



Seed, Venture and Growth Financings

Whether your goal is to form your first company, raise a seed round, close a Series C, or bolster your balance sheet in advance of an IPO, we can help. We have formed tens of thousands of companies and consistently negotiate and close more venture capital and growth financings than any other firm in the world.

While a prolific serial entrepreneur may raise capital a dozen times in a career, a Gunderson Dettmer corporate attorney may negotiate dozens of those deals every quarter — and across a variety of sectors and industry segments. We know how to prepare our clients for what's next because we have seen what's next play out time and time again.

Raising capital for high-growth companies is in our DNA.

We were one of the first law firms to dedicate itself exclusively to high-growth emerging companies and formerly venture-backed public companies, and we've maintained that focus for nearly 30 years. We leverage that experience and deep industry knowledge to help our clients raise the capital they need efficiently and on competitive terms.

Our numbers tell the story:

- 1,800+ venture financings for companies since 2022
- \$44 billion raised in venture financings for companies since 2022
- 4,500+ company clients in the innovation economy worldwide

Market data. Having completed tens of thousands of formations and financings for venture-backed companies, we possess unrivaled market information — data unavailable to other law firms — which allows us to guide our clients with tremendous precision regarding the financing terms in the market today as well as emerging deal structures and other trends. Our pace of deal making enables us to provide guidance on the most likely sources of capital for any client, anywhere in the world.

We know how to scale. We run the whole race with our clients — from formation through early growth and beyond. We know how to get a company from pre-seed to seed financing, from venture to growth equity financing, and eventually to an exit, be it through acquisition or IPO.

Practical advice. Our clients rely on us as their sounding boards, stress reducers and pressure testers. We anticipate, plan and advise at the right time and in the right direction. We know the entire cast of characters in the VC market — investors, limited partners, funds and firms — and we use this knowledge to counsel our clients.

We listen and we deliver — distilling complex legal recommendations into clear, pragmatic solutions that feed the momentum of success.

Formation, Pre-Seed and Seed Financings

For founders and other first-timers, forming a company and getting financing can be scary. Getting it right means the difference between a company that lives and one that dies.

World-class experience — literally. Inspired innovators rely on Gunderson Dettmer to provide strategic business solutions at this most critical stage in their development — help with formation, pre-seed, and seed financing — because we have more experience helping such companies than any firm in the world. We know the VC finance market better than anybody because we were instrumental in creating it — our lawyers helped define the universe of seed-stage securities in use today.

Partnering with you. We are not just technical lawyers who recite the law, we are business partners to our clients. We understand the high stakes which early-stage companies face, we know the business and operational issues which can impede necessary growth, and we bring decades of experience advising thousands of companies to help founders and other first-timers get their companies to the next level.

Venture Financings to Help You Grow

For an early-stage company, the company founder has control of the board and the company. As companies mature, the founder's role can remain the same or shift in significant ways. Our lawyers have worked with thousands of maturing companies in both situations.

Seeing pathways for growth. Our deep experience allows us to see a range of possible pathways for growth, develop optimal financing options, and guide founders, boards, and senior managers in both strategic decision-making and practical, day-to-day operational advice.

Managing investor expectations. Also, as new investors become involved, the dynamics of financing a business — including its strategic direction and operational path — are likely to change. Having counseled thousands of venture-backed companies, we understand these dynamics and can provide legal and business advice to help your company reach its next milestone.

Growth Equity & Other Late-Stage Financings

Growth equity financings are an increasingly important source of capital as companies choose to remain private longer. Also, a late-stage financing may be the right choice to bolster a company's financials in advance of an IPO.

Although every deal is unique, our market knowledge and extensive experience helps us tailor growth-stage financing structures to a client's long-term aspirations. We provide seasoned advice for those companies ready to take that next bold step, helping our clients to realize (and sometimes push) the boundaries of their vision.

Tap into Global Experience

With 12 offices in key markets across the world, we have the footprint to support your global ambitions.

We have extensive expertise in structuring and negotiating cross border investments at all stages and are deeply familiar with the tax, regulatory and comparative law aspects of these transactions. We leverage a deep network of local law firms around the world to help our clients stay on the right side of the law. We have the experience and reach to support you wherever investment opportunities are available.