



# SILICON LEGAL STRATEGY

ENTREPRENEURIAL LEGAL COUNSEL



# Company Clients

Silicon Legal Strategy is the premier boutique law firm providing targeted, bottom-line-oriented advice to technology startups, innovative entrepreneurs, and seasoned investors. Our clients view us as their trusted general counsel, operating as the first line of strategic legal defense and assisting them with a wide variety of matters, from venture financings and corporate governance, to employment agreements, commercial contracts and real estate leases, to mergers and acquisitions.

## Company Client Industry Sectors

In addition to seasoned generalist advice, Silicon Legal client teams draw on their experience and passion for the myriad industry sectors in which our clients are evolving and disrupting.

Silicon Legal's industry sector experience includes:

Artificial Intelligence & ML	Enterprise Software & SaaS	E-Commerce	Gaming & Content Distribution
HealthTech & Life Sciences	Internet & Social Media	AdTech	Climate Tech
Sharing Economy & On Demand	EdTech	Hardware & IoT	FinTech

“THANK YOU for being so on the ball here. I've come to rely so heavily on having such strong, fast and creative legal help. SLS has really been a secret weapon in our takeover of the world. Thank you!

—David Barrett, CEO, Expensify

# Company Clients



# Venture Capital & Angel Financings

## Venture Capital and Angel Financings

Silicon Legal Strategy has been recognized by PitchBook Data as one of the world's top-10 most active VC law firms **for six straight years**.

Our per-attorney deal count isn't just the highest in the world - it's a reflection of how we operate: efficient and relentlessly focused on getting deals done. Founders and investors trust us to deliver the sharp, business-first legal counsel they need to move fast and win.

### Annual Rankings

<u>Year</u>	<u>Rank</u>	<u>VC Deals</u>
<a href="#">2024</a>	#7	388
<a href="#">2023</a>	#8	256
<a href="#">2022</a>	#9	350
<a href="#">2021</a>	#9	339
<a href="#">2020</a>	#8	252
<a href="#">2019</a>	#8	315

For Six Years, PitchBook Data's Global League Tables have ranked Silicon Legal among the Top-10 Most Active Global VC Law Firms

### 2024 by Geography

- Global VC deals #7
  - with Investors #6
  - with Companies #11
- United States #6
  - with Investors #4
  - with Companies #11
  - West Coast #5
  - New England #9
  - Mid-Atlantic #7

### 2024 by Stage

- Early Stage #7
- Late Stage #11

### 2024 by Industry

- Software #7
- Transportation #7
- IT Hardware #7
- Media #7
- Energy #7
- Commercial Products & Services #7
- Consumer Goods & Services #4
- Healthcare Services & Systems #8



# Venture Capital & Angel Financings

Our deal flow is on par with the powerhouse law firms in Silicon Valley and simply unheard-of at other boutique and mid-sized firms.

Over the last 5 years alone, we have advised startup and investor clients in more than 2,000 venture capital and angel financings. On average, that is more than 7 new financings closed every week.

Here are some of our current clients' recent, prominent transactions:

- **Britive** — Series A and Series B Financings  
\$35.95M RTD, supported by **CROSSLINK CAPITAL** and **UPFRONT VENTURES**
- **BuildOps** — Seed, Series Seeds, and Series A, B, and C Financings  
\$273.06M RTD, supported by **FIKA**, **SIEMENS**, **NEXT47**, **01 ADVISORS**, **MERITECH**, and **B CAPITAL GROUP**
- **Daybreak Health** — Series B Financing and Secondary Transaction  
\$24.95M RTD, supported by **UNION SQUARE VENTURES**, and **LIGHTSPEED VENTURES PARTNERS**
- **Expensify** — Series A, B, and C Financings  
\$87.74M raised before IPO, supported by **REDPOINT VENTURES** and **OPENVIEW**
- **Fizz** — Seed, Series A, Series B, and Later Stage Financings  
\$42.25M RTD, supported by **NEW ENTERPRISE ASSOCIATES** and **LIGHTSPEED VENTURE PARTNERS**
- **Guideline** — Series Seed, A, B, C, D, and E Financings  
\$340.63M RTD, supported by **GENERAL ATLANTIC**, and **PROPEL VENTURE PARTNERS**
- **Higharc** — Seed, Series A1, and Series B Financings  
\$78.69M RTD, supported by **FIFTH WALL**, **FOUNDER COLLECTIVE**, and **JAVELIN VENTURE PARTNERS**
- **Honeycomb** — Series Seed, A, A1, A2, B, C, and D Financings  
\$146.9M RTD, supported by **HEADLINE**, **INSIGHT PARTNERS**, and **STORM VENTURES**
- **Komodo Health** — Series Seed, A, B, C, D, and E Financings  
\$534.5M RTD, supported by **ANDREESSEN HOROWITZ**, **ICONIQ GROWTH**, **IA VENTURES**, and **FELICIS**
- **Light Field Lab** — Series A and Series B  
\$85M RTD, supported by **ALUMNI VENTURES** and **KHOSLA VENTURES**
- **Proper AI** — Seed, Series A, Series B, and Series B1 Financings  
\$43.95M RTD, supported by **BOSSA INVEST**, **CALM VENTURES**, **FJ LABS**, and **GAINGELS**
- **Swift Navigation** — Series Seed, A, B, C, D, and E Financings  
\$262.1M RTD, supported by **CROSSLINK**, **NEA**, **SK TELECOM**, **ECLIPSE VENTURES**, and **FIRST ROUND CAPITAL**
- **Tawkify** — Seed, Series A, and Series B Financings  
\$58.3M RTD, supported by **SIDECAR ANGELS**, **FLUCAS VENTURES**, and **SAXE CAP**
- **Teleport** — Series A, B, and C Financings  
\$172.37M RTD, supported by **BESSEMER VENTURE PARTNERS**, **S28 CAPITAL**, and **KLEINER PERKINS**
- **Zwift** — Series A, B, C, and C2 Financings  
\$629.35M RTD, supported by **KKR VENTURES**, **NOVATOR**, **SHASTA VENTURES**, and **HIGHLAND EUROPE**



# Venture Capital & Angel Financings

What startup clients are saying about working with Silicon Legal to negotiate, structure and close their financing:

“We feel incredibly lucky to have such a down-to-earth, fun, and fast-to-close firm on our side. You truly feel like our partner-in-fundraising-crime when we need to turn things around FAST - and you do it all with a smile and some words of support.

—Tracy Lawrence, CEO, Chewse

“You were amazing at rallying all the troops and ensuring the round closed in a timely manner, while protecting the best interests of the company. And thank you for all your support behind the scenes as well! I can now get on my red-eye peacefully tonight, and enjoy the weekend. Looking forward to scaling up RedLock with your support!

—Varun Badhwar, CEO, RedLock

“So lucky to have Silicon Legal with us the whole way. You are an absolute pleasure to work with. You guys de-complicate matters and make forward progress with every motion. It's remarkable. Thank you again.

—Dan Teree, Co-Founder, Ticketfly

# Enterprise Commercial Transactions

## Enterprise Commercial Transactions

We have deep experience guiding our clients through the entire enterprise/SaaS contract lifecycle, from developing form agreements to negotiating complex multi-million dollar partnerships. Founders and sales teams value our practical “get the deal done” approach, and we have helped them close transactions with dozens upon dozens of environmentally-minded customers.

Here is a sampling of some of those customers:

### Retail, Consumer & Automotive

- Amazon
- American Airlines
- Best Buy
- BMW
- Chick-fil-A
- Chipotle
- Footlocker
- FTD
- GM
- Groupon
- Hilton Hotels
- Home Depot
- IKEA
- Jack in the Box
- L'Oréal
- Lowes
- McDonald's
- Nordstrom
- QVC
- Red Bull
- Renault
- Sprint
- Starbucks
- T-Mobile
- Toyota
- Walgreens
- Walmart
- Under Armour

### Financial, Insurance & Professional Services

- Accenture
- American Express
- Bank of America
- Barclays
- Booz Allen
- Bridgewater
- Capital One
- Citibank
- Deloitte
- Fannie Mae
- Fidelity
- Goldman Sachs
- Lending Club
- Liberty Mutual
- McKinsey
- MetLife
- Northern Trust
- RBC
- Société General
- Stripe
- Square
- Visa
- Wells Fargo
- Western Union

THANK YOU for working it out and advising us not to overthink.  
We need that right now.

—Ian Arthurs, COO, TaskRabbit

# Enterprise Commercial Transactions

## Even more enterprise customers...

### Software & Technology

- Adobe
- Akamai
- AppDynamics
- Apple
- Cisco
- Dell
- EMC
- Facebook
- GE
- GitHub
- Google
- HP
- HTC
- IBM
- Intuit
- Microsoft
- Oracle
- Qualcomm
- Rackspace
- Samsung
- SAP
- Snap
- Twitter
- VMware

### Entertainment, Media & Sports

- Activision
- Austin City Limits
- Bravo
- Disney
- Forbes
- Fox Sports
- Golden State Warriors
- LiveNation
- Mattel
- MTV
- New England Patriots
- Netflix
- Paramount Pictures
- SiriusXM Radio
- Sony
- The Weather Channel
- Time Warner
- Tribune Media
- Universal Music
- Zynga

### Healthcare

- Aetna
- Amgen
- Anthem
- Blue Cross
- Cardinal Health
- Genentech
- GlaxoSmithKline
- Humana
- Johnson & Johnson
- Kaiser Permanente
- McKesson
- Novartis
- Pfizer
- Sutter Health
- United Healthcare
- WebMD

Just a quick note to express my thanks for leading this project and ensuring it crossed the finish line. I really appreciate your quick responses and detailed explanations that even I can understand. Looking forward to many more customer contracts being completed together.

—Adam Herbert, Director of Campus Partnerships, Tapingo

# Buy-Side M&A

We have broad domestic and cross-border M&A experience, from small acquisitions to complex nine-figure, middle-market, and emerging-growth deals.

We have experience with all of the major acquisitive industry players, and over the last five years we have advised clients in more than 150 M&A transactions with an aggregate value in excess of \$3 Billion.

PitchBook's Global League Tables recognize SLS as [#17 Globally in VC Exits](#).

Some recent buy-side transactions include:

## 2025

- **UserEvidence's** acquisition of **Zealot**
- **Doorvest's** acquisition of **Wreno**
- **Doorvest's** acquisition of **Rubik**

## 2024

- **Doorvest's** acquisition of **Getaway**

## 2023

- **SubjectWell's** acquisition of **MD Connect**
- **Backer's** acquisition of **Saving For College**
- **FinQuery's** acquisition of **Stackshine**
- **UrbanPiper's** acquisition of **OrderMark**
- **Cloudhesive's** acquisition of **ePlexity**
- **Tawkify's** acquisition of **S'More**

## 2022

- **Tailwind's** acquisition of **Nectar 9**
- **Little Otter's** acquisition of **Little Renegades**
- **Primed Technologies'** acquisition of **Digitec Interactive**

## 2022 (cont.)

- **Popmenu's** acquisition of **Ordereze**

## 2021

- **Popmenu's** acquisition of **OrderNerd**
- **Zwift's** acquisition of **eDrive Engineering Services**
- **Specto's** acquisition of **Sentry**
- **Beekeeper's** acquisition of **Lua**

## 2020

- **Manychat's** acquisition of **Converlytics**

## More Notable Transactions

- **Spigot's** acquisition of **Adknowledge**
- **Docker's** acquisitions of **SocketPlane**, **Koality**, and **Orchard Laboratories**
- **Lyft's** acquisition of **Cherry**
- **TicketFly's** acquisitions of **TicketBreak**, **Northern Tickets**, **WillCall**, and **Prime Box Office**

“We are officially closed! Thank you all for every single thing that got us here. The journey has only been fun because you were a part of it.”

—Stacy Brown-Philpot, CEO, TaskRabbit

# Sell-Side M&A

Recent sell-side transactions include:

## 2025

- **Little Otter's** sale to **Hazel Health**
- **Yofi's** sale to **NoFraud**
- **Koala's** sale to **Anysphere**
- **Guideline's** sale to **Gusto**
- **SkySQL's** sale to **MariaDB**
- **Beekeeper's** sale to **Lumapps**
- **Gatsby's** sale to **Klaviyo**
- **Amaro Analytics'** sale to **OpenEvidence**
- **theloopsai's** sale to **IFS**
- **Talage's** sale to **MISSION**
- **WhizAI's** sale to **IQVIA**
- **Fennel AI's** sale to **Databricks**
- **Agot AI's** sale to **HME Hospitality**
- **Dassana's** sale to **Deepwatch**
- **Monterey AI's** sale to **Reforge**
- **Stack Identity's** sale to **JumpCloud**

## 2024

- **Uplink's** sale to **DataSnipper**
- **Almer Technologies'** sale to **RealWear**
- **Idiomatic's** sale to **Front**
- **Sparta Software's** sale to **ÖURA**
- **FinTechForce's** sale to **Burkland Associates**
- **Kingfisher's** sale to **Allstate Protection Plans**
- **Payitoff's** sale to **Array**
- **Predict Spring's** sale to **Salesforce Ventures**
- **Double's** sale to **PennSpring Capital**
- **Flightwave Aerospace Systems'** sale to **Red Cat Holdings**
- **Rewatch's** sale to **Atlassian**
- **KYKLO's** sale to **Epicor**
- **Auditboard's** sale to **Hg**
- **Juno Live's** sale to **GrowthZone AWS**
- **SubjectWell's** sale to **WindRose Health Advisors**

## 2024 (cont.)

- **Barsala's** sale to **Landing**
- **SimpleCircle's** sale to **Arryved**
- **SidelineHD's** sale to **Diamond Kinetics**
- **Armory's** sale to **Harness**

## 2023

- **Betterview's** sale to **Nearmap**
- **Headroom's** sale to **Upwork**
- **UI Flow's** sale to **Workday**
- **Stackshine's** sale to **LeaseQuery**
- **Taskable's** sale to **SetSchedule**
- **Alpha Foods'** sale to **LIVEKINDLY Collective**
- **Level's** sale to **Vouch Insurance**
- **Qualified's** sale to **Andela**
- **Kyoo's** sale to **City Flavor**
- **Kopo Kopo's** sale to **Moniepoint**
- **Sympto Health's** sale to **Inflex Health**
- **Level's** sale to **Vouch**
- **Sinefa's** sale to **Palo Alto Networks**

## 2022

- **SeedFi's** sale to **Intuit**
- **FullReach's** sale to **Pinnacle Realty Advisors**
- **PeerWell's** sale to **Bardavon**
- **Granite Media's** sale to **6Sense**
- **UpNest's** sale to **Realtor.com**
- **Desmos'** sale to **Amplify**

## More Sell-Side Transactions

- **Command E's** sale to **Dropbox**
- **KidPass'** and **codeSpark.'s** sales to **HOMER**
- **Bear Flag Robotics'** sale to **John Deere**
- **Velano Vascular's** sale to **Becton Dickinson**
- **RedLock's** sale to **Palo Alto Networks**
- **Tapingo's** sale to **Grubhub**
- **TaskRabbit's** sale to **IKEA**

# Venture Capital Clients



PRECURSOR VENTURES



PONDEROSA



(01.A)



Baukunst



Hummingbird



Quiet



RETHINK EDUCATION



SevenSevenSix



SPRINGBANK



Headline

FLOODGATE



ZENO PARTNERS



Grantham Foundation  
for the Protection of the Environment



BOUNDLESS



# Venture Capital Clients

What investor clients are saying about working with Silicon Legal:

It's been a pleasure working with everyone on the SLS team... the experience is 'night and day' compared with other firms. It's not even close on some of these deal communications we've seen.

—Chris Kim, Founder & Managing Partner, UNION Labs

The folks at Silicon Legal are an extension of our family. They are truly awesome.

—Ann Miura-Ko, Partner, Floodgate

Amidst rising to new highs and a number of incredibly urgent fire drills over the past year, our core team at Silicon Legal has done an incredible job of supporting us. They meet every deadline and are thorough with their comments. I don't think any other legal firm I've worked with in my career could match the level of service or responsiveness.

—Aydin Senkut, Partner, Felicis Ventures

Appreciate the diligent and expedient work on your team's end. Liked your approach and style. Thank you so much! Look forward to working on more deals together.

—Alex Gurevich, Partner, Javelin Venture Partners

I knew I was working with the right people.

—Charles Hudson, Partner, Precursor Ventures



## About Us

Silicon Legal Strategy is the premier boutique law firm providing targeted, bottom-line-oriented advice to technology startups, innovative entrepreneurs and seasoned investors. Trained at the top firms in Silicon Valley, our attorneys and staff are incredibly passionate about technology and have extensive experience representing early stage companies and investors. We are a known quantity in Silicon Valley and beyond, and work with or sit across the table from every major technology law firm in the country. Perhaps most importantly, we ourselves are entrepreneurs. We truly understand the challenges of a startup – like building and motivating a team, creating repeatable processes to ensure continued customer satisfaction at scale and dealing with infrastructure issues. We face these challenges every day – and as a result, are able to deliver more relevant, bottom-line-oriented advice. Put simply, we actually “get” what entrepreneurs are going through.

## Contact Information

### San Francisco

201 Mission Street, Suite 800  
San Francisco, California 94105  
(415) 230-0870

### Los Angeles

10000 Washington Boulevard, 6<sup>th</sup> Floor  
Los Angeles, California 90232  
(310) 584-7294

### Denver

1630 Welton Street, Suite 910  
Denver, Colorado 80202  
(720) 316-0117

### Austin

111 Congress Avenue, Suite 500  
Austin, Texas 78701  
(737) 977-8510