



ACCELERATORS + INCUBATORS

Partnering with Accelerators and Incubators to Help Grow Dreams and Ideas into Companies

Since Silicon Valley's formative years, Wilson Sonsini Goodrich & Rosati has held an established position as the leading law firm provider to innovative enterprises, from entrepreneurial start-ups to multibillion-dollar global corporations. While representing the venture firms, private equity firms, and investment banks that financed and advised those companies, WSGR has also cultivated collaborative relationships with top accelerators and incubators that have become an important part of the start-up and venture communities throughout the U.S.

In addition to having strong ties to accelerators and incubators operating in multiple markets across the country, WSGR collaborates with organizations aimed at supporting companies in a single region. The firm also has worked with accelerators and incubators that focus on certain technology industries. For example, we currently work with organizations helping companies in the biotech, FinTech, hardware, and renewable energy sectors, among others.

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. Backed by that experience, our attorneys can offer uncommonly broad assistance to accelerators and incubators, along with the entrepreneurs and companies that depend on them. Whether we're helping to create smart workshops and events, offering office space to participating companies, or introducing entrepreneurs to valuable sources of capital and other resources, we have the institutional strength and commitment to help accelerators and incubators attract, grow, and launch promising companies.

EXPANDING RELATIONSHIPS

WSGR has long-term partnerships with established incubators and accelerator programs, including:

- Founder Institute
- Grand Central Tech
- Highway1
- Illumina Accelerator
- LAUNCH Incubator
- Plug and Play
- SkyDeck
- Techstars
- Tumml

BOOTCAMP PROGRAM EXPERIENCE

WSGR has helped create and hold programs tailored for seed, incubator, or acceleration levels:

- Forming and organizing
- Intellectual property
- Business plans and fundraising
- Valuation and term sheet workshop
- Employee benefits and compensation
- Exit strategies

INDUSTRY EXPERIENCE

WSGR has worked with clients (including accelerator and incubator organizations) across multiple industries:

- Biotech
- Consumer products and services
- Data storage and cloud
- Digital media and entertainment
- FinTech
- Hardware
- Internet and security
- Medical devices
- Mobile
- Renewable energy
- Software

Positioned for High-Level Collaboration with Accelerators and Incubators, and Their Participants

- **Flexible** – WSGR's attorneys can seamlessly integrate with each organization, adhering to key operational guidelines while engaging with participating companies and entrepreneurs.
- **Historically committed to start-ups** – WSGR has long represented promising, innovative entrepreneurs and companies, leading to the firm's national reputation for representing start-ups.
- **Industry agnostic** – From biotech and data storage to mobile and software, WSGR not only has experience in virtually every technology industry, but thrives on working with disruptors.
- **Value-minded** – WSGR negotiates with organizations to reach competitive, value-minded fee arrangements and start-up packages that are individually tailored to each company's needs and budget, and mutually beneficial to all parties.
- **Connections** – WSGR's long-standing connections to venture capital firms, private equity firms, and investment banks mean we can connect participants to sources for capital, thought leadership, and other key resources.
- **Scope** – WSGR has one of the largest venture capital and entrepreneurial practices in the U.S.; attorneys focused solely on start-ups, entrepreneurs, and the broader venture community; and a 360-degree view of the overall ecosystem.
- **Venture finance leaders** – WSGR represents more companies that receive venture financing than any other U.S. law firm and consistently ranks No. 1 for the number of venture capital deals handled each year. (Source: Dow Jones VentureSource)
- **Location** – WSGR has offices in markets known for growing technology and innovation, including Austin, Boston, Los Angeles, New York, Palo Alto, San Diego, San Francisco, and Seattle, as well as Greater China.

Experience Collaborating with Accelerators and Incubators

- Maintain active sponsorships and partnerships with leading accelerators and incubators
- Co-host bootcamps, workshops, presentation competitions, and other events tailored for seed, incubator, or acceleration levels
- Close ties to serial entrepreneurs, venture capitalists, and other thought leaders who work with us to help accelerator and incubator participants

Unparalleled Experience and Resources

- More than 700 attorneys in 15 locations worldwide, including key technology, business, and regulatory markets across the United States, China, and Europe
- Expansive patent, transactional IP, and IP counseling experience working with companies developing novel products, from biotech and consumer products to hardware and software solutions
- Comprehensive legal services experience across other disciplines, including antitrust, corporate finance, M&A, venture finance, trademarks, privacy, and tax



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