

Venture Capital & Emerging Companies

The Goulston & Storrs Emerging Technologies & Venture Capital Group counsels entrepreneurs and venture capital firms on the legal, business and financial needs related to forming and growing early stage, innovative businesses. We assist US and non-US based firms investing funds locally and abroad including Europe, China, India and Israel. Our clients operate throughout the Northeast and beyond. Their businesses span many industries including high technology, software, communications, semiconductor, Internet, retail and consumer, medical devices and biotechnology.

We support emerging technology companies through a streamlined approach to developing businesses. We recognize that practical and effective guidance can be particularly valuable to entrepreneurs and early stage investors. Attorneys selectively draw upon unique experiences from throughout the firm in areas such as commercial finance, corporate, cross-border, employment & labor, innovation development & licensing, intellectual property, mergers & acquisitions, international trade, real estate, retail, securities and tax. We are active in organizations that promote entrepreneurship and innovation.

Among the areas in which we assist our clients, services include:

- Entity formation and initial founder arrangements
- Equity incentive plan design and implementation
- Common and preferred equity and convertible debt financing by angel investors and venture capitalists
- Intellectual property licensing, distribution agreements and other commercial agreements
- Co-development and joint venture agreements
- Board process and other corporate governance matters
- Mergers & acquisitions
- Public offerings
- Technology transfer

Proptech

For more information on our [Proptech practice](#), [click here](#).

Our Services

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early stage investors. We take a multidisciplinary approach to supporting our clients and are active in organizations that promote entrepreneurship and innovation.

General Corporate Support

- Entity formation
- Negotiation and documentation of initial arrangements involving founders
- Equity incentive plan design and implementation
- Preparation of corporate governance documents and authorizations tailored to specific needs
- Providing experience-based strategic business advice and forward-looking guidance

Innovation Development and Licensing

- Drafting and negotiation of technology licensing arrangements
- Documentation and negotiation of other IP licensing arrangements
- Review and shaping of all critical early-stage commercial contract frameworks

Trademark, Copyrights & Trade Secrets

- Registration, maintenance & protection of valuable trademarks
- Documentation and protection of copyrights for content and design
- Protection and leveraging of trade secrets
- Review and protection of other forms of IP with the help of selected experts

Employment Law & Counseling

- Executive compensation and key person retention
- ERISA matters
- Compliance with applicable state and federal employment and workplace regulations
- Insights into competitive trends in human resource retention and enhancement

Tax Strategy & Planning

- Choice of entity
- Equity structures and incentives
- Cross-border agreements, joint ventures, and other special situations
- Strategic advice related to forward-looking strategies

Client experience is at the forefront of every early-stage company's mind; it is at Goulston & Storrs, also. Each client receives consistent partner-level attention on all matters, and we routinely ask for feedback on how we're doing. In addition, we focus on supporting our clients' business beyond providing legal service including facilitating critical introductions to potential investors, customers & others in our clients' business ecosystems.

We offer [Packaged Legal Services](#) and value the introductions we can make to other valuable, seasoned experts within the startup community.

Packaged Legal Services

Successful startups and emerging enterprises can easily stumble on unexpected costs that interrupt the fast-forward momentum needed for exit velocity. These enterprises need to demonstrate to investors and potential buyers that they can meet expectations and operate within budgets. That is why we offer two kinds of innovative flat fee service models to qualified enterprises. Both models provide partner level supervision of routine paralegal and associate tasks to insure both quality and cost-effectiveness.

Startup Incubator Package

For nascent companies that are just getting off the ground, we offer a flat fee package for the development of the following essential startup documents:

- Certificate of Incorporation or Certificate of Formation as applicable
- Foundational bylaws, board resolutions, and stock or membership certificates
- Confidentiality, restrictive covenant, and other agreements needed to protect intellectual property
- Non-solicitation and non-competition agreements needed to protect the enterprise
- Equity incentive plans and related grant documents
- Necessary founders' operating and/or shareholder agreements

All these documents are crafted from experience-tested templates to control costs and speed up production. The flat fee quoted to each client includes any typically minimal revisions to the templates, but we can also perform more precise and complex iterations to any one or more documents, as necessary, for a reasonable and competitive mark-up to the fixed fee.

Startup Monthly Subscription Service

For enterprises that need continuing legal assistance after formation, but still want the certitude of monthly fixed fees, we offer a separate monthly subscription service. The subscription service covers support related to any of our full-service legal disciplines, including but not limited to:

- General corporate services and support
- Innovation development and licensing
- Copyrights, trademarks, and trade secrets
- Employment law

- Tax strategy and counseling

We offer the monthly subscription package in 2 tiers, developed to provide our clients a support offering that best fits their needs. For larger projects outside the scope of our monthly subscription services, we can and do provide additional support as needed – at competitive rates – for more atypical, challenging, critical, and complex tasks that any client might need.

Please contact [Ling Kong](#) or [Gene Barton](#) to learn more about our Startup Incubator Package or the Monthly Subscription Packages for early stage companies.

Representative Matters

Series A Investment Representation

Representation of Generation Capital Partners LP on its \$12.5 million Series A investment in Nucleated Foam Technologies.

ThreatWarrior Series A Financing

Representation of ThreatWarrior, a premier cybersecurity company, in its successful Series A financing by investors Ecliptic Capital, CrowdStrike Falcon Fund, and Alumni Ventures Group.

ThreatWarrior: Guiding a Team of Entrepreneurs and Active Investors to Early Success

ThreatWarrior is an emerging cybersecurity company that is growing rapidly. Committed to defending all organizations against evolving cyberattacks, ThreatWarrior's goals were extensive, including creating a corporate and equity framework, facilitating the integration of an incoming professional management team and a small group of entrepreneurial founders, preparing the company to secure financing, and re-launching a new website and updated messaging campaign. This accelerated growth plan presented a myriad of key challenges to overcome.

Developer of Apparel Fit Technology Financings

Represented developer of apparel fit technology in angel and venture financings and strategic commercial agreements.

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.

Developer of Enterprise Software Recapitalization and Financings

Represented a developer of enterprise software in the anti-spam market space, including recapitalization and venture capital financing, licensing, trademark, employment and other general corporate work.

Developer of Health Care Information Systems Financings

Represented developer of health care information systems in connection with the licensing of key technologies, several software company acquisitions, and multiple equity capital financings.

Developer of High-Speed Routers Financings

Represented developer of high-speed routers, in connection with technology licensing matters, development agreements and several rounds of venture capital financing.

Developer of Innovative Semi-Conductor Manufacturing Financings

Represented developer of innovative semi-conductor manufacturing processes and circuits in, angel and venture capital financings, co-development agreements and other general corporate work.

Developer of Natural Language and Data Asset Management Software Financings

Represented developer of natural language and data asset management software, on matters including venture financing, software licensing, strategic acquisition and relationship matters and general corporate representation.

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.

Network Technology Company Relationship Matters

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

Outside General Counsel for Developer of RF Test Equipment

Represented developer of RF test equipment for the CATV and DBS industry, including representation of founders, financing and general representation.

Outside General Counsel Software Company

Represented US subsidiary of an Irish software company developing interactive broadcasting solutions, including general representation and other matters.

Paint and Personal Products Company Venture Fund Investments

Represented venture fund in investments in innovative paint company and personal products company.

Real Estate Credit Scoring Start-Up Financing

Represented innovative real estate credit scoring start-up in its organization and seed financing from prominent venture capital firm.

Space Industry Start-Ups Financings

Represented space industry start-ups in venture financings.

University Spin-Off

Represented universities, academic medical centers, entrepreneurs and investors in university spin-off and similar venture formation transactions.

US Venture Capital Firm Investment

Represented US venture capital firm in its initial investment in China in a leading global provider of optical interface modules and subsystems with co-investors in Japan, Europe and the Middle East.

Venture Investor Group Investment

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

Outside General Counsel for Rue La La

Rue La La e-commerce business in connection with all aspects of its online business.