Top-tier ranked by 2018 *Best Lawyers in America* and *Chambers USA*, Pillsbury’s Emerging Growth & Venture Capital team counsels high-growth enterprises and venture capital investors domestically and abroad.

Entrepreneurs, venture capitalists and emerging growth companies rely on Pillsbury for advice on everything from company formation to financings, corporate governance, technology transactions, acquisitions and public offerings. Our Emerging Growth & Venture Capital team is structured to grow with our clients. For newly established startups and emerging entities, our practice operates as a specialty boutique, assisting them with financing, structuring and their other legal needs while positioning them for future success. As our clients grow, so does our team, providing the right lawyers to meet our clients’ specific needs at every stage of their development. With decades of experience, we have assisted thousands of entrepreneurs, startups and investors across fast-paced, developing industries.

We have taken shoestring startups to market-leading positions, regularly assisting in client fundraising efforts through venture financings, technology transactions, and acquisitions as they grow. We help emerging company clients and investor clients analyze and navigate exit strategies, whether through an initial public offering or a strategic acquisition to accomplish their business objectives.

We counsel a wide range of high-growth enterprises and institutional investors throughout the United States and abroad. We have assisted countless companies in technology, life science and other sectors at every stage of their life cycle, helping them analyze capitalization structures, develop employee incentive and stock arrangements, and evaluate financing alternatives—including venture capital opportunities, government funding sources and other institutional investors. Our team draws on the experience of more than 300 technology and intellectual property lawyers and leverages the firm’s strengths in general
Represented Nicira from its incorporation in 2007 through several rounds of financing, corporate matters, employee benefits, tax, IP and related matters, until its sale to VMWare for $1.26 billion.

Represented Atheros, formed in a Pillsbury conference room, in its multiple financings, managing various corporate matters, its $126 million IPO, various M&A transactions, and ultimate $3.6 billion sale to Qualcomm.

Represented WebEx Communications Inc. through its formation, its venture capital financings, its IPO and its sale to Cisco Systems for $3.1 billion.

- Represented Santa Clara-based semiconductor solutions provider Inphi Corp. closed a $287.5 million notes offering.
- Advised glaucoma-treatment device developer InnFocus Inc. in its sale to specialty eye care provider Santen Pharmaceutical Co. for $225 million.
- Advised Mission Essential Personnel LLC, a global services and solutions provider to the defense and intelligence communities, on its acquisition of Information Management Technology Corporation (IMT).

Further, our investor relationships are an asset in assisting the companies we represent, as we facilitate business introductions when we see opportunities for collaboration. Our experience with investors—whether representing them or the companies in which they invest—has provided us with insights to better assist both venture capital fund clients and company clients in obtaining, evaluating, and structuring their financing.

**REPRESENTATIVE EXPERIENCE**

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According to Pitchbook’s 2019 mid-year global league tables, Pillsbury has been among the most active law firms in the world for M&A, private equity and venture capital through the first half of 2019, including:

- Represented real-time analytics provider Relektion Inc. in its $18 million Series B financing round, which was led by Battery Ventures and included Hasso Plattner Ventures and Intel Capital.
- Represented Vera Security Inc. in its $17 million Series B financing round led by Sutter Hill Ventures, as well as in its earlier rounds through which the company has raised $35 million to date.
- Represented Financial Engines in its acquisition of The Mutual Fund Store from Warburg Pincus for approximately $600 million.
- Represented Business Insider, one of the most popular business websites, in its $343 million sale to German media company Axel Springer SE.

PRACTICE AREA HIGHLIGHTS
According to Pitchbook’s 2019 mid-year global league tables, Pillsbury has been among the most active law firms in the world for M&A, private equity and venture capital through the first half of 2019, including:

- 10th by venture capital exits
- 13th for software venture capital deals
- 14th by late stage venture capital deals
- 15th for U.S. venture capital deals
- 18th for global venture capital deals
- 22nd by early stage venture capital deals

- Advised on 1,000+ public equity and debt securities offerings with an aggregate value exceeding $350 billion and $10 billion in venture financings since 2000 for technology and life sciences companies.
- Led more than 75 IPOs, as issuer and as underwriter counsel, including the first internet IPO (Netcom), the first SaaS IPO (WebEx) and the first solar IPO (SunPower).
- Team member Allison Leopold Tilley has been named one of The Recorder’s Women Leaders in Tech Law for the fifth year in a row.
- In 2017, the Daily Journal named team member Jorge del Calvo to its elite list of California’s top 100 lawyers.