



EMERGING GROWTH SERVICES

FOR ADDITIONAL INFORMATION

Darrell Kong
Director, VCS Group
dkong@fenwick.com
650.335.7803

www.fenwick.com

OVERVIEW

For over 30 years, Fenwick & West has focused on working with emerging technology and life sciences companies. As one of the most active legal practices in the country serving early stage founders and investors, we have developed long-standing relationships with recognized leaders throughout the entrepreneurial community. In addition to our legal expertise, we offer our clients several distinctive services which leverage our industry experience and relationships.

TECHNOLOGY DILIGENCE SERVICES

For clients and investors within our network, we provide access to our CTO and IT organization for technical diligence services. Given our multitude of interactions with early stage ventures and large scale enterprises, we have gained a deep understanding of which technologies are gaining customer traction in particular industries and also what technical issues may be raised from potential customers and investors.

Our CTO and IT staff are available to:

- Conduct technical diligence
- Evaluate sales/investor presentations
- Assess viability of solutions in different industries
- Provide guidance on appropriate target markets/customers

VENTURE CAPITAL SERVICES

Through our Venture Capital Services group, we make targeted introductions for our client and investor networks. We currently have relationships with over 250 VC firms and many individual angel investors located throughout the US. To increase our clients' probability of success, VCS provides guidance on business strategy issues, fundraising and development of quality investor materials suitable for meaningful evaluation. Our objective is to connect promising clients to appropriate sources of capital in the most efficient way for all stakeholders.

In order to make properly matched client referrals, we develop profiles for each of the VC investors in our network based upon several characteristics including:

- Sector of Focus
- Company Stage of Development
- Geographic Location
- Round of Investment
- Fundraising Amount



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