Why We're Betting on Robin AI to Transform Legal Workflows
By James Loftus

I'm excited to share that PayPal Ventures has invested in Robin AI, a company that's doing some really exciting work leveraging AI in the legal tech space. Robin AI makes contracts simple for legal teams with AI-powered software that significantly accelerates the review process.

As investors, we're always on the lookout for startups that are not just following trends – but actually setting new ones. And we've been more and more focused on AI applications that can automate workflows across various industries and verticals. The legal industry, traditionally labor-intensive, is now seeing the emergence of AI technologies that streamline processes and improve efficiency, and we see significant potential in this growing space. After months of meeting different legal AI companies, we concluded that Robin AI is one of those rare companies poised to make a real impact, particularly in the world of corporate legal teams.

Why This Investment Resonates
For a bit of background, before I entered the world of venture capital, I spent a decade as a corporate lawyer. That experience gave me a front-row seat to the inefficiencies and bottlenecks that can plague legal workflows. Even though I'm no longer practicing law, I still carry those experiences with me, which is part of why I'm so enthusiastic about what Robin AI is doing. The potential for AI to take over the tedious, time-consuming parts of legal work and let lawyers focus on the more strategic, human elements—that's something I wish I had when I was in the trenches.

So, What's So Interesting About Robin AI?
Legal tech is a crowded space, but Robin AI caught our attention for a few reasons. First, the company's platform was built from the ground up to be AI-native, which means the tech isn't an afterthought—it's at the core of what they do. And they're not just targeting law firms, where innovation tends to move more slowly. Instead, they're focusing on corporate legal departments, where there's a real hunger for tools that make life easier and work more efficient.

One thing that stood out to us was how Robin AI handles data. From day one, they've had a smart, thoughtful approach to using customer data to continually improve their models, all while ensuring privacy and security. This gives them a huge edge in creating a product that's not just great – but keeps getting better. And the results speak for themselves. With dozens of blue-chip customers, they're already making a difference and standing out in the market as a trusted partner to top corporate legal departments.

Why We're Excited About the Future with Robin AI
Investing in Robin AI isn't just about putting money into a promising startup; it's about backing a team that truly understands the legal industry. Richard Robinson, Robin AI's

CEO and co-founder, was a corporate lawyer before he became an entrepreneur, so he knows firsthand exactly where innovation is needed. His vision, combined with the technical chops of the Robin AI team, makes us confident that they're on the path to something big.

As someone who's spent years in the legal world, I'm particularly excited about the potential here. Robin AI is doing more than automating tasks – they're enabling legal teams to work smarter and faster, without sacrificing the quality of their work. That's a game-changer for any company.

We're looking forward to seeing where this journey takes us and how Robin AI will continue to evolve and disrupt the legal industry. It's early days, but the future looks bright.

To learn more about how Robin AI can transform your legal department:
https://www.robinai.com/

To check out current openings at Robin AI: https://www.robinai.com/careers