

# Serial Global Entrepreneur, AI VC Partner, Board Advisor

## A True Innovator In Investing and Business

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Able to Travel - References Upon Request as Needed and As Relevant (However, There Are Numerous References Listed On My LinkedIn Profile)

## **PAUL ANTHONY CLAXTON**

### **PROFESSIONAL SUMMARY**

I am a Managing General Partner at Digerati Investments, an early-stage AI investor that focuses on impact-driven companies that improve people's welfare, economy, and environment. With almost 10 years of experience as a serial entrepreneur and an emerging fund manager, I have co-founded and led several ventures in the fields of innovation, market development, talent recruitment, and technology acceleration, working with global and diverse partners across various industries and sectors. As a Head of Silicon Valley Syndicate Club - Los Angeles Chapter at Network VC, I also facilitate co-investment opportunities for private investors to join deals with well-known VCs, such as Softbank, Samsung Ventures, BlackRock, Andreessen Horowitz, and Founders Fund. I am passionate about solving unmet needs with emerging technologies, creating technology success stories, and advancing global society forward for the greater good. I am a public speaker, an author, a San Diego Business Journal 40 under 40 honoree, and a U.S. Marine veteran with 10 years on active duty and four combat tours. I am currently pursuing my MBA of Finance at Harvard University and hold a Bachelor of Science in Criminal Law and Psychology from Park University and a Military Leadership and Strategy certificate from Marine Corps University. Over the course of my career, I have developed and launched multiple products, such as most recently the Reloadable Note™, a replacement to the SAFE note, and also a product called ScaleCurves™ – a purpose-built platform designed for the private equity and venture capital ecosystem. The platform enhances due diligence precision and portfolio performance management, while also providing founders with operational intelligence tools to drive efficiency and execution discipline.

### **HOW I VIEW BUSINESS AND CAPITALISM**

Capitalism isn't about making money at its core, that's only a byproduct reward. To me it's about advancement for the greater good and improving people's lives. I'll make a statement on the world by using technology, best business practices and leadership to improve people's lives. Live Long and Prosper. I truly believe capitalism is about capitalizing on opportunities to pay it forward. SEMPER FI!

### **HOW I VIEW ENTREPRENEURSHIP IN QUOTES**

"If you are not trying to take over the world and you are an entrepreneur, then what are you doing?" - PC

"I believe people become entrepreneurs because they strive to put it all on the line to make the world a better place and improve the lives of others" - PC

"When something is important enough, you do it even if the odds are not in your favor" Elon Musk

"No matter how you feel about Artificial Intelligence (AI), the question to ask is, does AI need us, or do we need it?"

### **KNOWLEDGE AREAS**

Business Analysis – Technology Innovation and Product Strategy – Building Teams and Scalable Operations – Contingency Labor and Supply Chain Resources – Marketing and Growth Hacks – Venture Capital – PR/Media and Public Speaking – Global Markets – Bootstrapping Companies/LEAN approach –Dealmaking/Architecting the Deal From Nothing

### **FOCUS AREAS**

Less Talk; i.e. More Execution and Action – Results – Commitment and Consistency – Endurance – Resilience and high-risk propensity – Diversity and Inclusion – Continuous Improvement and Humility

### **MARKETS**

Europe – United Kingdom – North America – Ireland

### **DOMAIN AREAS**

Robotics (Robotics Inspire Technologies i.e. Artificial Intelligence, Machine Learning etc.) – Department of Defense (DoD) – SaaS – Smart Technologies and IoT

## PROFESSIONAL EXPERIENCE

**Reciprocity ROI, LLC (Late Stage Accelerator) and Partners**, Founder/CEO of Reciprocity ROI, – Awarded Consulting Firm, Minneapolis, MN, 2016 – Present

**Empire Headhunters, subsidiary of Reciprocity ROI, LLC (Technology Recruitment Firm)** Co-Founder, Minneapolis, MN, 2016 – 2024

**Startup ROI, subsidiary of Reciprocity ROI, LLC (Early Stage AI First Accelerator)** Co-Founder, Los Angeles, CA, 2016 – 2024

**Silicon Beach New Tech, business division of Reciprocity ROI, LLC (Technology Events Platform)** Co-Founder, Los Angeles, CA, 2016 – 2024

**Q1 Velocity Venture Capital (Early Stage Artificial Intelligence VC Firm)** Managing General Partner, Los Angeles, CA, 2022-2025

**Digerati Investments (Early Stage Artificial Intelligence VC Firm)** Managing General Partner, Los Angeles, CA, 2025 – Present

Credibility is determined by the ability to produce ROI and be dependable. My relationships mean the world to me, so before we do business, we ensure that the ROI potential is significant, and we support the ROI potential with resources from our subsidiary companies and partners. Most of all we ensure that the people we are dealing with are accountable, dependable and have a strong sense of integrity. Together we invest our money and resources into already profitable, but rare opportunities that make sense as well as things we like and people we like, and our partnerships that span the globe. I continue to work with family offices, funds of funds, HNWI/UHNWI, institutional investors, universities, and corporate venture innovation divisions across the globe. **Connected to TOP 50 Family Offices in the world.**

- My companies have secured numerous banking and funding partners to assist startups with all sorts of funding e.g. mezzanine, debt, equity, lease-buy-back/venture leasing, escrow, and revenue-based finance
- **Venture Partner to Venture Capital Firms and Constituents with many decision makers across the funding space**
- My companies have engaged on innovation efforts with many large companies like Toyota, Festo, and Sodexo
- **Built and bootstrapped revenue for Reciprocity ROI, LLC to 200k annual reoccurring within 90 days and further to 600k over a year**
- Bootstrapped Reciprocity ROI, LLC to a staff of approximately 15 people and 50 on/off consultants
- **Delivered well over 300k worth of profitable business and over 1 million dollars in the pipeline to a client within 4 months of the initial engagement which led to the successful acquisition of the company's team by another firm (referenceable)**
- **Generated 6.5mm dollars in 2 months under an SEC registered fund with over 500mm pipelined for follow-on funds (referenceable)**
- **In 3 weeks produced 100k in promissory notes for a private venture (referenceable)**
- **Secured returns on an investment of 125 percent in 3 years (referenceable)**
- **Brought in over 200k in investment for a pre-ICO launch company from multiple investors**
- Chairperson to a local Minneapolis chapter for International Trade Council
- Interacted daily and mentored at several accelerators across the globe
- Reciprocity ROI, LLC was recruited by Samsung to help run their pitch events for their innovation and research accelerator
- **Bootstrapped a 50-million-dollar VC firm, Q1 Velocity Venture Capital**
- **Launched a second VC Firm, Digerati Investments, [digeratiinvestments.com](http://digeratiinvestments.com)**
- Extensive reach into DoD territory and entities such as NSIN - National Security Innovation Network, [NSIN.mil](http://NSIN.mil)
- Asked to participate as a judge and mentor in the Conrad Challenge [conradchallenge.org](http://conradchallenge.org) and other similar programs
- **Sourced a 25mm dollar tender bid to the U.S. Army**
- Head of Los Angeles Chapter for [Silicon Valley Syndicate Club, svsy.club](http://Silicon Valley Syndicate Club, svsy.club) under [Network Venture Capital, network.vc](http://Network Venture Capital, network.vc)
- Co-Founder of **AI first Accelerator, Startup ROI**
- Ambassador to [AI Accelerator Institute, aiacceleratorinstitute.com/meet-the-ambassadors-2/](http://AI Accelerator Institute, aiacceleratorinstitute.com/meet-the-ambassadors-2/)
- Launched San Diego chapter for the [AI Collective](http://AI Collective); this chapter is sponsored by Amazon
- Selected as one of only 300 participants from over 2,000 applicants for the prestigious VC Lab Program, founded and led by [Adeo Rossi](http://Adeo Rossi), creator of the Convertible Equity instrument that inspired Y Combinator's SAFE note

## EDUCATION

- Park University, Parkville, MO, BS Law, 2009
- Harvard University Extension School, Cambridge, MA, MA Finance, Ongoing
- SQL Server Training Conference, Minneapolis, MN, 2013
- 3-day Danny Cahill Sales Conference Training, Hartford, CT, 2012
- Operational Management and Leadership Courses, Military, 2011

## ORGANIZATIONS AND VOLUNTEERING

- NFTE (Network for Teaching Entrepreneurship) – Volunteer, 2018
- Toastmasters International – Member, 2017
- Your Corporate Allies – Venue Manager, 2016
- VFW (Veterans of Foreign Wars) – Member, 2014
- Gerson Lerhman Group (GLG) –Council Member, 2018
- Veterati – Veteran Business Mentor, 2019 (profile not publicly sharable)
- Torch.io - Business Mentor, 2020 (profile not publicly sharable)
- **Board Advisor to Cyber and Technology Programs at Ithaca College**

## AWARDS

- Command Operations Center Mission Excellence Award (Commendation award given for excellent work as an operations manager)
- Excellence in Fitness Standards Award (Given for enforcement in maintaining fitness standards of excellence amongst Marines)
- Performance and Conduct Award given for exemplary professional performance and conduct (Received twice)
- Logistical Transport Operations Award (Meritorious Mast Award for exceptional performance logistical transport initiatives for recruiting operations at the Minneapolis-St. Paul – MEPS – Military Entrance Processing Station)
- Formal letter of recognition (For assisting in the fitness and suicide awareness and prevention of Marines)
- Operational Excellence Award given by U.S. Marine Corps Major General Timothy C. Hanifen (For exemplary performance as an administrative operations manager)
- Recognized twice by Link Executive Search for outstanding sales
- Recognized in Minneapolis-St. Paul Business Journal under "People on the Move" See CV site [paulclaxton.io](http://paulclaxton.io) under in the media for the url):
- Nominated for the 2018 Entrepreneur Awards and awarded for Small Business Awards of 2019 by [CV-Magazine.com](http://CV-Magazine.com)
- **40 under 40, by San Diego Business Journal, 2021** (See CV site [paulclaxton.io](http://paulclaxton.io) under "in the media" for the url)
- **Inducted into Marquis Who's Who**

## SECURITY CLEARANCE

- Secret (expired/inactive)

## PUBLICATIONS

- LinkedIn Publications (See my LinkedIn profile [linkedin.com/in/businessmanathletemarine/](https://linkedin.com/in/businessmanathletemarine/))
- [BuildingtheNucleus.com](https://BuildingtheNucleus.com) – Personal Authorship. Business book due to be released late 2023
- Co-Authored a Business book (See CV site [paulclaxton.io](http://paulclaxton.io) under "in the media" for the url)
- Endorsed AI Startup Strategy: From Idea to Exit, by leading AI Professor, Dr. Adhiguna Mahendra, [aistartupstrategy.com](https://aistartupstrategy.com)
- Appeared in Visionary Leadership, [Dr.Thomas E. Anderson](https://Dr.ThomasE.Anderson)
- Contributed to final manuscript of [The Future of Venture Capital, Rafe Furst](https://TheFutureofVentureCapital.com)
- IdeaScale Innovation and Business Blog, [ideascale.com/contributor/paul-claxton/](https://ideascale.com/contributor/paul-claxton/)

## PUBLIC SPEAKING APPEARANCES

- Host of podcast, Capital Unscripted, [capitalunscripted.com](http://capitalunscripted.com)
- Host of podcast, Explainable AI, [alliance.ghost.io/podcast/explainable-ai/](http://alliance.ghost.io/podcast/explainable-ai/)
- Presentation on entrepreneurship at [UCLA.edu](http://UCLA.edu)
- OTHER: Provided at request

## OTHER

- Member of [PARA.expert](http://PARA.expert) - The Professional Association of Robotics and Automation
- Member of [Greentech.Earth](http://Greentech.Earth) - Out of 1,000 companies, Reciprocity ROI, LLC was selected to be part of this organization focused on ESG's; community of 500+ Greentech companies 500+ top tier VCs, media and experts
- Member of [ForbesBlk](http://ForbesBlk), [forbes.com/forbesblk](http://forbes.com/forbesblk)
- Member of [Black In AI](http://Black In AI), [blackinai.github.io/](http://blackinai.github.io/)
- Member of [AI2030.org](http://AI2030.org)
- Mentor on Wall Street Oasis, by invite only selected as a mentor for Wall Street Oasis, one of the world's largest finance and investing communities (3M+ members), providing guidance to aspiring professionals in venture capital, investment banking, and private equity
- Founder of Run to Raise, where I run my age in miles each year to back early-stage entrepreneurs fighting to make their first raise

## PERSONAL STATEMENT

*While I cannot list all of my doings in this resume, I will leave you with a heartfelt personal statement below:*

I love launching companies. I love entrepreneurship. I love venture capital. I am a continuous learner who loves what the unknown journey brings. I believe there are more problems in the world than solutions, and we need innovation to drive the new solutions to issues we have not solved or even considered looking at yet from a global level. I believe business needs to be redefined by innovation and diversity in all aspects, and people are at the heart of that, but technology is the catalyst. I have experienced costly failures as an entrepreneur, but those failures have turned into more lucrative successes, therefore trumping the failures. I think about my failures daily, I dream about them, and it keeps me humble and non-complacent which is the perfect mixture to attain ultimate success. I love entrepreneurship and venture capital, not just as a business endeavor, but as a force for good and a way of looking at and living life.