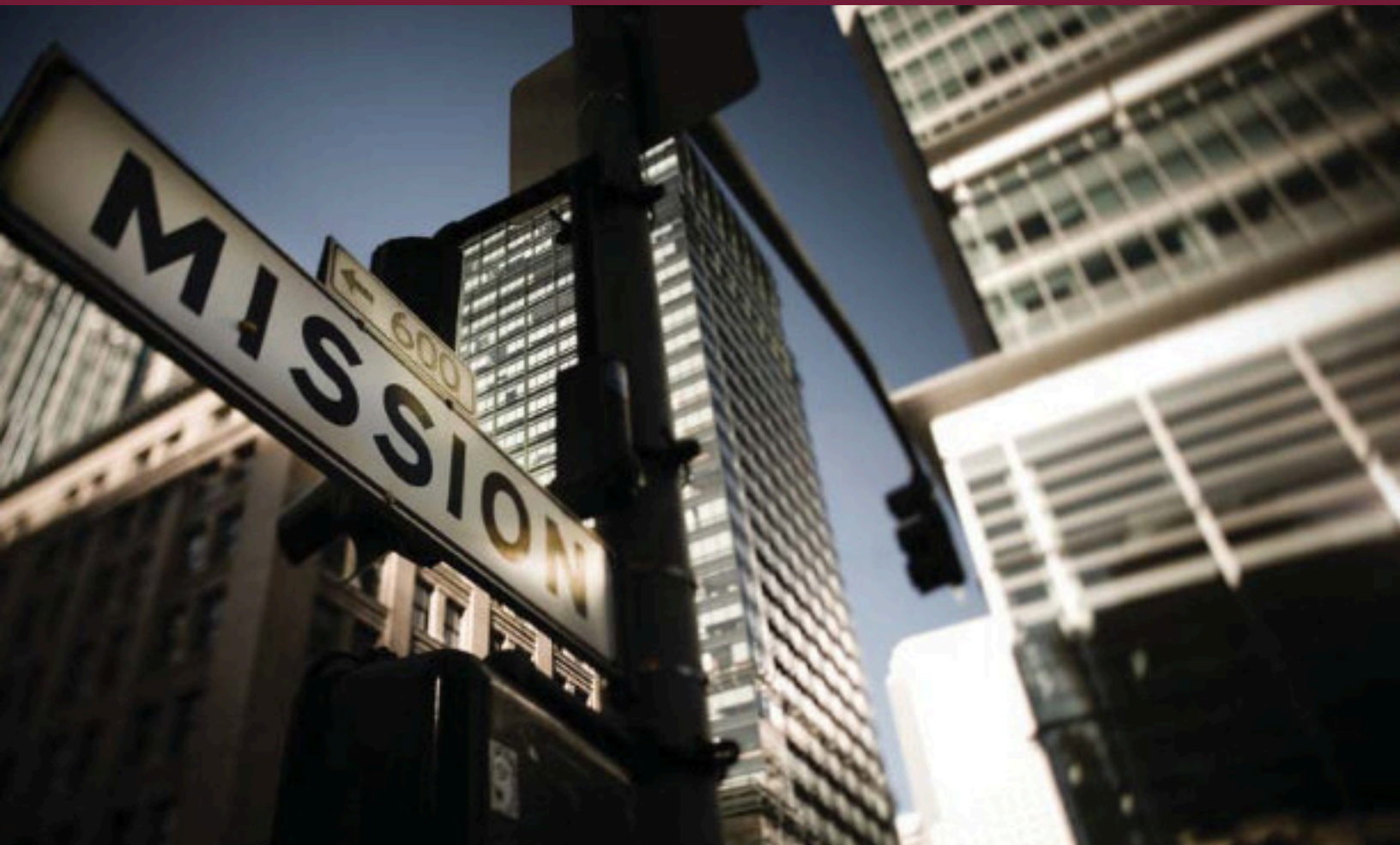




SILICON

LEGAL STRATEGY

ENTREPRENEURIAL LEGAL COUNSEL



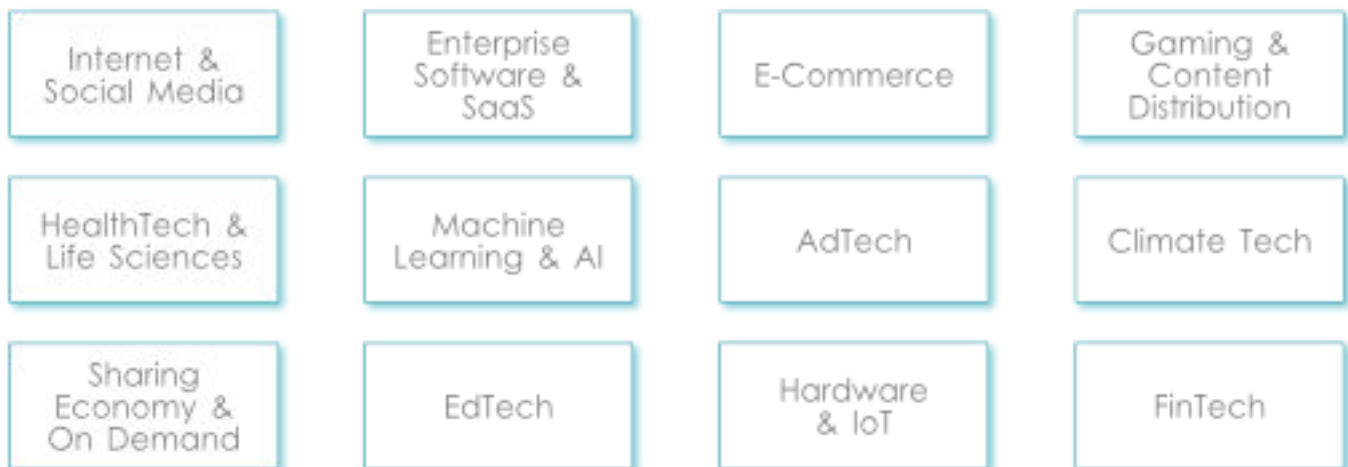
Company Clients

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:



“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



famous

Pawshake

SEGA



Talage

tawlify

tally



USERVOICE

honeycomb



GRAVITATIONAL

Guideline



scoot



Osmo

Olark

lyft

TaskRabbit

VANGO
be original

VelanoVascular™

armory

**COWBELL
CYBER**

STATWING

LUXER
ONE

AnyRoad

InfoScout

Redpill VR

nauto



**swift
NAVIGATION**

Tapingo

june

SPIGOT
GENIMOUS COMPANY

Threadflip



komodohealth™

ticketfly

ZWIFT

ΛPOZY

chewse



Second Measure



docker

Betterview



SHARETHROUGH



alloy



Venture Capital & Angel Financings

Venture Capital and 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. Some recent, prominent transactions include:

- **Expensify** — Series A, B, and C Financings (funded by **REDPOINT VENTURES** and **OPENVIEW**)
- **Guideline** — Series A, B, C, D, and E Financings (funded by **GENERAL ATLANTIC**, **TIGER GLOBAL**, **FELICIS**, and **PROPEL**)
- **Honeycomb** — Series Seed, A, A-1, A-2, and B Financings (funded by **INSIGHT PARTNERS**, **ACCEL**, **SCALE VENTURE PARTNERS**, and **STORM VENTURES**)
- **Interior Define** — Series A, B, and C Financings (funded by **PRITZKER GROUP VENTURE CAPITAL** and **FIFTH WALL VENTURES**)
- **Komodo Health** — Series Seed, A, B, C, D, and E Financings (funded by **TIGER GLOBAL**, **ICONIQ**, **A16Z**, **IA VENTURES**, and **FELICIS**)
- **Lyft** — Series A, B, C, and D Financings (funded by **MAYFIELD**, **A16Z**, and **COATUE**)
- **Swift Navigation** — Series Seed, A, B, C, and D Financings (funded by **NEA**, **SK TELECOM**, **ECLIPSE VENTURES**, and **FIRST ROUND CAPITAL**)
- **TaskRabbit** — Series A, B, and C Financings (funded by **FOUNDERS FUND**, **SHASTA VENTURES**, and **LIGHTSPEED**)
- **Uber** — Series Seed and A Financings (funded by **BENCHMARK** and **FIRST ROUND CAPITAL**)
- **Workato** — Series Seed, A, B, and C Financings (funded by **REDPOINT**, **NORWEST**, **BATTERY VENTURES**, and **STORM VENTURES**)
- **Zwiff** — Series A, B, and C Financings (funded by **KKR VENTURES**, **NOVATOR**, **SHASTA VENTURES**, and **HIGHLAND EUROPE**)

Silicon Legal has been ranked Top-10 in PitchBook's Global League Tables for Five Consecutive Years¹

The most active law firm in:

- Global VC deals (#8)
- United States (#8)
- "Rest of World" (#13)
- Globally Representing Investors (#5)
- West Coast (#7)
- Mid-Atlantic (#9)
- Commercial Products & Services (#7)
- Software (#8)
- Early Stage (#7)
- Late Stage (#13)

Venture Capital & Angel Financings

¹ Source: [PitchBook's 2023 Annual Global League Tables](#)



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

Mergers & Acquisitions

Mergers and Acquisitions

We have broad domestic and cross-border M&A experience, helping both buy-side and sell-side clients in a variety of acquisitions, from small acqui-hires to complex nine-figure, middle-market, and emerging-growth company 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 125 M&A transactions with an aggregate value in excess of \$2 Billion.

Some prominent transactions include:

- **Osmo's** sale to **BYJU'S**
- **Tapingo's** sale to **Grubhub**
- **Scoot Networks'** sale to **Bird**
- **InfoScout's** sale to **MarketTrack**
- **Jhana's** sale to **Franklin Covey**
- **Apiary's** sale to **Oracle**
- **Grand Junction's** sale to **Target**
- **Payable's** sale to **Stripe**
- **AnyMeeting's** sale to **Intermedia**
- **Statwing's** sale to **Qualtrics**
- **Spigot's** sale to **Genimous**
- **DropTalk's** sale to **DropBox**
- **Card.io's** sale to **PayPal**
- **Flither's** sale to **Twitter**
- **Marakana's** sale to **Twitter**
- **Tagtile's** sale to **Facebook**
- **Serious Business'** sale to **Zynga**
- **JamLegend's** sale to **Zynga**
- **BloomThat's** sale to **FTD**
- **Socialize's** sale to **ShareThis**
- **Ronin's** sale to **GoDaddy**
- **Sharethrough's** acquisition of **VAN**
- **Torbit's** sale to **Walmart**
- **Velano Vascular's** sale to **Becton Dickinson**
- **Bear Flag Robotics'** sale to **John Deere**
- **SeedFi's** sale to **Intuit**
- **RedLock's** sale to **Palo Alto Networks**
- **TaskRabbit's** sale to **IKEA**
- **LoungeBuddy's** sale to **American Express**
- **Circle of Mom's** sale to **PopSugar**
- **Kabam's** acquisition of **WonderHill**
- **FastBite's** sale to **Square**
- **Alt12 Apps'** sale to **The Honest Company**
- **Renzu's** sale to **SurveyMonkey**
- **Jerpac's** sale to **Google**
- **CardMunch's** sale to **LinkedIn**
- **LevelUp Analytics'** sale to **Intuit**
- **Hey (Famous.af)'s** sale to **Postmates**
- **Ticketfly's** acquisitions of **TicketBreak, WillCall, Gigbot, and PBO**
- **Lyft's** acquisitions of **Cherry and Rover**
- **TaskRabbit's** acquisitions of **SkillSlate and OneJackson**
- **Docker's** acquisitions of **Orchard Labs, Kitematic, and SocketPlane**
- **PICT's** sale to **PopSugar**
- **Cloud9's** sale to **Boingo Wireless**
- **MerchantOS'** sale to **Lightspeed Retail**
- **ReTargeter's** sale to **SellPoints**
- **StyleSeat's** acquisition of **BeautyBooked**



Mergers & Acquisitions

What startup companies are saying about working with Silicon Legal in the M&A process:

“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

“The folks at Silicon Legal are the types of attorneys entrepreneurs usually only dream of. Their boutique firm’s tagline is “Entrepreneurial Legal Counsel,” and they totally get it. Silicon Legal handles an over represented amount of deal flow in the Valley for its size, yet its rates are startup-friendly. Pairing our banker with Silicon Legal was like having a secret weapon.

—Daniel Odio, CEO, Socialize

“Thank you for your guidance and counsel throughout the process. We mentioned many times throughout how glad we were to have you at our side. It was a pleasure working with you!

—Shermann Min, Co-Founder, Grand Junction



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

Our Investor 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.

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