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SILICON VALLEY FIRM CONNECTS INVESTORS TO ARIZONA TECH, OPENS OFFICE IN TUCSON
SHOT VENTURES CRAFTS FUTURE PROOF AND CAPITAL FOCUSED STRATEGY

(June 21, 2018 – San Francisco, CA) Shot Ventures has opened executive offices in Tucson, Arizona to support investments flowing from Silicon Valley to tech companies in the Southwest. The executive firm includes University of Arizona alum who have family in the Bay Area. In the last year, the firm has deployed its growth strategists into dozens of companies, supporting \$300MM of funding raises in both cash and cryptocurrency. With tech markets growing in Phoenix and Tucson, Shot Ventures is expanding its activities with M&A teams, venture capitalists, and private equity firms who are seeking to identify investment opportunities in the region.

The highly specialized firm provides investor packaging, pre-capital services, and strategic marketing in order to increase the probability of closing funding. Shot Ventures supports investors through M&A and capital activities, including new target brand acquisitions. The team gathers investor requirements and then closely works with founders to articulate (and in some cases “fix”) value proposition, messaging, and go-to-market strategy. By working with founders to develop their offering and communicate it correctly, all parties are able to save time on due diligence and increase opportunities for capital.

The Arizona Technology Council 2018 [Industry Impact Report](#) reveals that 2,156 startups are listed in Arizona on [AngelList](#), each with an average valuation of \$3.9MM, and 2,741 patents were awarded in 2015. Tech in Arizona is ranking second, beating out California for employment growth.

The opening of the 2017-founded firm in Arizona marks a new mission by investors to acquire digital assets, digital capabilities, and customer bases, where the traditional approach to M&A does not work. This is especially the case with new blockchain, fintech, and insurtech markets. Trent Lapinski, the firm’s product and business strategist who maintains San Francisco operations, spoke at the [2018 Blockchain Economic Forum](#) about opportunities in the market.

Shot Ventures’ strategic alliance with Phoenix-based software company Lannister Development (OTC: [NBDR](#)), a US based and publicly traded company, aims to do just that. Lannister’s CEO, Joseph Snyder, says:

“We’re working hard to engage the right startups and existing business/government systems who require maximum trust in order to showcase the power of blockchain. To protect this trust, we only work with a specialized network, including Shot Ventures, who has shown themselves to be a mindful and market-forward organization. We are proud to work with them on projects where investors need world class due diligence and strategic solutions.”

Shot Ventures works with clients through their entire transaction lifecycle, from pre-capital to funding, and even successful exit. Their highly experienced corporate and capital development executive, Humberto N. Stevens, explains that all companies in Arizona, regardless of industry, need to consider how digital capabilities are changing all markets:

“Best practices aren’t cutting it. Legacy businesses are being disrupted and if they want to compete for market share they must adopt scalable digital strategies and be able to have the capital available to do so.”

The new executive office is set to open on the second story of the executive offices at Ventana Canyon, the significant 23,000 sq.ft. complex, owned by [Tucson Embedded Systems](#), the advanced electronics and software development leader. A welcome reception is planned for summer 2018 to introduce investors, tech companies, and neighboring businesses at the new Catalina Foothills location. The firm is actively interviewing companies that are promising candidates for investment.

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