



Gary R. Schall

PARTNER

Co-Chair, Emerging Company and Venture Capital Practice

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Gary Schall helps entrepreneurs and emerging companies navigate the many legal issues they face, from formation to equity and note financings through exit events. He also represents venture capital funds in their investments in startups and high-growth companies. His clients are technology-based and span a broad range of industries, including e-commerce, mobile technologies, hardware, software, telecommunications and life sciences.

For more than 18 years, Mr. Schall has represented both venture capital firms and emerging companies advising on a variety of corporate matters, including formation and corporate governance, contract negotiations, employment and equity compensation matters, securities laws compliance and protection of intellectual property. He also counsels his clients through complex transactions, such as convertible debt and preferred stock financings, joint ventures and buy- and sell-side mergers and acquisitions.

Mr. Schall particularly enjoys working with emerging companies—learn more about how he can support your startup on WilmerHaleLaunch.com.

Experience

Prior to joining WilmerHale, Mr. Schall was an of counsel for seven years at a law firm in Boston, Massachusetts. He also held associate positions while at other law firms in Boston and Princeton, New Jersey.

With a background in accounting, Mr. Schall relied on his knowledge of financial modeling to develop business solutions for his clients. He also drew from his background and experiences in order to advise a number of venture capital firms and emerging companies on an array of corporate transactions.

Professional Activities

Mr. Schall is a member of the American Bar Association and serves as Secretary on the Board of Directors of the Swedish-American Chamber of Commerce New England.

Additionally, Mr. Schall writes on topics related to entrepreneurship and has been featured on *The Accelerators blog* by *The Wall Street Journal*, *Xconomy* and *TechCrunch*. He is a frequent guest lecturer for various entrepreneurship organizations including the MIT Enterprise Forum of Cambridge, Swedish-American Chamber of Commerce New England and the Harvard i-lab.

Solutions

Big Data

Cross-Border Transactions

Emerging Company and
Venture Capital

FinTech

Life Sciences

Mergers and Acquisitions

Technology

Experience

- **REPRESENTATIVE FINANCING TRANSACTIONS**
 - the Series Seed Preferred Stock financing of Cloze, Inc. by a venture capital firm;
 - the Series Seed Preferred Stock financing of a private smart video camera company by a venture capital firm and angel investors;
 - the Series Seed Preferred Stock financing of a private data management solutions company by a venture capital firm and angel investors;
 - the Series Seed Preferred Stock financing of Grove Labs Inc. by a venture capital firm;
 - the Series A Preferred Stock financing of Vtesse, Inc. by several strategic investors and venture capital firms;
 - the Series A Preferred Stock financing of Immuta, Inc. by multiple venture capital firms and its Series B financing by a venture capital firm and investors;
 - Spark Capital III L.P. in the Series A Preferred Stock Financing of PrefTV, Inc.;
 - Spark Capital III, L.P. in the Series A Preferred Stock financing of Orchard App Inc. and various investments in other portfolio companies;
 - the Series A-1 Preferred Stock financing of Vgo Communications, Inc. by a venture capital firm;
 - the Series B and Series B Extension Preferred Stock financing of MineralTree, Inc. by a strategic investor and several venture capital funds;
 - the Series B Preferred Stock financing of Fiksu, Inc. by a strategic investor and several venture capital funds;
 - the Series B Preferred Stock financing of Spark Therapeutics by a strategic investor and several venture capital funds;
 - Spark Capital III, L.P. and Matrix Partners IX, L.P. in the Series B Preferred Stock financing of Oculus VR, Inc.;
 - a venture capital firm in a Series B Preferred Stock financing of a private medical device company;
 - the Series C Preferred Stock financing of 1366 Technologies, Inc. by several strategic investors and venture capital firms;
 - the Series D Preferred Stock financing of MC10, Inc. by several strategic investors and venture capital firms; and
 - the Series D Preferred Stock financing of Cool Planet Energy Systems, Inc. by several strategic investors and venture capital firms.
- **REPRESENTATIVE M&A TRANSACTIONS AND JOINT VENTURES**
 - the acquisition of Smarterer Inc. by Pluralsight Inc.;
 - the acquisition of an angel-backed patient reported outcomes solutions provider by a private equity-backed patient experience solutions provider;
 - the acquisition of a venture-backed medical device company by a public medical

- device company;
- the joint venture of a venture-backed company and a public grocery company; and
- the joint venture of Atlas Venture Fund and a public pharmaceutical company.

Credentials

EDUCATION

JD, Vanderbilt University Law School, 2000

Articles Editor, Vanderbilt Journal of Transnational Law, Order of the Coif

MBA, St. John's University, 1991

BS, Finance, Lehigh University, 1987

ADMISSIONS

New York

Massachusetts