

DISRUPTIVE TECH COUNSEL



INNOVATE. DISRUPT. REPEAT.

WORKING WITH ENTERPRISES



Global Capital provides legal &
strategic counsel to clients to develop,
commercialize, finance or use
Disruptive Tech



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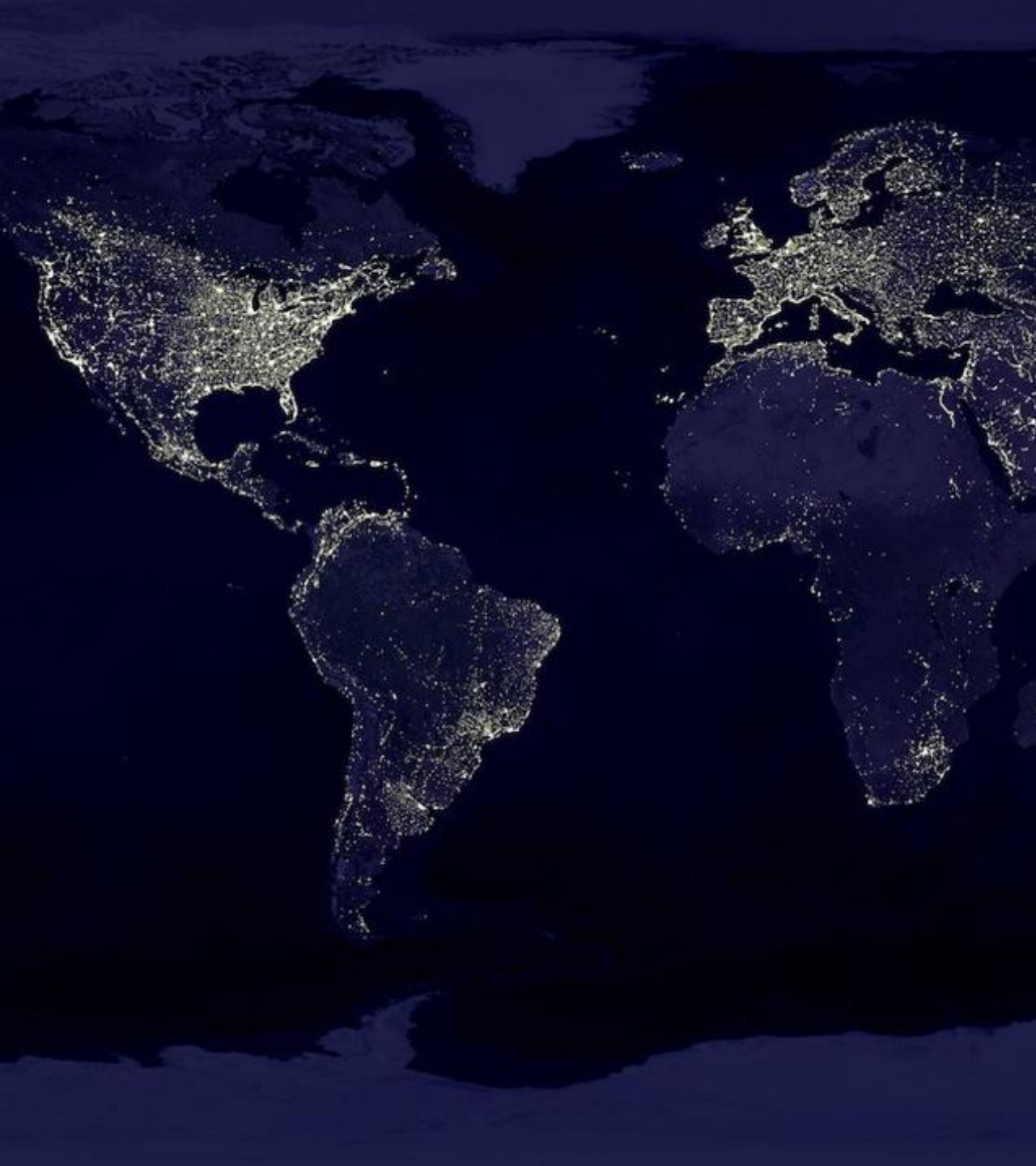
ENTERPRISES & TECH: BUILD OR BUY

Global Capital helps enterprises with this decision:

- Tech dev agreements for the build side
- Tech licensing agreements for the buy side
- Specialized advice for enterprise management (e.g., advising in-house counsel on specific issues of tech agreements)


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Global Capital is a small tech firm with lawyers in the US & EU (Milan) with a network of other lawyers in key jurisdictions

Global Capital's tech experience & lower cost structure appeal to enterprises seeking specialized expertise or more lawyers on a temporary basis





With enterprises we work with General Counsel, HQ, CTO, the innovation office, or special divisions or subsidiaries


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HOW ENTERPRISES USE
GLOBAL CAPITAL



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Enterprises Use Global Capital:

Draft/negotiate/review disruptive tech agreements
(e.g., XaaS/XR/AI)

Conduct due diligence

Refer tech matters to us

Refer us to their regular counsel

Seek our help in certain jurisdictions

Seek our strategic advice

Ask us to train their lawyers

Need additional lawyers on an interim basis

USE CASE: WHEN HQ CALLED US

EU enterprise CEO asked us to

- seek transborder strategic partners for tech dev
- draft/negotiate XaaS & distribution agreements
- coordinate international trademark & copyright strategy



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USE CASE: WHEN IN-HOUSE COUNSEL CALLED

The GC of an EU-based tech company with a US subsidiary asked us to:

- help draft & negotiate SaaS/XaaS & other tech agreements worldwide
- implement GDPR and extra-EU transfer processes
- revise templates and advise on internal document processes



USE CASE: VR/AR TECH NEEDED

An enterprise was in discussions with a vendor to develop VR/AR training tech

Global Capital worked with both companies on tech specs, deliverables and IP allocation and then revised the agreement





A QUICK LOOK AT SOME OF 2019

Serve as interim general counsel for EU AI scaleup | negotiate international reseller agreements | advise on AI/blockchain integration | negotiate medtech startup tech dev agreements & “design bible” | structure JV for VR & analytics companies | draft TOUs & GDPR/privacy policies for multiple companies | launch international strategic alliance program | negotiate AI startup tech agreements & seed round | advise on launch of EU tech company US sub | structure cloud-based tech spinoff | negotiate data analytics company tech dev & XaaS agreements


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WHAT WE DO



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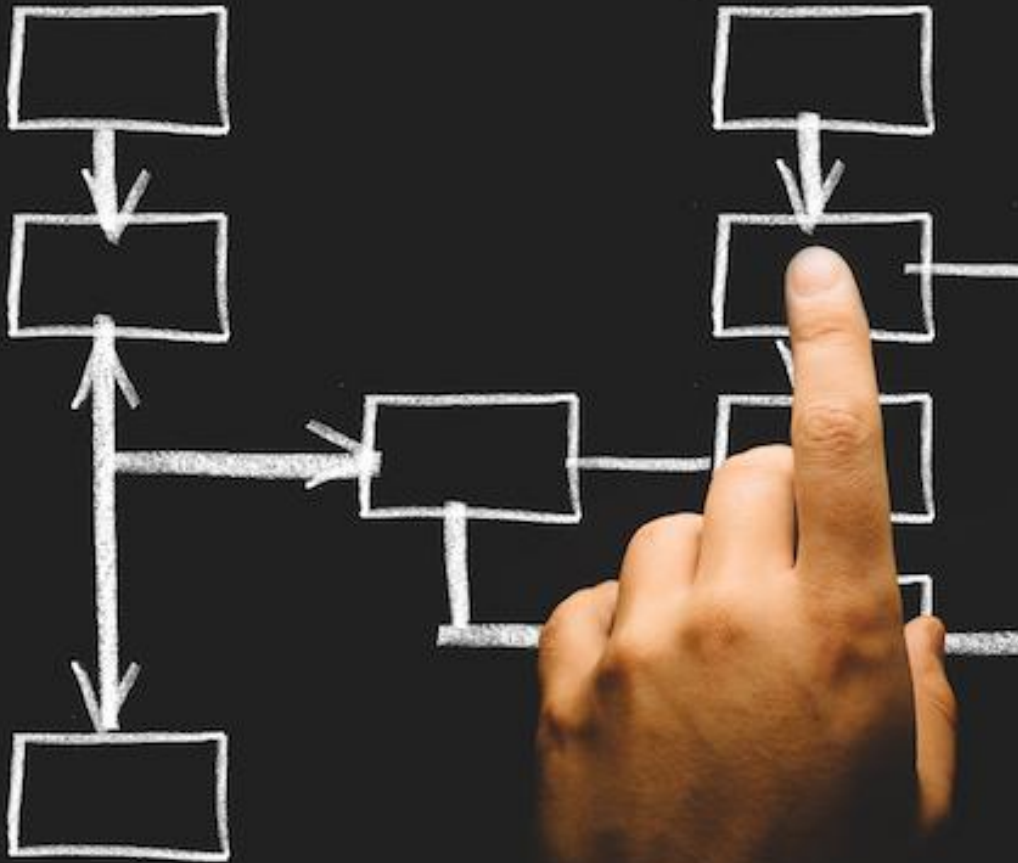
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Global Capital provides
legal
&
strategic counsel





We bring our expertise
in Disruptive Tech

Artificial Intelligence

Virtual/Augmented/MX Reality

Business Analytics/Big Data

SaaS/PaaS/XaaS & platforms

Telemedicine/digital medicine

Digital LBE

Social Media

Apps

Media & entertainment

Venture/private equity/finance

Technology and rights in art & culture

Blockchain (DLT) . . . and others



Draft & negotiate, e.g.

- **tech dev** & PaaS/XaaS agreements distribution agreements
- inbound & outbound **license** agreements

Advise on international expansion

Form **strategic** alliances

Represent buyers/sellers in private-side **M&A**

Serve as interim **general counsel**

Conduct **legal** due diligence

Advise on and coordinate tech **transfer**

Advise on IP rights of **artworks** (digital & otherwise, e.g., VR/XR, museums/archives)

LEGAL COUNSEL


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STRATEGIC COUNSEL



Conduct technology assessment & training

Perform tech & business due diligence

Develop short and mid-term strategic plans

Implement strategic actions

Find strategic partners (for tech dev, distribution, transborder expansion)

Coordinate platform integration

... and other deliverables



SOME DISRUPTIVE TECH CLIENTS



international **AI scaleups** | petcare **telemedicine** platform |
transnational **M&A** advisors | **contact center** platform |
medtech **VR** startup | event planning **API** company | **B2B**
marketplace | venture **fund formation** for blockchain
investors | international **alliance** program | **alternative**
energy **private equity** fund | **legaltech** scaleup | online
media company | **biomass** energy tech company | patent
& **innovation** fund

More at globalcaplaw.com/engagements

WHO WE ARE



GLOBAL CAPITAL

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A small and nimble law & strategy firm

- no charges for the usual nonsense (lawyer meals, overtime secretarial, photocopies) and no marble entries and incomprehensible art on the walls
- “quasi-virtual” with lawyers elsewhere providing jurisdictionally-specific counsel
- rates 40-75% below competitors
- project, flat, capped or deferred fees and equity
- value-based billing

WHAT WE COST



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THE GLOBAL CAPITAL TEAM

Global Capital builds on a core of professionals with a larger network of specialists in critical jurisdictions.

Our team includes only professionals with more than two decades of experience with technology clients.

Every professional speaks at least one other language, with extensive international experience.



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OUR CORE TEAM



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JAMES C. ROBERTS III

JD University of Chicago

MA Stanford University

BS University of California-Berkeley

James founded and manages Global Capital. He advises clients on M&A, strategic alliances, joint ventures, licensing, intellectual property and international markets in the US, Europe and Asia. James is admitted to practice by the State Bar of California. He “commutes” between California and Milan, Italy. He regularly lectures, writes and mentors on disruptive tech.

CRISTINA MANASSE

Laurea (JD) University of Milan

MA Bocconi University

Cristina, Italian counsel, specializes in commercial, art and cultural and related intellectual property law. In addition to tech clients, she advises private and institutional collectors, museums, art galleries, auction houses, artists, fair organizers and sponsors, media and publishers on art and culture legal matters. She regularly publishes articles on art law and lectures at various universities, including the Bocconi ASK Center, where she is on the faculty.

RICHARD M. GEE

JD Loyola University

BA University of California-Los Angeles

Richard, in Colorado, specializes in mergers and acquisitions, venture and equipment financing, shareholder, partnership, joint tenancy and LLC operating agreements. His expertise also includes intellectual property acquisition, disposition, licensing, clearance and registration as well as entertainment contracts. He is admitted in California And Colorado.

MURRAY VINCE

*LLB Osgoode Hall Law School (York University) Toronto,
Ontario*

BA Bowdoin College

Murray advises on legal and strategic projects, bringing his global experience negotiating, managing and leading effective, results-driven global engagements, as a senior manager in large enterprises, scaleups and startups and as a lawyer. He has closed multi-million dollar business transactions, served as general counsel, guiding companies through IPOs and managed teams from large to small, including long periods employed in Apple, Microsoft and Intellectual Ventures.



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GLOBAL CAPITAL ONLINE RESOURCES

Innovate. Disrupt. Repeat.

Use Cases & Recent Engagements

Working with Enterprises

Working with Scaleups & Startups

Working with Investors

Working with Law Firms

Working with External Advisors (e.g., accounting,
consulting, headhunters)



MORE INFORMATION



GLOBALCAPLAW.COM

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WWW.GLOBALCAPLAW.COM/RESOURCES

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