Startups & Emerging Companies

Lane Powell has a sophisticated and experienced Startups and Emerging Companies Team consisting of some of the highest quality corporate, securities, business and intellectual property lawyers in the Northwest. Our core team quarterbacks engagements and draws from the approximately 200 lawyers in the firm to bring industry or other experience to bear when necessary.

We have represented startups and emerging companies in virtually every industry including technology, manufacturing, services and retail. We also advise on matters spanning the entire life cycle of a startup or emerging company, beginning with formation and initial capitalization, continuing with capital raising and commercialization, and, hopefully, culminating with a successful exit event such as a sale or public offering.

What Makes Us Different

Other firms can make similar claims regarding their startup and emerging company practices. Here is what we think distinguishes Lane Powell.

Integration with startup-focused Intellectual Property (IP) Team

We are closely integrated with the firm’s broad, deep and highly-skilled IP Team that understands the unique challenges facing startups and emerging companies, and our IP Team calibrates its advice accordingly. Our IP Team includes several attorneys that have experience as in-house counsel for startups and emerging companies, as well as more established companies. Due to that experience, our IP attorneys understand how to help founders identify and protect their innovations cost-effectively and use IP protection to maximize the value of their companies from investors’ perspectives.

Access to region-wide startup network

We have large offices, with team members located in both Portland and Seattle, allowing us to provide the benefit of our broad networks in both markets to our clients. These networks include venture capitalists, angel investors and other resources that we can tap or make introductions to when appropriate.

Passionate commitment to responsiveness and pragmatism

We understand and appreciate the unique pressures facing our startup and emerging company clients and their need to act quickly and efficiently. We know that esoteric, ivory-tower advice is useless to a startup or emerging company, and we pride ourselves on always finding ways that things can be done rather than reasons why they can’t.

Alternative billing arrangements

We offer a variety of alternative billing arrangements that recognize the cash flow challenges that startups and emerging companies face. These include a long list of services that we provide on a fixed fee basis as well as fee deferral arrangements. Details are available upon request.
What We Can Do for You

Organization
We help our clients decide on the best entity and jurisdiction of formation for their business and then assist them in setting it up properly. We provide advice on initial capitalization including ownership splits and agreements between or among the founders. We perform these services for a fixed fee.

Protect IP
Oftentimes, one of the first projects we assist our startup and emerging company clients on is developing a strategy for securing and protecting their intellectual property rights. This could involve a combination of patents, trademarks and copyrights, as well as processes for ensuring trade secret protection. Typically, this includes developing a budget for such work and helping our clients prioritize the work.

Incentive/Equity Compensation
Soon after their formation, we often help our clients on the development and execution of a strategy to provide incentive compensation for their employees. Typically, this is in the form of equity compensation, (e.g., stock options, restricted stock, etc.) but can also include a cash bonus program. Our work on this involves the preparation of a plan document as well as advice on the size and terms of grants for various positions within the company. We can do this work on a fixed fee.

Capital Raising
We spend a great deal of our time helping our clients develop a strategy for raising capital, which of course is the lifeblood and fuel for most startups and emerging companies. Because of Lane Powell’s constant presence in the capital markets for startups and emerging companies, we are able to advise our clients on current market terms and direct them to specific investors who are focused on and active in their industries. Depending on the situation and circumstances, we are happy to discuss alternative fee arrangements for this work, such as payment deferral and caps.

Day-to-Day Legal and Other Needs
We view our role with our startup and emerging company clients to be that of a portal for all of their legal and non-legal needs. One of the great benefits to engaging Lane Powell (and one of the ways we distinguish ourselves from sole practitioners and boutiques) is that we are a full-service firm and so have experts to address virtually any issues that arise for our clients. This includes, to name a few, authorities in employment, employee benefits, immigration, tax, real estate, international transactions, intellectual property and all varieties of litigation. In addition, as one of the largest law firms in both Seattle and Portland, we have broad and deep networks consisting of other professionals and resources that we can call on to assist our clients on non-legal issues such as investment bankers, tax and accounting practitioners, public relations specialists, recruiters, tenant representation, human resource specialists, etc.

Exit Events
If all goes accordingly, our representation often culminates in the sale of or initial public offering for our clients’ companies. We have a wealth of experience in advising our clients through these transactions and a deep bench to ensure that we can handle any size deal on any time frame. Some of the exit transactions that we have handled for our startup and emerging company clients are referenced on our firm’s annual “Representative Transactions” lists — view the 2014, 2015 and 2016 lists. We strongly believe that the chances for a positive outcome (e.g., timing, price and terms) for our startup and emerging company clients is greatly enhanced by early planning for an exit event, therefore we advise our clients in this regard starting on day one.

Experience

**Affective Software, Inc. Seed Financing**
Advised Affective Software in its Seed Financing.

**Full Circle Farm Sale of Organic Food Delivery Business**
Advised Full Circle Farm in the sale of its organic food delivery business.

**San Juan Seltzer, Inc. Acquisition of Schooner Exact Brewery**
Advised San Juan Seltzer in its acquisition of Schooner Exact Brewery.

**Cone & Steiner Series Seed Financing**
Advised Cone & Steiner in its Series Seed financing.

**Joe Chocolates Company Seed Financing**
Advised Joe Chocolates in its Seed financing.

**VIA Global Health, Inc. Multiple Financings**
Advised VIA Global Health in multiple financings.

**Skippit Inc. Convertible Note Financing**
Advised Skippit in its Convertible Note financing.

**FuelCloud, Inc. Seed Financing**
Advised FuelCloud in its Seed financing.

**Molecule Corp. Sale of Company to Henkel Corporation**
Advised Molecule Corp., a technology-driven enterprise focused on discovery and product innovation in the additive manufacturing space, in the sale of its business to Henkel Corporation.

**Confluence Capital Management, LLC $1M Preferred Units Financing**
Advised Confluence Capital Management in its $1M Preferred Units financing.
DefinedCrowd Series Seed Financing
Advised DefinedCrowd, an artificial intelligence startup, in its Series Seed financing.

DefinedCrowd Series A Financing
Advised DefinedCrowd, an artificial intelligence startup, in its Series A financing.

Evrnu Series Seed Financing
Advised Evrnu, a textile recycling technology company, in its Series Seed financing.

Salmon Innovation Fund Formation of Investment Fund
Advised Salmon Innovation Fund in the formation of its investment fund, which invests in scalable, early-stage technologies that increase wild Pacific salmon & steelhead populations and resilience.

Swurveys, Inc. Convertible Note Offering
Advised Swurveys — an all swipe, no type survey software platform — in its Convertible Note offering.

Tempered Networks Series B Financing
Advised Tempered Networks, a cybersecurity solution provider, in its Series B financing.

Tempered Networks Convertible Debt Financing
Advised Tempered Networks, a cybersecurity solution provider, in its Convertible Debt financing.

Package Guard, Inc. Convertible Note Offering
Advised Package Guard, Inc. — producer of a simple-to-use, Frisbee-sized device that protects packages and provides guaranteed package delivery alerts — in its Convertible Note offering.

Trilogy Equity Partners Venture Capital Investments
Regularly advise Trilogy Equity Partners in venture capital investments.

Valant Medical Solutions, Inc. Series A-3 Financing
Advised Valant Medical Solutions, the market leader behavioral health software for private practices, in its Series A-3 financing.

Aquor Water Systems Convertible Note Financing
Advised Aquor Water Systems, a startup changing the way people access water outdoors, in its Convertible Note financing.

DimensionalMechanics, Inc. Convertible Debt Financing
Advised DimensionalMechanics, an AI software company, on its convertible debt financing.

$15M Management Buyout of CUI Devices
$15M Management Buyout of CUI Devices
Series Seed Financing

Contact(s)

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