U.S. Expansion

HIGHLIGHTS

- **Comprehensive U.S. Expansion Representation**
  Our U.S. expansion team assists start-ups, scale-ups, and other high-growth companies through their U.S. life cycle—U.S. launch, expansion, fundraising, partnerships, M&A and IPO—and helps facilitate access to our global network of capital providers, corporates, and advisors.

- **An Experienced U.S. Expansion Team**
  Wilson Sonsini’s U.S. expansion team includes attorneys who have provided advice on U.S. matters to hundreds of non-U.S. start-up and growth-stage technology companies, including clients based in the U.K., Canada, Israel, and other EMEA countries; South and Central America; and Greater Asia.

OVERVIEW

When technology-driven companies decide to enter the U.S. market—whether to expand, raise investment capital, or pursue a key transaction—Wilson Sonsini offers those companies distinct advantages:

- Unmatched experience representing U.S. and non-U.S. growth companies
- Established connections to U.S. and non-U.S. investment sources
- Offices in key technology markets across the U.S.
- Comprehensive U.S. corporate, commercial, IP, employment, regulatory, and litigation representation

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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.

**Unmatched Experience Representing U.S. and Non-U.S. Growth Companies**

Not only does the firm have attorneys focused on advising companies expanding into the U.S., but our 50-plus years of experience representing growth-oriented enterprises has helped us become the premier legal services provider to U.S. technology, life sciences, and energy companies.

Wilson Sonsini advises more start-ups on their venture transactions than any other U.S. law firm, ranks among the leading legal advisors to issuers and underwriters involved in technology IPOs, and ranks among the top 10 M&A advisors in the U.S. for representing technology enterprises.
In addition, we are consistently ranked as the nation's leading law firm representing venture-backed companies, counseling thousands of entrepreneurs starting new businesses and advising on the formation of companies, equity structures, negotiations with investors, intellectual property rights, and other issues vital to their success.

Established Connections to U.S. and Non-U.S. Investment Sources

The firm has an established and growing network of contacts in the investment communities that are most important to start-ups and growth companies. From angel investors and accelerators to investment banks and venture capital firms, we offer clients important connections to funding sources throughout the U.S. and in many key non-U.S. markets.

Offices in Key Technology Markets Across the U.S.

Based in Silicon Valley, Wilson Sonsini has offices in key technology and financial centers across the U.S., from New York and Boston to San Francisco, Los Angeles, San Diego, Seattle, and Austin. We also have experienced teams in our Washington, D.C., and Wilmington, Delaware offices that assist growing and established companies with corporate governance and regulatory matters.

Comprehensive U.S. Corporate, Commercial, IP, Employment, Regulatory, and Litigation Representation

With more than 900 attorneys, Wilson Sonsini has the capacity to meet the diverse U.S. needs of technology-driven companies based outside of the U.S., and sophisticated transactional practices to assist clients as they grow and evolve.

When our corporate clients seek additional capital, our corporate finance attorneys help them complete equity, debt, and structured finance transactions. As our corporate clients expand, they rely on the firm’s finance, M&A, IP, technology transactions, tax, and real estate practices, among others. Our attorneys have also handled numerous spin-off and going-private transactions on behalf of corporate clients.

In addition, Wilson Sonsini has practices that help companies manage people, products, and processes, so they can stay on track operationally. For instance, we have experienced employment, executive compensation, and employee benefits attorneys who help corporate clients attract, retain, and manage talented executive and staff professionals.

The firm’s intellectual property and trade secret practices protect the valuable, innovative products and business processes that commonly form a company’s foundation. As ideas and innovations develop, our attorneys provide strategic patent and trademark counsel. We also help entities manage larger, global IP portfolios, including patent and trademark filings and maintenance in U.S. and non-U.S. markets. Further, we advise companies on how to retain their IP rights and trade secrets as employees leave their organizations.

As to governmental scrutiny, Wilson Sonsini has advised corporate clients in scores of proceedings involving federal and state regulatory agencies, particularly the U.S. Federal Trade Commission (FTC), the Securities Exchange Commission (SEC), and their state equivalents. The firm has successfully defended clients against claims of anti-competitive behavior, consumer fraud, privacy law violations, cybersecurity breaches, and securities law infractions. Furthermore, as regulatory pressures have increased with respect to the exportation of goods to (and business conduct in) global markets, the firm’s attorneys, many of whom previously held positions with the SEC, Department of Justice, and other agencies, have represented clients facing government inquiries and/or investigations, including those related to export controls and economic sanctions, Foreign Corrupt Practices Act (FCPA) laws, and matters that involve Committee on Foreign Investment in the United States (CFIUS) and national security issues.

As companies grow, unfortunately, they often become involved in a proportionately larger number of business disputes. Our attorneys have successfully represented clients engaged in litigation with competitors, suppliers, service providers, employees, and other entities, with disputes ranging from private antitrust lawsuits to high-stakes patent litigation. We have also successfully defended companies in class actions, including antitrust, consumer, and securities litigation matters. In addition to representing companies in federal and state courts throughout the U.S., our attorneys represent corporate clients in arbitrations and mediations.

The following list illustrates the broad array of services we provide to clients:

- Early Corporate Organization
- Venture Financing/Private Equity
- Corporate (M&A and Public Equity-IPO Exit)
- Tax
- Intellectual Property
- Technology Transactions
- Regulatory (Antitrust, Privacy and Data Protection, Exports, FCPA/CFIUS)
- Litigation
- Employment Law (Executive Compensation/Benefits)
- Real Estate
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 company’s growth.

**U.S. EXPANSION LIBRARY AND RESOURCES**

Wilson Sonsini supports technology-driven UK companies looking to expand to and scale in the United States, and to facilitate connections between the UK and U.S. technology ecosystems.

Our comprehensive collection of short videos and articles offer helpful tips for technology companies seeking to enter the U.S. market or to raise capital from U.S. investors.

Use the below categories to view our extensive U.S. Expansion Resources and Library:

- **Launching in the U.S.**: Steps UK companies can take to best position themselves for launching their business in the U.S.
- **Raising U.S. Funding**: The dynamics of raising venture capital from U.S. investors, including when to consider raising capital, key differences between U.S. and UK funding rounds, the pros and cons of the “Delaware Flip,” and other fundraising topics.
- **Exiting to the U.S.**: Selling your business is a common path to liquidity, but the process is not always simple or common. Sales processes in the U.S. are often bespoke to fit the risks of the parties.
- **Operating a U.S. Business**: Important factors UK tech and life sciences companies should consider when operating and scaling their U.S. business. Examples include hiring and other employment matters; managing and minimizing litigation risks; negotiating commercial deals and partnering agreements; and other day-to-day business and legal issues.

For more about the U.S. expansion process, see our U.S. Expansion and Fundraising FAQs