

Mergers & Acquisitions

Whether you are an emerging technology or life sciences company seeking to be acquired, a business seeking to acquire such companies, or an investor with M&A questions, our M&A lawyers are exactly what you need: smart, practical, and straightforward dealmakers with deep experience with venture-backed and other emerging growth companies.

Our M&A transactions are as diverse as our clients, from sub-\$100 million “add-on” transactions to multi-billion dollar exits. Moreover, we have completed thousands of M&A transactions — both in the U.S. and internationally — worth hundreds of billions of dollars.

Our transaction teams are led by some of the most experienced and respected M&A lawyers in the technology and life sciences growth ecosystem, and our expertise extends to every specialty necessary to optimally structure and negotiate deals.

If you're a venture-backed company or high-growth startup ready for exit and seeking acquisition — or a maturing or public company seeking to acquire assets or a business — you can count on us to help you navigate the oft-choppy waters of a transaction. Our deep experience will help you focus on what matters, and avoid getting hung up on what doesn't. We will work tirelessly to secure favorable terms and bring the optimal resources to bear on all legal aspects of the transaction — leveraging best-in-class specialists in IP, commercial and privacy matters, alongside executive compensation, labor and tax counsel. Above all, we help you get the deal done.

Early Stage Startups & Preparing for a Successful Exit

Mergers and acquisitions have long accounted for roughly 90% of all exits from venture-backed businesses for founders and investors, and we begin positioning our clients at their earliest stages to be ready for acquisition when the conditions are right. We are by your side, each step of the way, guiding you through all of the relevant issues:

- Corporate structure and strategy
- Capital raising
- Employment and executive compensation
- Licensing, strategic partnering and commercial transactions
- Tax planning and compliance

One of our most common transaction types is the sale of a client company to a mature tech or life sciences “serial” acquirer. That’s why you won’t see those “mega-cap” tech and life sciences companies on our list of clients. Working for them would limit our ability to represent our primary clients: the most innovative and nimble companies coming to market today.

Sell-Side M&A for High-Growth Companies

Because we focus on serving private founder-led and/or venture-backed companies, we understand the changing needs and objectives of companies as they mature toward an exit. We tailor our advice to their unique assets and situation, even as we help them avoid potential landmines and position them for a successful acquisition.

Major corporate acquirers active in the tech and life sciences space know us well because we have been in front of them repeatedly. We understand their business drivers, interests, and legal teams, which enables us to find solutions to even the thorniest issues. These companies and their lawyers know that we’ll be formidable in representing the interests of our sell-side clients, but they also know that we’ll work diligently to get the deal done.

Navigating Special Sell-Side M&A Situations

The types of sell-side M&A transactions we handle are as diverse as the companies we represent, the companies acquiring them, the financial and market conditions the parties encounter, and the business demands of the industries in which all of the parties operate.

Having completed thousands of transactions, our M&A team has experience not only counseling founder-led companies through their acquisition by a more mature strategic acquirer, but also handling transactions such as:

- Sales of public companies, including strategic sales and take-privates
- Private Equity acquisitions and leveraged buyouts
- Mergers of equals (MoEs)
- Auction processes
- Dual track M&A/IPO processes
- Business-line divestitures
- SPACs and DeSPACs
- Board Special Committee representations
- Special counsel to investment funds for M&A sales of their portfolio companies

Regardless of the structure of the transaction or engagement, we offer strategic counsel and meticulous execution focused on optimizing outcomes.

Buy-Side M&A for Maturing & Public Companies

Our practical guidance and insight into business opportunities become even more valuable as our clients mature and grow. We advise both public and private companies on growth initiatives, including acquisitions and business combinations.

In buy-side M&A, our attorneys bring their deep knowledge of the life sciences and technology industries to negotiate favorable acquisition terms, protecting our clients' interests while facilitating successful transactions. We serve as strategic partners throughout the acquisition process, conducting thorough due diligence and navigating complex legal landscapes to get deals done.

With a focus on efficiency and results, we streamline the acquisition process, from initial target identification to post-closing integration. We drive your buy-side M&A objectives forward, minimizing risk and maximizing value every step of the way.