



REPRESENTATIVE RECENT **DISRUPTIVE TECH** PROJECTS (2016-17)

- Negotiated technology agreements and seed and Series A rounds for AI scaleup
- Served as “coordinating counsel” in transnational M&A transaction with scaleups
- Negotiated master service agreement and several SOWs with Google for VR content
- Served as interim general counsel for VR technology & platform startup
- Negotiated new investment and capital structure of contact center technology platform
- Negotiated Italian startup acquisition by US company and drafted related agreements
- Negotiated VR development agreements and “design bible” for medtech VR scaleup
- Advised on the formation of an international venture fund for blockchain investment
- Structured joint venture for VR and analytics companies
- Negotiated master service agreement and several SOWs with PwC for data analytics company
- Created and managed international alliance program for cloud-based platform technology company, including negotiations with SAP
- Drafted TOUs and privacy policies for multiple cloud-based subscription services
- Negotiated international reseller agreements for telecommunications platform
- Negotiated referral agreements for strategic partners for technology platform
- Designed and launched international strategic alliance program for technology company
- Launched and obtained investment for B2B technology platform for delivery services
- Advised on Series A funding for mobile game development startup and its expansion into AR/VR
- Advised US subsidiary on VC investment in non-US parent
- Negotiated Chinese publishing arrangements for mobile game development company
- Negotiated international publishing arrangement for app developer
- Advised on launch of US subsidiary of non-US technology development company
- Advised on structure, sponsorships, IP rights and investment in TV/web show
- Negotiated enterprise agreement for global subscriptions to cloud-based analytic service
- Structured and advised on cloud-based technology spinoff from technology company
- Negotiated license arrangement for online trend analysis company and multinational
- Negotiated software development, license and distribution agreements for data analytics company
- Advised battery and power-storage technology company on fund-raising and US distribution
- Advised automotive technology platform provider on VC investment
- Identified potential international strategic partners for cloud-based platform company
- Advised on legal issues for legal document automation platform and drafted privacy, cybersecurity and terms of use provisions
- Advised on restructuring international medtech joint venture and drafted new agreements

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