



Emerging companies typically operate in rapidly changing industries where unique talents (or ideas), speed and efficiency are rewarded. Often these companies move from conception to funding to operational competency to acquisition or initial public offering over a short period of time. This rapid growth often carries significant risk and challenges. To gain competitive advantage, and successfully manage rapid growth, proper planning, attention to detail and execution are essential.

STRATEGIC STRUCTURING + PLANNING

To be successful, emerging companies must pay close attention to numerous interrelated business and legal issues. Below are examples of the issues we help entrepreneurs navigate.

- Structuring and negotiating financing from a variety of sources, which may include angel investors, venture capital funds, strategic investors, banks and other financial institutions and ultimately public markets
- Identifying and protecting key intellectual property, which may include patents, trademarks, licensing and similar contractual and regulatory protections
- Structuring and negotiating strategic partnerships and corporate alliances
- Developing employment and consulting agreements, including non-competition, non-solicitation, confidentiality, intellectual property protection and conflict of interest provisions, and creative and appropriate equity incentive plans
- Establishing and executing risk management and control processes
- Executing a successful exit strategy through an initial public offering or sale transaction to achieve liquidity and to finance further growth