

DISRUPTIVE TECH COUNSEL



INNOVATE. DISRUPT. REPEAT.

WORKING WITH INVESTORS



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



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including

Venture funds

Private equity funds

Club deals

Angel investors

Seed investors

Family offices

Government investment programs



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HOW INVESTORS USE OUR LEGAL COUNSEL

- As GC for their portfolio companies
- As “Coordinating Counsel” for investments/exits
- To perform due diligence for investments/exits
- To serve as specialized counsel:
 - for disruptive tech agreements for their portfolio companies (XaaS, transnational alliances, etc.)
 - for international expansion
 - for *them* (GDPR, IP, etc.)



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HOW INVESTORS USE OUR STRATEGIC COUNSEL

- To identify investment candidates—scaleups & startups
- To seek and engage with strategic partners for portfolio companies
- To find or serve as interim management or as portfolio board members
- To train their investment & portfolio managers
- For early stage investors, to liaise with growth stage investors



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USE CASE: ANGEL ROUND

As interim general counsel we selected & supervised a global law firm to represent our startup AI client in a \$1m angel round



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USE CASE: COORDINATING COUNSEL

In a transnational M&A deal we were engaged to coordinate counsel in three jurisdictions representing acquiror, target and other entities



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USE CASE: STRATEGIC & LEGAL COUNSEL

An EU multi-office alternative energy private equity fund engaged us to:

- revise numerous agreements across the EU
- implement GDPR and extra-EU transfer processes
- revise templates, train staff in several offices and advise on document processes

WHAT WE DO



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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 contracts, e.g., **tech dev** & **PaaS/XaaS**, distribution, inbound & outbound **licenses**

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

LEGAL COUNSEL


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A glass sphere sits on a road, reflecting the surrounding city street scene, including buildings and a car with red taillights. The background is blurred, showing a city street with buildings and a car.

STRATEGIC COUNSEL



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

Develop short and mid-term **strategic** plans

Implement strategic **actions**

Perform tech & business **due diligence**

Conduct technology assessment & **training**

Coordinate **integration** with others in the value chain

. . . and other deliverables



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

More at globalcaplaw.com

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A SMALL AND NIMBLE LAW & STRATEGY FIRM

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

WHO WE ARE



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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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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

OR CONTACT

JAMES C. ROBERTS III

+39.366.431.1090 (EU)

jcr@globalcaplaw.com

RICHARD M. GEE

+1.310.469.4022 (US)

rmg@globalcaplaw.com



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