

**Backed by Y Combinator and 20 unicorn founders, Moritz lands \$9M in 4 days to dismantle BigLaw.**



- The YC-backed Moritz isn't selling another AI tool to lawyers. It's becoming the law firm to put compete BigLaw on speed, price, and quality.
- The startup has helped 100+ companies close deals worth more than \$2.3 billion in aggregate contract value, with an average turnaround of just four hours.
- Founders behind Reddit, Instacart, Dropbox, Gusto, Runway, HuggingFace, Supercell, WorkOS, Mixpanel, Cruise, Superhuman, Product Hunt, and 10 other unicorn founders are betting on it.

*Foto: Provided by Moritz*

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Before Moritz, co-founder Pamir Ehsas was outside counsel to OpenAI and BigTech — a front-row seat to both the AI revolution and the legal industry's refusal to participate in it.

“I was advising companies building the most important technology of our generation,” he said. “And I still couldn't believe how slow and expensive the legal experience was. If it's broken there, it's broken everywhere.”

So he and co-founder Stefan, a MIT-fulbright scholar, decided to fix it by building Moritz.

Today, Moritz is announcing a oversubscribed \$9 million round raised in 4 days and backed by Y Combinator, 20VC, Urban Innovation, Inception, and 20 unicorn founders.

### **The fundraising that broke its own playbook**

Going into YC Demo Day, Ehsas and Mandaric had over 200 VC calls scheduled or inbound over a single week. The plan was textbook: raise \$3 million from institutional investors and move on.

They closed the \$3 million on day one.

Then they cancelled almost every remaining meeting.

“We wanted to bring on the founders who built the products you love to back us in building the law firm you've always wanted to work with,” Ehsas said.

What followed was a party round most founders only fantasize about. The cap table now includes the founders of Reddit, Instacart, Cruise, Zalando, Dropbox, Supercell, Gusto, Wolt/DoorDash, Runway, Rappi, Hugging Face, Aiven, Superhuman, WorkOS, Mixpanel, Pigment, Scribd, Supermetrics, Privy, Paradigm, Silo AI, Smartly.io, Optimizely, Product Hunt, Google Photos, Parloa, Taito.hr, Edge Impulse, Magic Mind, and Wander.

They were joined by several current and former Y Combinator partners, Lenny Rachitsky, Pioneer Fund, and operators from ElevenLabs, Lovable, and OpenAI.

### **The numbers BigLaw can't match**

In just three months, Moritz has helped over 100 companies close deals representing more than \$2 billion in aggregate contract value in Europe, US and Australia. The average turnaround? Four hours.

Compare that to traditional outside counsel, where a single MSA can sit on a partner's desk for weeks while billable hours quietly accumulate.

“Your lawyers shouldn't be your bottleneck,” Mandaric said. “They say time kills deals. We're here to make sure that never happens again”, Ehsas adds.

In one recent engagement, Moritz drafted a \$290 million MSA for a US financial services firm in 24 hours.

“This has never been possible until now,” Ehsas said. “That's the power of Moritz.”

The counterparty's traditional firm took four weeks to review it. The contract was signed with two non-material edits.

### **Elite lawyers, frontier AI, flat fees**

Legal giants like Harvey, LexisNexis, and Thomson Reuters are pouring billions into AI capabilities for traditional firms. Yet total legal spend keeps climbing. Hourly rates keep rising. The efficiency gains AI promised aren't showing up on clients' bills.

The problem isn't that law firms lack AI tools, Ehsas argues. It's that their business model punishes efficiency. When lawyers bill by the hour, they lose money by working faster.

Moritz flips that equation.

Over the past three months, the company has recruited more than 50 elite lawyers as “co-counselors” from around the world — folks from BigLaw firms like Fenwick, Cooley, and Goodwin, trained at Harvard and Oxford.

Customers submit a case, provide deal context, and Moritz's frontier legal workflows handle the bulk of the work. Elite human lawyers review, refine, and sign off on every output.

“Our AI does 80% of the work. Our lawyers handle the rest,” Ehsas said. “Customers get full attorney liability, same-day turnaround, and a flat fee they can actually budget.”

### **The vision**

The strategy is deliberate: own commercial legal then expand into every category where speed, price, and quality have been broken for decades.

“Our customers range from startups to public companies with 100+ in-house lawyers,” Ehsas said. “If you feel this pain, we'd love to work with you too.”

The ambitions extend further.

“The long term vision is to provide quality legal services to everyone, in minutes, this is only the beginning of our play” Ehsas said.