



Emerging Company and Venture Capital Practice

WilmerHale's nationally recognized Emerging Company and Venture Capital Practice has helped thousands of entrepreneurs successfully launch their businesses; raise billions in financing; and lead their companies to sale, IPO and market leadership. We offer solution-focused, strategic advice and an indispensable business perspective that is critical to our clients' success. Our team-oriented approach to service gives clients the flexibility to call on numerous experienced lawyers at any time, including our more than 100 dedicated corporate lawyers located in the most active startup markets across the United States.

PRACTICE AT A GLANCE

- We work with founders to set up their companies; review business plans before approaching financing sources; license core technology; develop strategies to obtain funding and negotiate terms; prepare and implement key agreements with management, employees, consultants and advisors; design equity incentive plans; and advise clients on achieving liquidity.
- Our extensive experience with emerging companies allows us to efficiently manage venture capital financings and effectively navigate more complex transactions on behalf of investors. We have represented venture capitalists for more than five decades and assisted some of the earliest VC firms in their initial investments.

Today, we continue to represent many premier venture capital and corporate VC funds in portfolio investments.

- Leveraging the experience of our lawyers across offices—including in active startup markets such as Boston, Denver, New York, San Francisco, Silicon Valley and Washington DC—we serve a geographically diverse base of startup and VC clients in a range of corporate matters, including M&A, debt financing, and general corporate governance.
- Our corporate capabilities are bolstered by our experience in a variety of practice areas—from intellectual property and licensing to labor and employment, tax, litigation, regulatory issues and beyond.

2,700+

venture financings with total proceeds in excess of \$60 billion over the past decade

\$21 Billion

raised in more than 200 venture financings in 2021



**Named Law360's
Technology Practice
Group of the Year for three
consecutive years**

SELECT EMERGING COMPANY EXPERIENCE

- **Accion Systems** – a provider of in-space propulsion systems, in its \$42 million Series C financing round
- **Acquco** – a platform focused on acquiring third-party sellers on Amazon, in its \$160 million Series A financing round
- **Dedrone** – an automated drone security platform, in its \$30.5 million later-stage financing round
- **DriveWealth** – a pioneer in fractional trading and embedded finance, in its \$450 million Series D funding round
- **Embark Veterinary** – a provider of dog DNA tests, in its \$75 million Series B financing round
- **Exo Therapeutics** – a drug discovery and development company, in its \$78 million Series B financing round
- **Flare Therapeutics** – a developer of medicines designed for precision oncology, in its \$82 million Series A financing round
- **GentiBio** – a biotherapeutics company developing engineered regulatory T cell therapies, in its \$157 million Series A financing round
- **HawkEye 360** – a commercial provider of space-based radio frequency data and analytics, in its \$145 million Series D financing round
- **Immuta** – an AI data management software developer, in a \$90 million late stage financing round
- **Introhive** – one of the fastest-growing AI-powered sales and revenue acceleration platforms, in its \$100 million Series C financing round
- **Mahana Therapeutics** – a digital therapeutics company in the gastrointestinal treatment space, in its \$61 million Series B financing round
- **Orna Therapeutics** – a biotechnology company pioneering engineered circular therapies, in its \$221 million Series B financing round
- **Rectify Therapeutics** – a company developing therapies to treat genetic disorders, in its \$100 million Series A financing round
- **Stash** – a fintech platform revolutionizing investment and financial literacy, in \$125 million Series G funding round
- **Tvardi Therapeutics** – a biotechnology company developing medicines for cancers and other diseases, in its \$74 million Series B financing round
- **Workit Health** – a digital healthcare company that provides online and in-person care, in its \$118 million Series C financing round
- **Workrise** – a workforce management solution for the industrial trades, in a \$300 million Series D financing round
- Represent Investors, such as, **Bessemer Venture Partners, Crosslink Capital, General Catalyst, Khosla Ventures, North Bridge Venture Partners, RA Capital, Samsara BioCapital, Spark Capital, Thrive Capital** and **Wellington Management**, among numerous others, in venture financings

- A resource for entrepreneurs and founders at various stages of growth, [WilmerHale Launch](#) provides insightful and practical information about topics relevant to the development of a company.
- WilmerHale's QuickLaunch Program gives qualified startups and entrepreneurs the critical guidance and legal advice they need to get off the ground and gain a competitive advantage. QuickLaunch members have access to a community of like-minded entrepreneurs who face many of the same challenges related to their new ventures. Members also benefit from deferred, fixed and/or discounted rates.

RECOGNITION

- Recognized as a top firm for Startups & Emerging Companies – **Chambers USA** (2017-2022)
- Recommended for Venture Capital and Emerging Companies – **The Legal 500 United States** (2010-2022)

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