

Emerging Growth & Venture Capital

Navigating your business through the "startup storm"



Whether you are seeking to

- raise seed, venture or growth capital to build or scale your business
- attract and retain talent to achieve business objectives in a competitive environment
- draft and negotiate key commercial agreements to fuel growth
- protect and enhance an intellectual property portfolio to provide barriers to entry
- successfully package and close an M&A transaction

Nelson Mullins' Emerging Growth & Venture Capital team is here to help high-growing companies achieve their lofty business goals.

The "Entrepreneur's Lawyer"

- Our team has represented scores of startups over several decades, from university spinouts to novel inventors to serial entrepreneurs
- We have cultivated deep and broad investor relationships across many stages and industries, so our access to capital is meaningful and real
- We have a keen understanding of market terms and trends to get deals done effectively and efficiently
- Recognitions include consistent Top 10 Ranking among East Coast and Global Law Firm Surveys for representation of venture-backed companies

Practical, business-oriented solutions

We work hard to become a key part of your business leadership team, and we are on the front lines with you.

Related Practice Areas

Alternative Lending & Other Non-Bank Financial Services

Banking & Financial Services

Blockchain & Digital Currency

Business Development Companies

Commercial & Syndicated Lending

Corporate & Securities

Corporate Governance

Cybersecurity & Data Privacy

E-Discovery - Encompass

E-Discovery & Information Governance

Employment & Labor

Executive Compensation, ERISA, Employee Benefits

FinTech

Franchise & Distribution - Corporate

General Counsel Services

Intellectual Property

Investment Management

Litigation

Mergers & Acquisitions

Private Equity

Public Company Compliance & Counseling

Real Estate

- Our corporate lawyers regularly attend client board meetings, so we understand the key drivers of your business and provide guidance on the intersection of legal and business issues.
- We keep our focus on your business so our advice is practical and pragmatic, not academic.
- We are solution architects. We recognize that our clients desire creative and effective solutions, and we thrive in a rapidly changing business environment.

Representing clients across industry sectors

We have supported clients across a broad range of industry sectors, including

- Technology
- Healthcare IT
- FinTech
- Security
- Education
- Software Development
- Pharmaceuticals & Medical Devices
- Life Sciences
- Ecommerce
- Marketing Automation
- Energy
- Insurance
- Consumer Applications and Services

Serving as Outside General Counsel

Our clients often don't have internal legal resources, so we serve as their trusted Outside General Counsel and advisors

- We have a strong working knowledge of many related areas of law, and we know when to pull in colleagues in specific practice areas to help on tax, employment, licensing, intellectual property, and litigation matters for our clients
- We understand that there are differences between a Startup and Fortune 500 company, and we provide practical strategy and guidance accordingly
- We focus on your goals, not ours, and use them to craft the best legal strategy for you

Equipping founders with tools to get started

Securities & Enforcement

Securities Offerings

Tax

White Collar Defense & Government Investigations

Related Industries

Banking & Financial Services

Construction

Consumer Products & Retail

Education

Energy & Utilities

Health Insurance

Healthcare

Hospitality & Tourism

Insurance

Manufacturing

Pharmaceuticals & Medical Devices

Real Estate

Sports

Technology

Transportation

- We have developed a tried and true process for forming legal entities for startups and arming founders with the necessary documents to provide legal protections to help achieve growth objectives.
- Our Startup client relationship process includes leveraging and discussing responses to a Firm-developed tool kit questionnaire to create a tailored set of documents to fit client needs.
- Our Startup Kit for founders of new businesses includes documents related to
 - Formation and Governance
 - Capitalization
 - Employment and Consulting
 - Non-Disclosure Agreements
 - Equity Incentive Plans and Agreements
 - Forms of Customer Agreements

We work with our company clients to

- Form appropriate legal entities
- Obtain capital and structure equity and debt financings
- Develop governance and employment policies
- Build practical customer and partner relationships
- Plan for and execute a successful acquisition strategy

Why Nelson Mullins?

- Trusted advisors who understand the marketplace for emerging growth companies
- Contacts and relationships to help companies seeking to obtain capital
- Experience and tools to help founders get started
- Flexible billing arrangements to align with client goals

Experience

Following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

Sales of Venture Backed Companies

- Represented Email Automation Software Company in Sale to International Strategic Buyer for \$190 Million
- Represented Healthcare Technology Company in Sale to Strategic Buyer for \$165 Million
- Represented Healthcare Technology Company in Sale to Strategic Buyer for \$100 Million

- Represented Marketing Automation Company in Sale to Strategic Buyer for \$51 Million
- Represented Software Company in Sale to International Buyer for \$50 Million
- Represented Restaurant Technology Company in Sale to Strategic Buyer for \$31 Million
- Represented Financial Services Company in Sale to Strategic Buyer for \$30 Million
- Represented Information Technology Consulting Services Company in Sale to Strategic Buyer for \$20 Million
- Represented Social Media Company in Sale to Strategic Buyer for \$18 Million
- Represented Engineering Company in Sale to Strategic Buyer for \$8.4 Million
- Represented Network Management Software Company in Sale to Strategic Buyer for \$4.5 Million
- Represented Analytics Company in Sale to Strategic Buyer for \$3.8 Million

Venture Capital Deals

- Represented Home Security Company in \$136 Million Series B Financing
- Represented Financial Services Company in \$45M Series A Financing
- Represented Software Company in \$44 Million Series C Financing
- Represented Healthcare Technology Company in \$42 Million Series B Financing
- Represented International Strategic Investor in \$30M Series D Investment
- Represented Software Company in \$26 Million Series D Financing
- Represented Digital Media Company in \$26 Million Series D Financing
- Represented Pharmaceutical Company in \$24 Million Series A Financing
- Represented Transportation and Logistics Company in \$24.5 Million Series A Financing
- Represented Digital Marketing Company in \$21.5 Million Series B Financing
- Represented Healthcare Technology Company in \$22 Million Series B Financing
- Represented Healthcare Services Company in \$20 Million Series C Financing
- Represented Banking Company in \$20 Million Series C Financing
- Represented International Energy Company in \$19 Million Series E Financing
- Represented Sports Media Company in \$18 Million Series E Financing
- Represented Software Company in \$16 Million Series C-1 Financing
- Represented Healthcare Company in \$14 Million Series B Financing
- Represented Risk Management Software Company in \$10 Million Series A Financing
- Represented Healthcare Technology Company in \$10 Million Series C Financing
- Represented Financial Technology Company in \$8.4 Million Series E Financing