



# The First Unified Enterprise Trust Platform

THE ALL-IN-ONE PLATFORM

Governed by Lawyers

Executed by AI

The Guiding Infrastructure For The Regulatory Era

An ecosystem of 70+ firms with presence in 50+ jurisdictions:  
the human intelligence and the route to market

AN **EXAMPLE** PROBLEM: REGULATED COORDINATION FAILURE

# Friday. 11pm. A Data breach. Multiple jurisdictions in different time zones.

An email drops. A major client breach.

**Different regulatory  
clocks start  
For example:**

Dora  
Financial Services

**4 hrs**



NIS2 CNI  
Information Systems

**24 hrs**



GDPR

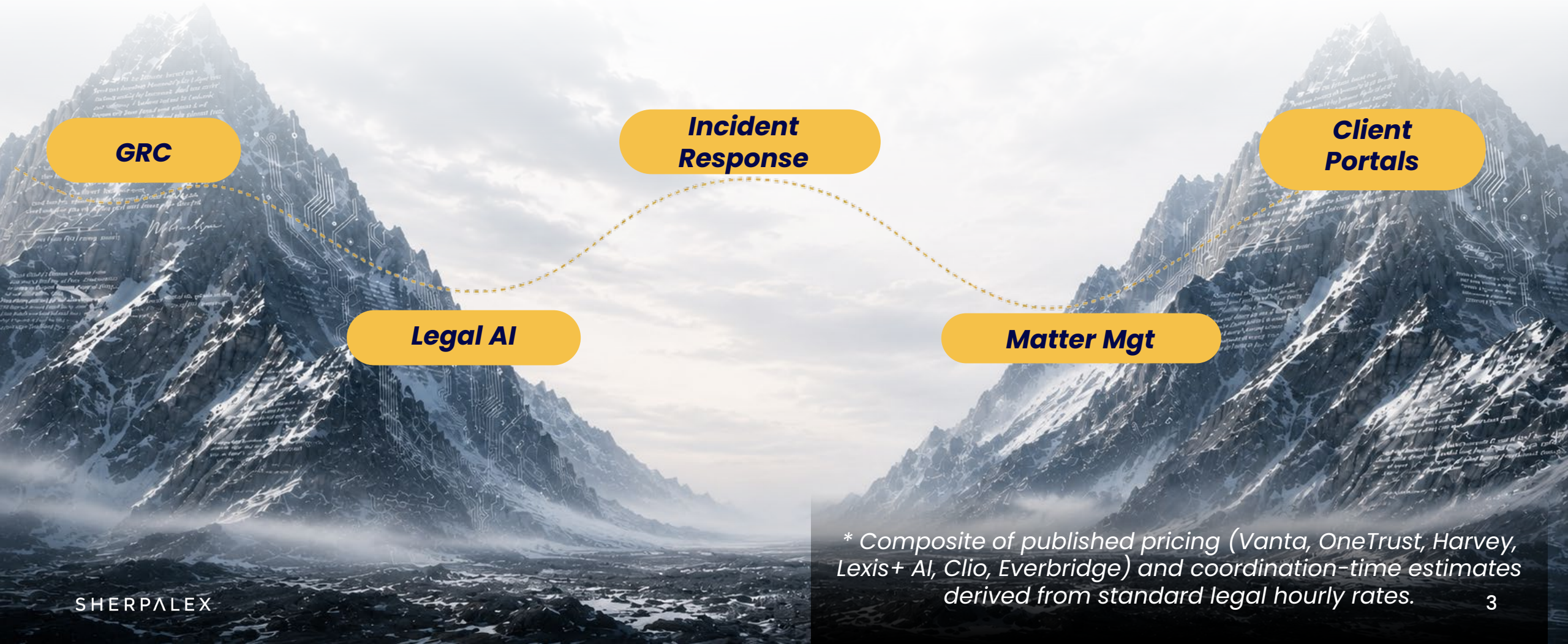
**72 hrs**



What would you do?

Directors personally liable. Fines up to  
€20M or 4% of the global annual turnover

# Fragmented tools and coordination cost £400–800k annually\*, plus their wasted time!



\* Composite of published pricing (Vanta, OneTrust, Harvey, Lexis+ AI, Clio, Everbridge) and coordination-time estimates derived from standard legal hourly rates.

WE WORK WITH CLIENTS FACING THESE ISSUES EVERY DAY!

# Built and exited inside this market. Partnered with a 70+ firm global alliance in need of this solution



**Charlotte Riley**

CO-FOUNDER

## EXITED FOUNDER: PROVEN & TRUSTED

CTO and Exited Founder of CSS Assure

Built and exited in the market.  
Technical Leader with 20+ years: NATO, MOD and Industry



macpherson kelley.



**Andrea Chmielinski Bigazzi**

CO-FOUNDER

## INTERNATIONAL LEGAL AUTHORITY

Co-Founder of PrivacyRules

Founded, launched and led PrivacyRules.  
20+ years: UN, EU and NATO



**TIMELEX**



**Alessandro Di Mattia**

CO-FOUNDER

## THE DISTRIBUTION ENGINE

Director of PrivacyRules

Runs the international alliance of Top and Mid-Tier law firms supporting 1,000's of enterprise clients



THE SOLUTION: SHERPALEX

# Four tool categories, consolidated. Then it runs the work for you.

## Today: Fragmented & Manual



**GRC**  
Vanta · Drata  
OneTrust



**MATTER MGMT**  
Clio · iManage



**LEGAL AI**  
Harvey · Lexis+  
CoCounsel



**INCIDENT RESPONSE**  
Everbridge  
OnSolve

Phone calls · email chains · no shared record  
disconnected databases and nearly impossible to audit.



**Meridian Capital Group**  
847 obligations · 5 frameworks · 5 jurisdictions

**TONIA — ACTIVE**

**ACTIVITY FEED**  
23:07:14 Incident detected — unauthorised access  
23:07:15 DORA threshold confirmed — BREACHED  
23:07:15 7 regulatory clocks started  
23:07:16 5 specialists notified  
23:07:16 All brief documents delivered  
23:07:17 Client portal updated  
23:07:19 Board notification generated

**DORA 4-HOUR CLOCK**  
Deadline: Sat 03:07:15  
Authorities: BaFin · ACPR · KNF · CBI · DNB

**INCIDENT DETECTED**  
Unauthorised access — customer data repository  
847 records potentially affected  
Operations: DE and FR entities  
Governance record: started — 23:07:14

**CONSEQUENCE ASSESSMENT**  
Cross-referencing Meridian regulatory profile ...

- GDPR Art.33: personal data — 72-hour clock — BfDI
- NIS2 Art.23 (DE/FR): significant incident — 24-hour clock — BSI · ANSSI
- DORA Art.19: financial entity — ICT disruption — customer data confirmed

**DORA THRESHOLD: BREACHED**  
Financial services entity: confirmed ✓  
ICT disruption affecting services: confirmed ✓  
Customer data affected: confirmed ✓ (847 records)

4-HOUR CLOCK STARTED: 23:07:15  
Deadline: Saturday 03:07:15  
Authorities: BaFin · ACPR · KNF · CBI · DNB

7 regulatory clocks now running.  
Most urgent: DORA — 3 hours 59 minutes remaining.

**ROUTING — THREE DISCIPLINES**

- Legal (DORA/GDPR): PrivacyRules DE — DORA specialist  
Brief: generating... delivered 23:07:16
- Legal (NIS2/GDPR FR): PrivacyRules FR — NIS2 lead  
Brief: delivered 23:07:16

**ALLIANCE EXCHANGE**

- DE PrivacyRules DE DORA specialist
- FR PrivacyRules FR NIS2 lead
- PL PrivacyRules PL KNF specialist
- Cyber Advisory NIS2 technical · Forensic
- Crisis Communications COMMS HOLD

All 5 specialists notified  
3 seconds after detection

### Breach Detected

Different regulatory  
clocks start

### Generates the breach reports

DORA / NIS2 / GDPR  
reports

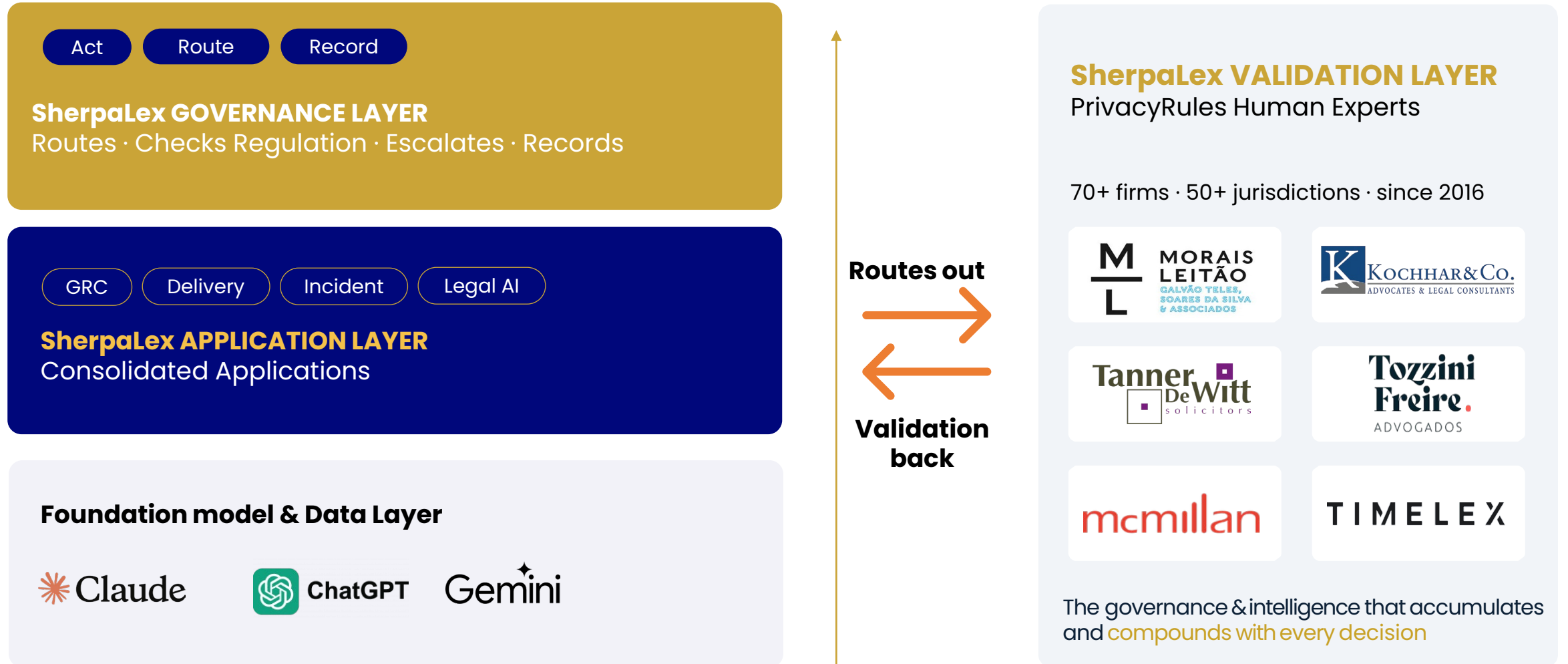
### Notifies the network

PrivacyRules specialists,  
internationally

## HOW IT WORKS

# The trust and assurance layer for AI

Governance wraps everything the platform does, and routes the work out to the lawyers who govern it



DISTRIBUTION, ALREADY BUILD

# We don't need to find a market. We already have one.

**M** MORAIS LEITÃO  
**L** GALVÃO TELES, SOARES DA SILVA  
& ASSOCIADOS

**FBT**  
Gibbons

**Tozzini**  
**Freire.**  
ADVOGADOS

**T I M E L E X**

**K** KOCHHAR & CO.  
ADVOCATES & LEGAL CONSULTANTS

**Tanner**  
**DeWitt**  
solicitors

**RocaJunyent**

macpherson kelley.

**mcmillan**

**EVERY FIRM GETS A FREE SherpaLex PORTAL**

Refers work out | receives work in | service it in  
one governed place



## Access to 25,000+ Clients

SHERPALEX

## £40M+ ARR is reachable in the network

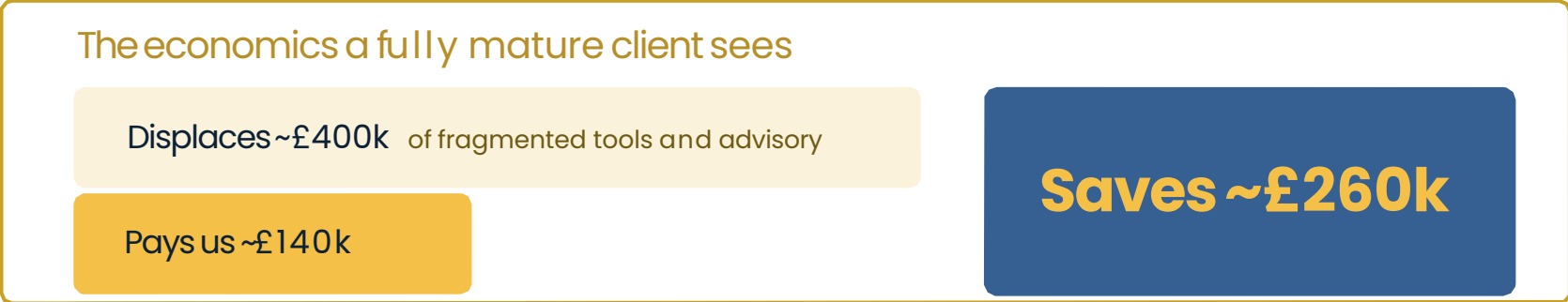
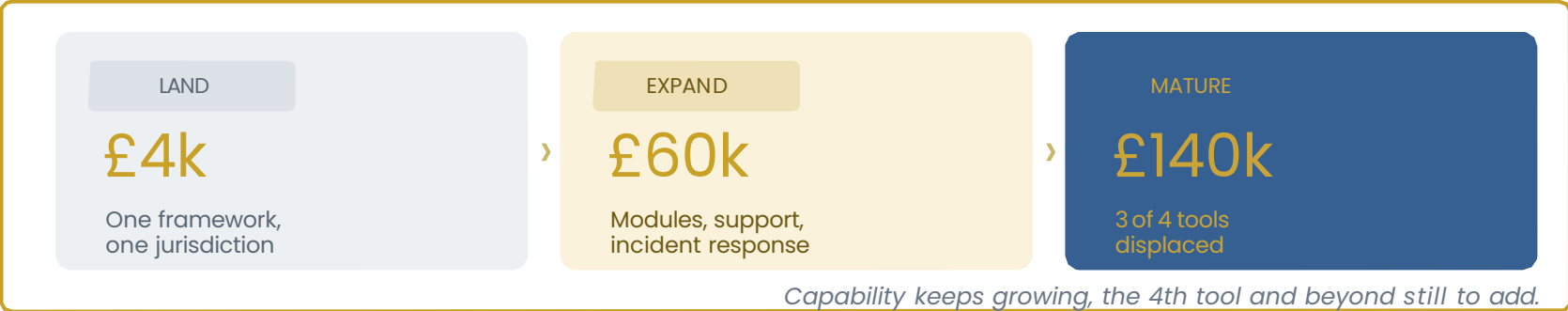
**PRIVACY  
RULES**



## The PrivacyRules Alliance

70+ firms · 50+ jurisdictions · since 2016. A warm,  
trusted channel into prestige regulated clients

# A bottom-up route into a large, fast-growing regulated market with perfect sticky revenue



**The market beyond the alliance**

**£95bn** Global value of combined solutions

**3m** Enterprises haven't invested in any of the solutions

**~15%** Annual market growth

# We Orchestrate, Automate and Govern the legal delivery workflow

	<b>SherpaLex</b> <i>Unifies. Executes. Governs.</i>	<b>GRC</b> <i>Audits compliance</i>	<b>Legal AI</b> <i>Suggests output</i>	<b>Legal Delivery</b> <i>Firm-side workflows</i>	<b>Foundation</b> <i>Generates text</i>
<b>Compliance mapping &amp; audit readiness</b>	✓	✓	✗	✗	✗
<b>Drafting &amp; research output</b>	✓	✗	✓	✗	✓
<b>Matter &amp; document management</b>	✓	✗	✗	✓	✗
<b>Coordinates legal + cyber + crisis response</b>	✓	✗	✗	✗	✗
<b>Auto-generates DORA / NIS2 etc. breach reports</b>	✓	✗	✗	✗	✗

## WHY ONLY SHERPALEX

### A network ready to sell

70 firms, 50 jurisdictions, already serving the clients. No cold outbound

### One connected layer

Replaces 4-6 disconnected tools and saves clients over 50%

### International legal experts in the loop

Built and governed by lawyers. Every output is defensible because a specialist stands behind it.

### TONIA the new AI symbiont that governs it

Wraps any LLM or data source with escalation rules, validation, jurisdiction logic and an audit trail. The output becomes something a regulated board can rely on

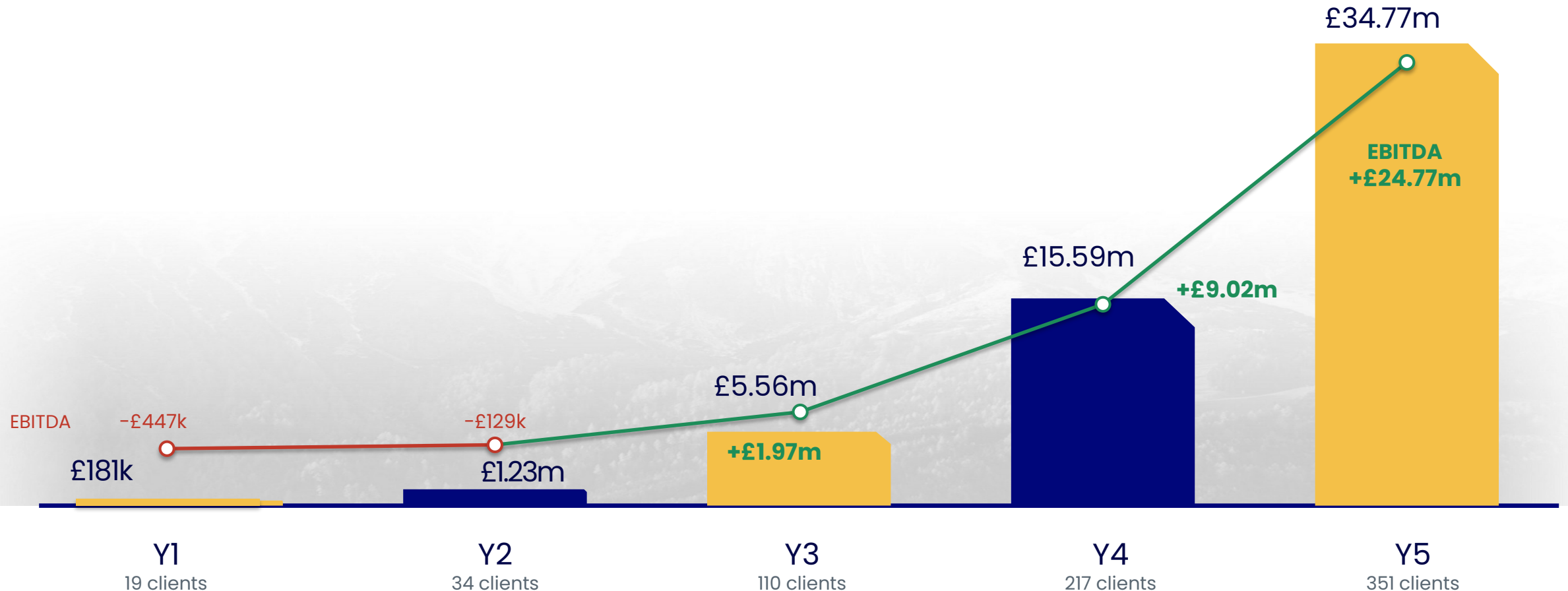
**TONIA sits above every column. SherpaLex** governs whatever AI you already use.

*5 Capabilities of regulated legal work now all performed in one governed layer*

# SherpaLex = A Clear Path to £35m+ Revenue

RECOGNISED REVENUE (£m)

4 Channels · Pre-seed capital only · Annual-in-advance subscription model · EBITDA post R&D credit · clients at EoM



# The build is underway. Seed-ready by month 18.



## Briefing the whole 70+ Firm Alliance

The Alliance is the customer base.



## 3 Firms In Active Talks for LOIs

Multiple firms in conversation, pre-MVP.



## Regulation Is Forcing It

DORA Jan 2025 · NIS2 live · personal liability.

INVESTMENT PROPOSITION  
PRE-SEED · SEIS ELIGIBLE

The Ask.  
**£650,000**

18-MONTH RUNWAY and PROFITABLE

SEIS ELIGIBLE



### Build

MVP, Frameworks, AI Integration

~40%



### Hire

CTO, leadership, commercial mgr

~25%



### Activate

Pilots, sales, marketing

~20%



### Operate

Admin, infrastructure

~15%

# Clear & Obvious Exit Potential

<p><b>GRC SAAS</b></p> <p><b>Audit Board</b></p> <p>Hg Capital</p> <p>2024</p> <p><b>\$3bn</b></p> <p>~15x ARR</p>	<p><b>UK REGTECH</b></p> <p><b>Fund Apps</b></p> <p>FTV Capital</p> <p>2024</p> <p><b>£370m</b></p> <p>10.6x ARR</p>	<p><b>COMPLIANCE</b></p> <p><b>Bio Catch</b></p> <p>Permira</p> <p>2024</p> <p><b>€1.3bn</b></p> <p>10.2x ARR</p>	<p><b>LEGAL AI</b></p> <p><b>Case text</b></p> <p>Thomson Reuters</p> <p>2023</p> <p><b>\$650M</b></p> <p>-</p>
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## **SHERPALEX: the first unified enterprise trust platform**

A new world where AI in regulated work is trusted by default

BASE CASE —  
YEAR 5 EXIT

**£40M+**

YEAR 5 ARR

**10x ARR**

EXIT MULTIPLE

**£400M**

Implied exit value

THE WINDOW IS NOW

# Foundation models generate. They do not govern. They do not orchestrate.



## Regulation made it personal. DORA & NIS2

Personal liability, criminal exposure, management bans. The AI that speeds the work now carries the risk



## SaaS is dead. Long live Service-as-Software

**PitchBook, Q1 2026:** The winners combine distribution, data context, workflow and governance into durable moats. That is exactly what SherpaLex is



THE RACE INTO LEGAL AI

## Claude for legal has arrived

- 12 practice-area plugins, 20+ connectors (iManage, LexisNexis, DocuSign, Westlaw)
- Harvey, Legora and others now build on top of Claude



THE GOVERNANCE GAP IT LEAVES

## And it is already biting

- Judges have flagged AI errors in 1,457+ filings worldwide: lawyers now sanctioned (Ayinde, 2025)
- AI work reads confident even when wrong. Verification falls on senior lawyers and takes longer