



SILICON

LEGAL STRATEGY

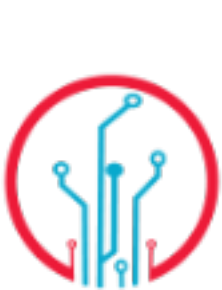
Climate Tech & Cleantech



Climate Tech & Cleantech Experience

Climate Tech and Cleantech Experience

Silicon Legal Strategy has worked with dozens of trailblazing companies who are revolutionizing how people and companies impact the climate and the environment. These startups are using innovative research, AI, machine learning, and data analytics to forge a new path.



In addition, Silicon Legal's roster of over fifty venture capital clients have backed hundreds of high profile Climate Tech and Cleantech startups.

“THANK YOU to EVERYONE at SLS (on both sides!) for making this super smooth along the way. I barely had to do anything and you made this really really stressful time that much easier.

—Rohan Puri, Co-Founder & CEO, Stable Auto



Enterprise Commercial Transactions

Enterprise Climate Tech & Cleantech 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.

Some high profile partnerships include:

- Electrify America
- Hertz
- Toyota
- Enel X
- Greencore
- Florida Power & Light
- DoD
- IndiGo Airlines
- United States Navy
- Caterpillar
- Georgia Tech
- Yale University

“I wanted to thank you for the outstanding work you provided directly to me last year. It's a huge help having your guidance on the customer contract reviews and leveling up our contract templates!

—Brian Pedersen, VP, Bonsai Enterprise

“THANK YOU, team - rockstar performance and all in under 72 hours. Only time will tell how important this group's ‘hustle’ was in the future of Velano and needle-free blood drawing, but I anticipate the significance will make headlines amongst our friends and stakeholders when we're in every hospital around the globe. Thank you.

—Eric Stone, CEO, Velano Vascular



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 2022 Global League Tables for Four Consecutive Years¹

The most active law firm in:

- Global VC deals (#9)
- US-Based VC deals (#8)
- "Rest of the World" VC deals (#16)
- Globally representing Investors in VC Deals (#6)
- West Coast VC deals (#8)
- Mid-Atlantic VC deals (#10)
- Commercial Services VC deals (#8)
- Energy VC Deals (#10)
- Early Stage VC Deals (#8)
- Late Stage VC Deals (#10)

Venture Capital & Angel Financings

¹ Source: [PitchBook's 2022 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

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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