

Technology

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.

Non-Profit Teaching and Research Hospital Agreements

Representation of a major group of non-profit teaching and research hospitals in technology license agreements, collaboration agreements, and sponsored research agreements.

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 Limited

Outside U.S. general corporate, securities, M&A, and U.S. tax counsel to Sohu.com Limited, the Sohu Group's Nasdaq-listed Delaware holding company. Sohu.com is a leading Chinese online media, communications, search, online games, and mobile value-added services company (Nasdaq SOHU); representation has included multiple acquisitions as well as international transaction, U.S. securities, and U.S. tax counsel in 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.