

# Technology

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The technology industry touches virtually every organization, fueling innovation and advancing business around the globe. Goulston & Storrs attorneys counsel clients through all stages of this life-cycle, from emerging ventures to established technology companies, as well as companies using technology to achieve their goals.

Goulston & Storrs represents clients in the business of developing, selling and transferring technologies. We also represent non-technology companies in acquiring the technologies they need to advance their businesses.

Our multi-disciplinary team draws upon the unique experiences of the firm's many practice areas to offer the advice clients need to successfully execute complex technology related transactions, such as:

- Commercial finance
- Reseller and distribution agreements (OEM & VAR), SaaS, e-commerce, and cloud services
- Cross-border agreements and collaborations
- Data privacy and security
- Intellectual property strategy, development, management & protection
- Joint ventures including for-profit, non-profit, public-private partnerships and governmental collaborations
- Mergers & acquisitions
- Private equity & venture capital financing
- Regulatory compliance, including export controls, FDA, HIPAA, Anti-Kickback and Stark laws
- Tax, including revenue recognition, tax-exempt structuring and compliance
- Technology transfer, licensing and strategic alliances

Our technology experience cuts across many industries, such as:

- Aerospace & defense
- Banking & finance, including virtual currency
- Computer hardware & software
- Educational and cultural organizations
- Health care
- Hospitality & recreation
- Internet & e-commerce
- Life sciences

- Medical devices
- Optics and photonics
- Real estate
- Retail, restaurant & consumer
- Telecommunications

## Representative Matters

### **Developer of Electronic Design Automation Software Funding**

Represented developer of electronic design automation software in several rounds of venture capital financing, licensing, distribution agreements, acquisition of UK-based business, trademark, employment and other matters.

### **Developer of Enterprise Software Financing**

Represented developer of enterprise software in the speech automation/integration space in multiple rounds of angel financing, employment, and other general corporate matters.

### **Educational Game Company Funding**

Represented China-based educational game company in three rounds of venture capital funding.

### **German Venture Fund in Investments**

Represented German venture fund in investments in US software companies.

### **Internet Customer Relationship Company Corporate Matters**

Represented Internet customer relationship company with an Israeli-based R&D subsidiary in restructuring, venture capital investing, trademark, employment and general corporate matters.

### **Israeli Technology Companies Recapitalizations and VC Investments**

Represented several Israeli technology companies organized in Delaware in recapitalizations and venture capital investments.

### **Venture Investor Group Investment**

Represented venture investor group in its investment in a Boston area-based company developing innovative flame-retardant technologies.

### **General Corporate Representation of SaaS Provider**

Representation of a company providing patented software as a service (SaaS) to major national retailers using proprietary software algorithms in the areas of corporate, finance, contracts, retailer agreements, terms of use and privacy, data protection, and use policies.

### **General Corporate Representation of Software Company**

Representation of a developer of natural language and data asset management software, on matters including \$15M round of venture financing, software licensing, strategic acquisition and relationship matters, and general corporate representation.

**Licensing, Development, and Strategic Relationship Advice to Cross-border Tech Company**

Representation of a Netherlands-based network technology company in connection with software and related technology licensing and development and strategic relationship matters.

**Suite of Agreements for Multi-national Telecommunications Company**

Creation of a suite of license, OEM, VAR, and development agreements for multi-national telecommunications technology company.

**Counseling Startup on New Product from Prototype to Sale**

Provide ongoing business counsel to a startup company developing a new beverage delivery system, from prototype development through manufacturing, supply, distribution and sale of units and consumables.

**Master Service Agreement for Technology Company**

Represented an online courseware developer entering into a \$10M deal to provide entire K-12 curriculum to a non-profit education center.

**Research, Licensing and Technology Transfer Counsel to Medical and Educational Institutions**

Provide ongoing research, licensing and technology transfer counsel to academic medical centers, research institutions, and universities, advising on deals valued from thousands of dollars to over a hundred million dollars.

**Technology Acquisitions and Development Projects for Nonprofit**

Represent a \$50M New York based multi-site community service organization for all significant information technology acquisitions and development projects, including a series of multi-million dollar enterprise software and technology contracts with ADP and Oracle.

**Advice to International Software Company Regarding Products and Service Designs and HIPAA Compliance**

Strategic advice to major international software company in the healthcare sector regarding products and service designs to accommodate and enable HIPAA and related compliance by customers.

**Health Care Technology Company Strategic Alliances**

Representation of provider of cloud-based technology solutions used by hospitals in its strategic alliances with other providers of hospital IT services.

**Outside General Corporate and Securities Counsel in the U.S. for Sohu.com**

Outside U.S. general corporate, securities, M&A, and U.S. tax counsel to Sohu.com, a leading Chinese online media, communications, search, online games, and mobile value-added services company (NASDAQ SOHU); representation has included multiple acquisitions and, most recently, the complex reorganization of the publicly-traded top-tier holding company from a Delaware corporation to a Cayman Islands company.

**Outside General Counsel in the U.S. for eLong**

Representation of eLong, Inc., a leading mobile and online travel service provider in China, as U.S. securities, general corporate, and M&A counsel, and in connection with its 2016 going-private transaction.