



LICENSING, STRATEGIC PARTNERING & COMMERCIAL TRANSACTIONS

We come to the negotiating table with serious firepower. The depth and breadth of our team is unmatched by any of our competitors. Our team typically works on hundreds of strategic transactions each year that are critical to our clients' success, and thousands of intellectual property and commercial transactions to keep their business moving forward. We have negotiated every type of deal and counseled clients on every situation that emerging and maturing companies face as they develop, acquire and monetize technologies and create new business models to bring products to market. We know what it takes to close deals with all types of companies and how to avoid pitfalls that can become barriers to additional deals and/or exit strategies.

Emerging companies focus. While other firms focus on working for companies like Google, Cisco, Chevron and GSK, we formed Gunderson Dettmer to work with emerging companies. We can offer you the business knowledge and sophistication normally found only in large law departments at major companies. In essence, we serve as part of your management team and as “outside in-house” counsel. We provide insights and practical experience not otherwise available to emerging companies and sophisticated perspectives for maturing ones.

Business Alignment. We know the structures and strategies that produce win-win deals. With our singular focus and deep experience, we know better than any other firm how to help you create the leverage you need to successfully negotiate strategic deals with much bigger companies. In fact, we wrote the leading book on the subject: *Corporate Partnering: Structuring and Negotiating Domestic and International Strategic Alliances* (Villeneuve, et al. 2013 Wolters Kluwer), which has been in print continuously since 1992 and is now in its fifth edition.

Practical approach. We use our depth of experience to help you identify and navigate the changing risks and opportunities that come with rapid growth through the lifecycle of your business. Because we’ve advised thousands of emerging companies in commercial deals and acquisitions, we are uniquely able to identify these obstacles and find the best ways to eliminate or navigate them at every stage.

- Venture Financings
- Emerging Companies
- Mergers & Acquisitions
- Privacy & Data Security
- Corporate Services
- Entrepreneurs & Emerging Companies
- Maturing & Public Companies



G U N D E R S O N D E T T M E R
