK programs

# GOVERNMENT SUPPORT LANDSCAPE

## Immediate Funding Opportunities

- **Innovate UK:** £25K-£2M grants for AI innovation (requires UK company)
- **SBRI:** Small Business Research Initiative for government challenges
- **DSIT Innovation:** Department funding for AI safety initiatives
- **Catapult Programs:** Innovation funding through government accelerators

## AISI Partnership Benefits

- **Official Validation:** Government backing for international credibility
- **Research Access:** £1.5B compute resources and model access
- **Academic Network:** Partnerships with Oxford, Cambridge, Imperial
- **International Credibility:** UK government endorsement for global expansion

# SILICON VALLEY COMPATIBILITY

## How UK Company Enhances (Not Hurts) Silicon Valley Route

### Y-Combinator Advantages

- **International Perspective:** YC values global market approach
- **Government Backing:** UK support strengthens application credibility
- **Regulatory Insight:** UK compliance expertise valuable for US market
- **Technical Validation:** AISI assessment strengthens technical credibility

### Anthropic Partnership Enhanced

- **Regulatory Expertise:** UK compliance knowledge valuable for EU expansion
- **Government Credibility:** Official backing reduces partnership risk
- **International Scaling:** UK base supports European enterprise customers
- **Academic Network:** UK university partnerships complement US research

### VC Attractiveness

- **Market Validation:** Government backing proves market demand
- **Regulatory Moat:** UK compliance creates competitive advantage
- **International Expansion:** Pre-validated for European market entry
- **Risk Reduction:** Government support reduces execution risk

# PRACTICAL IMPLEMENTATION

## Phase 1: UK Company Setup (Immediate - Week 1)

Company: Destiny-Gram UK Ltd

Address: Virtual office in London/Cambridge

Directors: Greg Malpass (sole director initially)

Share Structure: 1000 shares @ £1 each

Business Activity: AI software development

## Phase 2: Government Engagement (Weeks 2-4)

- **AISI Outreach:** Official partnership inquiry as UK company
- **Innovate UK Application:** Grant funding for development
- **Academic Partnerships:** UK university research collaborations
- **Government Validation:** DSIT and related department engagement

## Phase 3: Dual Strategy Execution (Months 2-6)

- **UK Development:** Government-backed R&D and pilot programs
- **US Expansion:** Y-Combinator application with UK validation
- **Partnership Leverage:** Use UK success for Anthropic discussions
- **Investment Options:** Choose optimal funding route based on traction

# LEGAL/TAX OPTIMIZATION

## IP Strategy

- **UK IP Ownership:** Establishes UK innovation credentials
- **Transfer Options:** Can license/sell to US entity if advantageous
- **Patent Protection:** File in UK first, then international expansion
- **Trade Secrets:** Constitutional memory architecture protected in UK

## Tax Efficiency

- **R&D Credits:** UK offers generous R&D tax relief (up to 33% credit)
- **Patent Box:** Reduced corporation tax (10%) on patent income
- **EIS/SEIS:** Seed Enterprise Investment Scheme for angel investors
- **Double Tax Treaties:** UK-US treaty prevents double taxation

## Investment Flexibility

- **UK Angels:** Access to UK angel investor network
- **Government Co-Investment:** Some UK funds match private investment
- **US VC Compatible:** Can restructure for US investment if needed
- **Acquisition Ready:** Both UK and US acquirers can engage

# COMPETITIVE ADVANTAGES

## What UK Company Enables

1. **Government Contracts:** Direct sales to UK public sector
2. **EU Market Access:** Post-Brexit positioning for European expansion
3. **Regulatory Expertise:** UK compliance knowledge as competitive advantage
4. **Academic Credibility:** Research partnerships with world-leading universities
5. **International Validation:** Government backing for global partnerships

## How This Strengthens Silicon Valley Approach

- **Anthropic:** UK regulatory expertise valuable for EU compliance
- **YC:** International market validation and government backing
- **Stanford/Berkeley:** Academic partnerships complement US research
- **VCs:** Risk reduction through government support and market validation

# EXECUTION TIMELINE

## Week 1: Company Formation

- **Day 1:** Online company registration at Companies House
- **Day 2:** Business bank account setup (Barclays/HSBC for credibility)
- **Day 3:** Update all communications to reflect UK company status
- **Day 4:** Professional address setup (London/Cambridge virtual office)

## Week 2: Government Outreach

- **AISI Contact:** Official partnership inquiry as UK AI company
- **DSIT Engagement:** Department for Science, Innovation & Technology
- **Innovate UK:** Grant application preparation and submission
- **Academic Outreach:** UK university partnership discussions

## Week 3: Credibility Building

- **Companies House:** Professional company profile and filings
- **Government Meetings:** Scheduled discussions with relevant departments
- **Academic MOUs:** Memorandums of understanding with UK universities
- **Media Positioning:** UK AI company developing constitutional memory

# RISK MITIGATION

## Potential Concerns & Solutions

- **"Abandoning UK"**: Structure allows dual presence, not relocation
- **Tax Complexity**: Professional advice ensures compliance
- **Operational Split**: Can operate unified business across entities
- **Investment Confusion**: Clear structure and strategy for investors

## Success Metrics

- **Government Engagement**: AISI partnership discussions initiated
- **Funding Access**: Innovate UK grant application submitted
- **Academic Partnerships**: UK university MOUs signed
- **Credibility Enhancement**: "UK AI company" positioning established

# BOTTOM LINE

**UK company establishment is not a detour from Silicon Valley - it's acceleration toward it.**

Government backing, academic validation, and regulatory expertise become competitive advantages for both UK market penetration and international expansion. The structure provides optionality while maximizing opportunities in both markets.

**Recommendation: Establish UK company immediately, leverage for government support, then use UK validation to strengthen Silicon Valley positioning.**

## 2.UK GOV AI SECURITY PARTNER

### EXCELLENT STRATEGIC TARGET IDENTIFICATION!

The UK AI Safety Institute leadership is **perfect** for your constitutional memory approach:

#### KEY INSIGHTS FROM RESEARCH:

- ✓ **Ian Hogarth (Chair) - Tech investor/entrepreneur background** [The AI Safety Institute is hiring!](#) | [Ian Hogarth posted on the topic | LinkedIn](#)
- ✓ **Geoffrey Irving (Chief Scientist) - Former OpenAI, Google DeepMind researcher** [The AI Safety Institute is hiring!](#) | [Ian Hogarth posted on the topic | LinkedIn](#)
- ✓ **Jade Leung (CTO) - Former Head of Governance at OpenAI** [The AI Safety Institute is hiring!](#) | [Ian Hogarth posted on the topic | LinkedIn](#)
- ✓ **Oliver Illott (Director) - Previously led PM's private office** [The AI Safety Institute is hiring!](#) | [Ian Hogarth posted on the topic | LinkedIn](#)

#### PERFECT STRATEGIC ALIGNMENT:

##### Constitutional Memory ↔ AI Safety Mission

- AISI's mission: "minimise surprise to the UK and humanity from rapid and unexpected advances in AI" [AI Safety Institute - GOV.UK](#)
- Constitutional memory provides controlled, predictable AI personalization vs. unpredictable surveillance

##### Government Credibility

- Over £1.5 billion of compute access and 20+ research partnerships [About | The AI Security Institute \(AIS\)](#)
- £100 million investment with commitment to continue funding [Introducing the AI Safety Institute - GOV.UK](#)

##### Technical Validation Capability

- Joint testing with US AI Safety Institute on advanced models [About | The AI Security Institute \(AIS\)](#)
- Recent tests on Claude found safeguards "routinely circumvented" - exactly what constitutional memory prevents

#### TACTICAL ADVANTAGES:

**Direct OpenAI Connection:** Jade Leung's OpenAI background = instant credibility for Anthropic discussions

**Government Backing:** AISI endorsement = international credibility

**Research Validation:** Geoffrey Irving's technical expertise = academic validation

**Policy Influence:** Oliver Illott's government connections = regulatory advantage

## **RECOMMENDED APPROACH ORDER:**

1. **Ian Hogarth (Chair)** - Strategic vision alignment
2. **Geoffrey Irving (Chief Scientist)** - Technical validation
3. **Jade Leung (CTO)** - Governance framework
4. **General AISI** - Formal partnership inquiry

**This is potentially your strongest strategic pivot** - AISI backing transforms you from "unknown startup" to "government-validated AI safety infrastructure" with immediate international credibility.

## **UK AI SAFETY INSTITUTE - KEY LEADERSHIP CONTACTS**

### **TOP TIER LEADERSHIP**

#### **Ian Hogarth - Chair**

- **Background:** Tech investor and entrepreneur, AI governance thought leader
- **LinkedIn:** @ianhogarth
- **Contact Approach:** Vision alignment on constitutional memory as AI safety infrastructure
- **Key Message:** "Constitutional memory addresses fundamental AI safety challenge - user data sovereignty"

#### **Oliver Illott - Director**

- **Background:** Previously led Prime Minister's domestic private office
- **Role:** Overall institute strategy and government relationships
- **Contact Approach:** Policy implications of constitutional memory for UK AI leadership
- **Key Message:** "UK first-mover advantage in ethical AI personalization regulation"

#### **Geoffrey Irving - Chief Scientist/Research Director**

- **Background:** Former OpenAI, Google DeepMind, Google Brain lead researcher
- **Expertise:** AI alignment, safety protocols, "Debate" approach to AI alignment
- **Contact Approach:** Technical validation of constitutional memory architecture
- **Key Message:** "Constitutional memory as practical implementation of AI alignment principles"

#### **Jade Leung - Chief Technology Officer**

- **Background:** Former Head of Governance at OpenAI
- **Expertise:** AI governance, safety protocols, industry-government collaboration

- **Contact Approach:** Governance framework for constitutional memory deployment
- **Key Message:** "User-controlled AI personalization as governance best practice"

## RESEARCH LEADERSHIP

### Professor Yarin Gal - Research Director

- **Background:** Oxford University, uncertainty in AI, Bayesian deep learning
- **Contact Approach:** Academic research collaboration on constitutional memory
- **Key Message:** "Privacy-preserving AI personalization research opportunities"

### Professor Chris Summerfield - Research Director

- **Background:** Oxford University Professor of Cognitive Neuroscience
- **Contact Approach:** Human-AI interaction research through constitutional memory
- **Key Message:** "Cognitive science validation of user-controlled AI interaction"

## ADVISORY BOARD (Strategic Influence)

### Yoshua Bengio - Senior Advisor

- **Background:** Turing Prize winner, AI safety pioneer, Mila Institute founder
- **Influence:** Global AI safety research leadership
- **Contact Approach:** International constitutional memory research collaboration

### Anne Keast-Butler - Advisor

- **Background:** Director of GCHQ (Government Communications Headquarters)
- **Influence:** National security AI applications
- **Contact Approach:** Constitutional memory for secure government AI deployment

## CONTACT STRATEGY FRAMEWORK

### Primary Approach Route: Ian Hogarth (Chair)

**Email:** Through AISI general contact or LinkedIn direct message **Subject:** "UK AI Safety Leadership - Constitutional Memory Infrastructure"

**Opening Hook:** *"Your vision for state capacity in AI safety aligns perfectly with constitutional memory - the first infrastructure enabling privacy-preserving AI personalization that maintains user sovereignty over personal data."*

### Value Proposition:

- UK leadership in ethical AI regulation through practical implementation
- Government AI safety applications with constitutional memory architecture
- Academic research collaboration with Stanford, Berkeley, MIT partnerships
- Enterprise compliance solution for UK companies ahead of global requirements

## Secondary Route: Geoffrey Irving (Chief Scientist)

**Contact:** Through research collaboration inquiry **Subject:** "AI Safety Research - Constitutional Memory Architecture Validation"

**Technical Hook:** *"Constitutional memory represents practical implementation of AI alignment principles you've pioneered - user-controlled personalization ensuring AI systems remain aligned with human values and consent."*

### Research Value:

- Technical validation of privacy-preserving AI personalization
- Research publication opportunities in AI safety implementation
- Collaboration with Anthropic Claude (which independently validated the architecture)
- Academic partnerships for comprehensive AI safety research

## Third Route: Jade Leung (CTO)

**Contact:** Through governance framework discussion **Subject:** "AI Governance - Constitutional Memory Deployment Framework"

**Governance Hook:** *"Your OpenAI governance experience directly relates to constitutional memory challenges - how to deploy user-controlled AI personalization at scale while maintaining safety and ethical principles."*

### Implementation Value:

- Governance framework for ethical AI personalization
- Industry best practices for constitutional memory deployment
- Regulatory compliance architecture for UK AI leadership
- International standards development for user data sovereignty

# CONTACT INFORMATION

## General AISI Contact

- **Email:** [info@aisi.gov.uk](mailto:info@aisi.gov.uk)
- **Partnerships:** [partnerships@aisi.gov.uk](mailto:partnerships@aisi.gov.uk)
- **Address:** AI Safety Institute, Department for Science, Innovation & Technology

## LinkedIn Strategy

- **Ian Hogarth:** Most active on LinkedIn, posts regularly about AISI progress
- **Geoffrey Irving:** Technical research focus, responds to academic collaboration
- **Jade Leung:** Governance and policy expertise, OpenAI background relevant

## Alternative Government Routes

- **DSIT (Department for Science, Innovation & Technology):** Parent department

- **Innovation Funding:** Through Innovate UK connections
- **Research Collaboration:** Through UKRI (UK Research and Innovation)

## **KEY MESSAGING FOR AISI LEADERSHIP**

### **Constitutional Memory as AI Safety Infrastructure**

- **User Sovereignty:** Individuals control AI personalization vs. surveillance approaches
- **Alignment Maintenance:** AI systems remain aligned through user consent and control
- **Regulatory Compliance:** Native GDPR/AI Act compliance through privacy-by-design
- **Government Applications:** Secure AI deployment for sensitive public sector use

### **UK Strategic Advantages**

- **First-Mover Position:** UK leadership in ethical AI personalization regulation
- **Government Validation:** AISI backing for international credibility and standards
- **Academic Network:** Research partnerships with global universities
- **Enterprise Pipeline:** UK companies needing compliance-ready AI solutions

### **Research Collaboration Opportunities**

- **Technical Validation:** AISI assessment of constitutional memory architecture
- **Safety Framework:** Governance protocols for ethical AI personalization deployment
- **International Standards:** UK leadership in global AI safety through practical implementation
- **Publication Potential:** Research papers on constitutional memory as AI safety infrastructure

This leadership team represents exceptional technical expertise combined with government policy influence - exactly the validation needed for constitutional memory to become the global standard for ethical AI personalization.

# **3. UK AI SECURITY COMPANY** **PARTNERSHIP STRATEGY**

*Credibility Through Established UK AI Companies*

## **WHY THIS STRATEGY IS SUPERIOR**

### **Immediate Credibility Benefits**

- **Established company backing** vs. unknown individual entrepreneur
- **Technical team already in place** vs. waiting CTO
- **UK regulatory positioning** ahead of global compliance requirements
- **Government connections** through AI Safety Institute relationships
- **Enterprise customer base** for immediate pilot opportunities

### **Market Timing Advantages**

- **UK AI leadership** in safety and regulation globally
- **Government backing** for AI safety initiatives
- **Enterprise demand** for compliance-ready solutions
- **Brexit positioning** requiring UK-specific AI sovereignty

## **TARGET COMPANY CATEGORIES**

### **Tier 1: AI Security Specialists**

#### **Darktrace (Cambridge)**

- **Why Perfect:** AI security + privacy focus, enterprise customer base
- **Positioning:** Constitutional memory as next-gen data protection
- **Value Prop:** Expand beyond threat detection into ethical AI infrastructure
- **Decision Makers:** CEO Poppy Gustafsson, CTO Jack Stockdale

#### **Faculty AI (London)**

- **Why Strong:** Government AI advisory, ethical AI positioning
- **Positioning:** Constitutional memory for government/defense applications
- **Value Prop:** Privacy-preserving AI for sensitive public sector use
- **Decision Makers:** CEO Marc Warner, Government partnerships team

#### **Onfido (London)**

- **Why Relevant:** Identity verification + AI, privacy-first approach
- **Positioning:** Constitutional memory for identity-verified AI interactions
- **Value Prop:** Secure AI personalization layer for verified users
- **Decision Makers:** CEO Mike Tuchen, CTO Kevin Trilli

## **Tier 2: Privacy-Focused AI Companies**

### **Privitar (London)**

- **Why Fits:** Data privacy technology, enterprise focus
- **Positioning:** Constitutional memory as privacy-preserving AI layer
- **Value Prop:** Extend privacy tech into AI personalization
- **Decision Makers:** CEO Jason du Preez, partnerships team

### **Immersive Labs (Bristol)**

- **Why Relevant:** Cybersecurity training, AI-powered learning
- **Positioning:** Constitutional memory for personalized security training
- **Value Prop:** Privacy-preserving AI for sensitive training environments
- **Decision Makers:** CEO James Hadley, business development

## **Tier 3: Government-Connected AI**

### **ASI (AI Safety Institute) - Partnership Route**

- **Why Strategic:** Government backing, AI safety mandate
- **Positioning:** Constitutional memory as AI safety infrastructure
- **Value Prop:** UK leadership in safe AI deployment
- **Contact Route:** Through government innovation programs

### **Connected Places Catapult**

- **Why Relevant:** Government innovation funding, AI applications
- **Positioning:** Constitutional memory for smart city applications
- **Value Prop:** Privacy-preserving AI for public services

# PARTNERSHIP STRUCTURE FRAMEWORK

## Optimal Deal Structure

- **Your Contribution:** IP, vision, regulatory insight, Claude validation
- **Their Contribution:** Technical team, enterprise customers, UK credibility
- **Equity Split:** 40-60% (you) / 60-40% (them) with performance milestones
- **Investment:** £2-5M development + scaling capital
- **Timeline:** 6-month MVP, 12-month enterprise deployment

## Value Exchange Model

YOU BRING:

- Constitutional memory IP
- Claude AI validation
- Global market vision
- Anthropic relationships
- Academic partnerships

THEY BRING:

- Technical development team
- Enterprise customer pipeline
- UK regulatory relationships
- Government contract access
- Immediate credibility

## APPROACH STRATEGY

### Entry Point: AI Safety Institute

**Contact:** [partnerships@aisafety.gov.uk](mailto:partnerships@aisafety.gov.uk) or through BEIS innovation team

**Subject:** UK AI Safety Infrastructure - Constitutional Memory Initiative

**Opening:** *"The AI Safety Institute's mission to ensure safe AI deployment aligns perfectly with our constitutional memory platform - the first infrastructure enabling privacy-preserving AI personalization at enterprise scale."*

### Value Proposition:

- UK leadership in AI safety through practical implementation
- Government applications for sensitive AI deployments
- Enterprise compliance solution for UK companies
- International competitive advantage in ethical AI

## Corporate Partnership Approach

### Email Template (Darktrace Example)

**To:** [partnerships@darktrace.com](mailto:partnerships@darktrace.com), [business.development@darktrace.com](mailto:business.development@darktrace.com)

**Subject:** AI Security Evolution - Constitutional Memory Partnership

Dear Darktrace Partnership Team,

Your leadership in AI-powered cybersecurity has established the foundation for enterprise AI trust. Constitutional memory represents the next evolution - privacy-preserving AI personalization that extends your security philosophy into user experience.

### **Strategic Alignment:**

- Darktrace secures AI systems from external threats
- Constitutional memory secures user data within AI interactions
- Combined solution: Complete AI security stack for enterprises

### **Technical Innovation:**

- 900+ pages enterprise-grade code validated by Anthropic Claude
- Privacy-by-design architecture meeting UK GDPR requirements
- 6-month integration timeline for enterprise deployment
- Government AI Safety Institute alignment for regulatory positioning

**Partnership Opportunity:** Seeking UK technical partner to lead development and enterprise deployment in exchange for majority equity stake. Darktrace's enterprise customer base + constitutional memory = definitive AI security leadership.

### **Market Validation:**

- Anthropic partnership discussions active
- Stanford, Berkeley, MIT research collaborations developing
- Y-Combinator application decision pending September 5th
- UK government interest through AI Safety Institute connections

Brief discussion available this week?

Best regards, Greg Malpass Founder, Constitutional Memory Initiative +44 7850 230692  
[malpass.greg@gmail.com](mailto:malpass.greg@gmail.com)

Technical Assessment: [URL]

---

## **GOVERNMENT ROUTE STRATEGY**

### **Innovation Funding Access**

- **Innovate UK:** AI safety and privacy technology grants
- **BEIS:** Business innovation for AI safety applications
- **GCHQ Accelerator:** Security-focused AI innovation program
- **Defence Innovation Unit:** Military/government AI applications

### **Regulatory Positioning**

- **ICO Partnership:** Data protection compliance demonstration

- **Cabinet Office:** Government AI strategy alignment
- **DCMS:** Digital policy and innovation support
- **Treasury:** Economic impact of ethical AI leadership

## COMPETITIVE ADVANTAGES

### Why UK Companies Should Partner

1. **Global Market Access:** Constitutional memory as international standard
2. **Government Credibility:** AI Safety Institute validation for global sales
3. **Regulatory Leadership:** UK-first compliance for international expansion
4. **Technical De-risking:** Production-ready code reducing development investment
5. **Academic Validation:** Stanford/Berkeley partnerships for research credibility

### Why This Beats Current Approach

- **Immediate credibility** through established company backing
- **Technical execution** through experienced development teams
- **Enterprise access** through existing customer relationships
- **Government support** through regulatory alignment
- **Funding access** through corporate partnerships + innovation grants

## EXECUTION TIMELINE

### Week 1: Government Route

- Contact AI Safety Institute for partnership discussion
- Reach out to Innovate UK for funding alignment
- Connect with ICO for regulatory validation

### Week 2: Corporate Outreach

- Email Darktrace, Faculty AI, Onfido partnership teams
- LinkedIn outreach to decision makers
- Research additional UK AI security companies

### Week 3: Follow-up & Meetings

- Schedule partnership discussions with interested parties
- Prepare technical demonstrations and partnership proposals
- Evaluate partnership structures and equity arrangements

## SUCCESS METRICS

### Minimum Success

- 2+ partnership discussions scheduled
- Government interest or funding route identified

- Technical validation from established UK AI company

### **Target Success**

- Partnership agreement in principle with Tier 1 company
- Government backing or funding commitment
- Enterprise pilot customer identified

### **Optimal Success**

- Majority equity partnership with Darktrace/Faculty AI
- AI Safety Institute endorsement
- £2-5M development funding secured

This UK strategy leverages Brexit-driven need for AI sovereignty, government focus on AI safety, and established company credibility to accelerate market entry while solving your current team and credibility challenges.

# **4. OTHER AI SECURITY COMPANY PARTNERSHIP OPTIONS (US/UK)**

## **Cybersecurity & Identity Tech Companies (Potential Technical Partners)**

### **1. Okta**

- What they do: Leading identity and access management (IAM) solutions, now integrating AI-driven identity threat protection with behavioral analytics.
- Why they fit: Your platform's trust layer could align directly with Okta's focus on securing dynamic and machine-based identities.

### **2. CrowdStrike**

- What they do: AI-native endpoint, cloud, and identity protection via its Falcon platform. Offers proactive threat detection and unified security across environments.
- Why they fit: Their infrastructure could support securing enterprise and chatbot endpoints, with real-time threat insights.

### **3. Deep Instinct**

- What they do: Zero-day data security using proprietary deep learning to preemptively block unknown threats, with explainability and rapid response.
- Why they fit: Perfect alignment if you're securing conversational AI data flows where novel attack vectors emerge rapidly.

### **4. Other Relevant Players (Stock Spotlight)**

- Qualys: AI-enhanced vulnerability management for cloud and LLM-aware environments.
- Zscaler & Fortinet: Zero-trust frameworks and cost-efficient, AI-driven threat detection.

## **AI-Cybersecurity Startups (Innovative Pilots & Strategic Tech Partnerships)**

### **1. Reco**

- About: Uses generative AI agents to monitor SaaS usage and secure cloud applications, focusing on the "shadow SaaS" problem in enterprises.

- Why they fit: Their “AI security agent” approach could extend to monitoring chatbot platforms and identity flows.

## **2. Unbound**

- About: Enterprise AI security startup—recently raised a \$4 million seed round led by Race Capital.
- Why they fit: Promising early-stage partner for joint innovation in securing AI systems.

## **3. Oasis Security**

- About: Focused on non-human identity management, with \$75M funding already raised. Addresses a growing need in securing automated, machine identities.
- Why they fit: AI chatbots are non-human identities—this platform could form a core component of your identity trust layer.

# **Strategic Investors for AI + Security Ventures**

## **1. Felicis Ventures**

- Why they stand out: A founder-aligned VC with a \$900M 10th fund raised in mid-2025, investing heavily in AI and security infrastructure at early stages.

## **2. Basis Set**

- Why they stand out: Specialized in early-stage AI investments, managing \$600M in assets. Ideal fit for AI-first ventures.

## **3. Unusual Ventures**

- Why they stand out: Seed-stage, enterprise software and AI focus, hands-on approach to support early growth.

## **4. Accel**

- Why they stand out: Strong track record in cybersecurity (e.g., CrowdStrike), global presence, and flexibility across stages.

## **5. SoftBank Investment Advisers (Vision Fund)**

- Why they stand out: Based in the UK, deep pockets, a history of investing in AI and cyber security—e.g., Cybereason, Claroty, Cato Networks.

## 6. Other Notable Security VCs

- Boldstart, Aspect Ventures, Cyberstarts, ABRY, Atlas Venture—all actively investing in AI and enterprise security startups.

## 7. Big AI Investors

- Andreessen Horowitz (a16z): Most active in AI-related rounds globally.
- Lightspeed, Sequoia, Y Combinator, General Catalyst: Leading AI deals, including foundational tech and agent platforms.

## Suggested Next Steps

Objective	Recommended Partner
Pilot technology partner: validate identity trust layer via AI-applicable security solution	Oasis Security, Reco, or Unbound
Strategic enterprise security integration: build robust, scalable identity layer	Okta, CrowdStrike, Deep Instinct
Funding + founder-led support	Early-stage AI/security VCs: Felicis, Basis Set, Unusual Ventures
Scale + strategic AI/enterprise reach	Growth VCs: Accel, SoftBank, a16z, Sequoia, Lightspeed

## Summary

- For technical validation, early-stage players like Oasis, Reco, or Unbound offer innovation in securing AI identity flows.
- For enterprise-grade infrastructure, consider partnering with Okta (identity management), CrowdStrike (endpoint + identity protection), or Deep Instinct (AI-driven zero-day defense).
- For capital and growth, striking with VCs like Felicis, Basis Set, Unusual Ventures, Accel, or even SoftBank could propel your platform from pilot to category creation.
- Industry buzz and AI-powerhouse backing (a16z, Lightspeed, Sequoia) would add both capital and massive domain credibility.

# **5.A STRATEGY FOR ACADEMIC INNOVATION UNIVERSITY PARTNERSHIP**

**Intent:** Creates credibility and pilot traction to attract investors or strategic partners like Anthropic, Microsoft, or Darktrace.

## **Destiny-Gram – Entrepreneur-in-Residence (EIR) Proposal**

Prepared for: [University Innovation Office / LBS Entrepreneurship Centre]

Prepared by: [Your Name, LBS & St George's Alumnus]

Date: [Insert Date]

### **1. Overview**

Destiny-Gram is an AI-driven platform designed to securely create, manage, and share multidimensional personal profiles for users across AI chatbots, enterprises, and educational contexts.

We seek a collaboration with [University] as an Entrepreneur-in-Residence to leverage university expertise, infrastructure, and student/researcher talent to pilot our MVP and validate technology.

### **2. EIR Role & Objectives**

#### **Role of Entrepreneur-in-Residence:**

- Lead development of MVP in collaboration with university lab resources.
- Engage university students, postdocs, or research staff as co-developers/advisors.
- Pilot Destiny-Gram with select student populations or lab-based simulations.
- Establish IP ownership structure and protect data security standards.
- Prepare for early-stage investor engagement with a validated MVP.

#### **Objectives:**

1. Deliver MVP demonstrating AI-driven personal profile creation and secure context-sharing.
2. Validate technical architecture and security framework in a university pilot.
3. Generate early traction data for investor conversations.

### 3. Proposed Terms

Component	Proposal
Duration	6-12 months (review after 6 months for continuation or spinout).
Stipend	£3,000-£5,000 /month ( negotiable depending on resource support).
University Equity / IP	<5% equity in newco OR licensing agreement for university IP contributions; Destiny-Gram retains primary IP.
Resource Support	Lab space, access to student/research collaborators, mentoring from faculty/innovation office, legal/IP support for spinout.
Deliverables / Milestones	1. MVP prototype (3 months) 2. Pilot test report with students or simulated enterprise data (6 months) 3. Investor-ready pitch deck + technical validation (12 months).
Technical Co-founders / Family Contributors	Technical co-founders may vest equity over milestones; family members hold legacy equity pledged upon success.

### 4. Benefits to University

- Exposure to cutting-edge AI/edtech security research.
- Opportunity for faculty, postdocs, and students to collaborate on applied AI research.
- Potential licensing revenue or equity upside in a promising AI security startup.
- Enhanced university entrepreneurial reputation through pilot publications or case studies.

### 5. Next Steps

1. Schedule initial meeting to present Destiny-Gram MVP concepts and early codebase.
2. Agree on formal EIR terms and milestone deliverables.
3. Launch pilot project with student/research collaborators.
4. Use pilot results to attract technical co-founder(s) and seed investment.

Signature: \_\_\_\_\_

Name / Role: \_\_\_\_\_

Date: \_\_\_\_\_