Emerging Companies

HIGHLIGHTS

- **Introducing Neuron, the Digital Home for Your Legal Needs**
  The Emerging Companies Practice (ECP) is excited to announce the launch of Neuron, a new platform that streamlines, automates, and digitizes the typical legal processes along a start-up’s journey – from incorporation to fundraising to exit. Clients will experience seamless integration of documentation, third-party data sources, and direct collaboration with their legal team.

- **Trusted Counsel to Start-Ups and Entrepreneurs**
  As the country’s leading firm representing venture-backed companies, Wilson Sonsini has counseled thousands of start-ups and entrepreneurs who are starting new businesses, advising them on company formation, equity structures, investor negotiations, IP rights, and other issues.

- **Perennial Leader for Venture Financings**
  Wilson Sonsini has consistently ranked No. 1 for the number of venture capital deals handled each year, dating back to the 1980s.

- **U.S. Expansion Expertise**
  We’ve advised hundreds of non-U.S. companies that have elected to enter the U.S. market, whether to expand, raise investment capital, or pursue a key transaction.

OVERVIEW

Since the firm’s inception in the early days of Silicon Valley, Wilson Sonsini has been privileged to help lay the groundwork for some of the world’s most innovative technology, life sciences, and growth companies. As the nation’s leading law firm representing venture-backed companies, we have counseled thousands of entrepreneurs starting new businesses, advising on the formation of companies, equity structures, negotiations with investors, intellectual property rights, and other issues vital to their success.

**An Interdisciplinary Approach**

We take an interdisciplinary approach to counseling entrepreneurs and young companies, offering deep expertise in such vital areas as:
This interdisciplinary approach, along with the breadth and depth of our practice, allows us to serve as a strategic advisor through each stage of a private company's growth. In addition, we have a number of business processes and proprietary knowledge management systems in place that enable all of our attorneys to leverage the collective experience and skills of the firm, ensuring maximum effectiveness and efficiencies for our clients.

A Network for Entrepreneurs

Our attorneys have seen countless ventures—launched with little more than a promising idea and the passion of their founders—grow into highly successful, mature companies. The firm has grown as well; currently, we represent more than 300 public and 3,000 private companies. But our commitment to entrepreneurs remains resolute, and we always are looking for new ways to serve their needs.

We provide entrepreneurs with the information and opportunities they need to develop into the next generation of industry leaders. The firm's resources are extended to all entrepreneurs and emerging company executives who establish a relationship with the firm. For example, we invite contacts to networking events, workshops, and other programs covering a wide range of topics designed to help entrepreneurs focus their ideas, develop a business strategy, build the right relationships, and access capital.

U.S. Expansion

Our attorneys have advised hundreds of non-U.S. start-up and growth-stage technology companies—including clients based in the U.K., Israel, and other EMEA countries; South and Central America; and Greater Asia—that have decided to enter the U.S. market, whether to expand, raise investment capital, or pursue a key transaction.

We also work closely with key local stakeholders in those regions—investors, accelerators, incubators, professional advisors, strategic partners, and government economic development agencies—to provide home market support on U.S. matters and ensure that companies have the right teams around them to succeed in the U.S.

To learn more about our U.S. expansion practice, please click here.

**TERM SHEET GENERATOR**

Using the above link to Wilson Sonsini's **Term Sheet Generator**, you can generate a venture financing term sheet based on your responses to an online questionnaire. It also has an informational component, with basic tutorials and annotations on financing terms. This term sheet generator is a modified version of a tool that Wilson Sonsini uses internally, which comprises one part of a suite of document automation tools that we use to generate start-up and venture-financing-related documents.

**Please Note**

Progress will not be saved. Any generated documents will open in Word. An .xml answer file may also be exported.
Because it has been designed as a generic tool that takes into account a number of options, this version of the term sheet generator is fairly expansive and includes significantly more detail than would likely be found in a customized application.

**Contacts**

Please direct any general questions regarding the term sheet generator to Tony Kikuta (akikuta@wsgr.com) or Yokum Taku (ytaku@wsgr.com) at (650) 493-9300. For technical issues, please contact Wilson Sonsini's Help Desk at (650) 493-9300 (ext. 6161).

**Other Resources**

The Term Sheet Generator is part of a suite of automation tools that the firm uses to generate start-up and venture financing-related documents. In addition to the Term Sheet Generator, Wilson Sonsini offers a public version of a Convertible Note Term Sheet Generator for equity venture financings, which you can access through the above tab. The firm also offers other free online resources for entrepreneurs, including our Entrepreneurs Reports, our quarterly newsletters that present data on venture financings in which the firm was involved, with the objective of identifying relevant trends in activity and valuation levels for the U.S. venture capital industry in general. Visit our ECP website to view the most current and past issues of our Entrepreneurs Report.

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CONVERTIBLE NOTE TERM SHEET GENERATOR

Using the above link to Wilson Sonsini's Convertible Note Term Sheet Generator, you can generate a convertible note term sheet based on your responses to an online questionnaire. It also has an educational component, with basic tutorials and annotations.

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2. promoting, marketing, or recommending to another party any transaction or matter addressed herein. You should seek advice based on your particular circumstances from a tax advisor.