



# Emerging Growth and Venture Capital

## Overview

Our Emerging Growth and Venture Capital practice group assists start-ups and emerging companies in various fields, including information technology, telecommunications, life sciences and clean-tech. Our team-oriented approach offers clients access to attorneys who are familiar with and understand their products, technology and business models. We provide legal expertise and counseling in the areas of corporate and securities, angel and venture capital financings, mergers and acquisitions, intellectual property, and compensation and benefits.

We have offices in the hottest startup cities in the United States including Silicon Valley, Del Mar (the Silicon Valley of San Diego), our flagship downtown San Diego office, Las Vegas and Phoenix. We are committed to contributing to the startup and emerging growth communities and give back whenever we can. We sponsor and regularly host events at our Silicon Valley office for entrepreneurs and founders who want to take their company to the next level. From interactive workshops and insightful discussions to intimate fireside chats with Silicon Valley's leading venture capitalists and CEOs, our events offer incredible networking opportunities and access to information every successful entrepreneur needs.

## Our Services

We're able to assist our clients through all stages of growth including:

- Initial incorporation preparation through seed and angel investments
- Venture capital debt and equity financings and strategic investments
- Mergers and acquisitions
- Develop funding strategies appropriate for each client's needs and circumstances
- Structure and negotiate venture capital, debt and equity financings, representing both companies and venture capital firms
- Leverage relationships with premier angel investors, venture capital firms and other sources of debt and equity funding
- Play an active role in bringing together entrepreneurs and investors

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As an added benefit of doing business with a full-service business law firm, we can draw upon Procopio's significant resources in a number of important related practice areas including:

- Intellectual Property
- Labor and Employment
- Tax
- Corporate and Securities
- Litigation
- International law
- Bankruptcy and creditor rights

Our [Intellectual Property attorneys](#) can handle all phases of protection, from selection, development, registration and licensing, to protection and litigation. We are experienced with patent, trademark, copyright, trade secret and licensing issues and have technical legal experience in a wide array of industries.

Our [Labor and Employment](#) attorneys can assist with a wide range of employment matters, such as employment policies and agreements, human resource counseling, and advice in specialized areas such as Health Insurance Portability and Accountability Act (HIPAA), Fair Labor Standards Act (FLSA) and others. We regularly advise clients on issues such as the design and implementation of qualified retirement programs and employee benefit plans, including medical, vacation, severance, health reimbursement arrangements, health savings accounts, self-funded corporate plans and related programs.

We are also part of LawExchange International and Meritas, which allows us to provide our clients worldwide access to quality law firms that also deliver high quality services at exceptional value.

## **LaunchPad by Procopio**

For some entrepreneurs, Procopio has been with them from the beginning with our LaunchPad incubator. Since 2012, a select group of high-technology entrepreneurs have grown their companies in Procopio's Del Mar Heights office, alongside attorneys who understand their industries and the path to success for emerging growth companies. LaunchPad participants benefit from a complimentary legal start-up package, valuable office space and back-office support, and education on key topics such as valuation, funding, intellectual property strategy, employment issues, and pursuing a strong exit. Our attorneys





provide ongoing legal support and assist with corporate structuring, patent protection, investor pitches, branding, and growth strategy.

Learn more about how you might participate in LaunchPad by Procopio [here](#).

## Testimonials

“For the past decade, through multiple rounds of financing, and ultimately leading to the FDA’s approval of our Banyan BTI™, we’ve counted on Procopio and Partner Roger Rappoport for critical legal guidance and counsel. When your venture aims to do something no one has done before—in our case, develop and commercialize the first-ever in vitro diagnostic blood test to aid in the evaluation of patients with suspected TBI, also known as concussion—you want an attorney and a law firm that will take the time to understand your unique needs and clear legal roadblocks before you can even anticipate them. That’s what we’ve come to rely on with Roger and Procopio.”

- *Steven P. Richieri, President/COO, Banyan Biomarkers, Inc.*

Roger Rappoport brought immense practical, legal and business experience to his work, delivered with the highest integrity, diligence and value. Roger's personal approach brought a refreshing style to his interactions with me, our board, bankers and employees. I strongly recommend Roger and Procopio if you are an emerging technology CEO in search of an experienced outside corporate counsel.

-- *Craig Brennan, CEO, Overtone, Inc. (acquired by KANA Software, Inc.)*

