

Life Sciences

We represent healthcare and life sciences clients headquartered around the world — from founders who are spinning intellectual property out of universities to venture-backed and public companies, as well as venture capital and growth equity firms focused on investing in those industries.

Our Life Sciences team of more than 50 lawyers — with special concentration in Boston, San Diego, Silicon Valley, Ann Arbor, New York and Austin — works with companies and investors innovating in every segment of the life sciences space, including medical devices, tools, diagnostics, therapeutics, and healthcare IT.

We've worked with hundreds of companies and investors on billions of dollars of financings.

We have one of the world's leading practices serving venture-backed life sciences companies and investors.

Our representation of life science companies typically spans the full lifecycle of the business, from advising founders on incorporation through all stages of financings, in-licenses, day-to-day commercial contract issues, bet-the-company strategic collaborations, M&As and IPOs.

In addition to representing companies, we also represent many of the pre-eminent life sciences-focused investment funds in both their fund formations as well as in their investment activities.

Pre-launch and Formation

We regularly advise life science companies at their earliest stages of growth, including working with university spin-outs and pre-venture funded companies. We counsel clients on what we know to be the most critical issues on a new company's roadmap and work to lay the best possible foundation for their launch, growth, and success.

We become extensions of our clients' management teams, including issue spotting as their outside general counsel as well as serving as trusted business advisers focused on strategic, sustained growth. We can help you in a range of areas as you start to build your company, including:

- Entity formation
- In-licensing
- Onboarding employees and advisors
- Commercial transactions
- Executive compensation
- Strategies for disclosure and protection of intellectual property
- Labor and employment, including HR best practices and policies
- Data privacy protection and risk management
- Tax structuring

Our practical advice, technical skill and constant support at the earliest stages of the business help prepare our clients for financings, strategic collaborations and other bet-the-company transactions such as IPOs and M&A events.

Private & Public Financings

Whether your goal is to raise a seed round or a Series C, we negotiate and close more venture capital financings than any other firm in the world.

We have helped clients secure financing through every stage of their development, with financing vehicles appropriate to their size and stage of development. With deep ties in the investor community, we know what investors are looking for and we position our clients for successful financings throughout the full life-cycle of the company including:

- Seed/SAFE
- Series A, B, C and beyond
- Initial public offerings (IPOs)
- Secondary public offerings
- Private placement transactions, including PIPEs

Since 2017, we have raised more than \$11 billion and completed more than 300 financing transactions for our life sciences company clients.

Strategic Partnering, Collaborations, and Licensing

As life science companies mature, they look to negotiate and implement strategic transactions, collaborations and licensing arrangements with other companies, frequently the largest pharma, biotech and device companies in the world. We routinely negotiate with those companies and their subsidiaries, and we know the structures and strategies that produce win-win deals. We've handled every type of deal that emerging and maturing companies undertake as they develop, acquire, and monetize technologies and create new business models to bring products to market.

Our team of specialists works on hundreds of transactions in the life sciences sector every year, including a wide array of bet-the-company strategic partnering deals.

Life Sciences M&A

Whether your company is looking to acquire or be acquired, our deep bench of experience with M&A transactions for emerging growth companies brings to bear the requisite expertise needed to guide you through a successful transaction.

From strategic acquisitions to multi-billion dollar exits – including both U.S. and cross-border deals – our Life Sciences team works closely with our M&A and corporate colleagues to ensure seamless support and a strategy that helps you win today and tomorrow. We help our clients create the leverage they need to successfully negotiate strategic M&A deals with other leading market players.