

Mark A. Cloutier

SHAREHOLDER

Boston, MA | 617.406.0372

mcloutier@polsinelli.com



From formation to exit, Mark strives to provide clients with legal guidance infused with pragmatic business insight. Mark's practice focuses on advising start-up and emerging growth clients on business matters, commercial transactions, capital-raising and mergers and acquisitions, as well as representing venture funds in their portfolio investments. Mark also advises public and private companies on a wide range of general corporate matters, including formation, financing, mergers and acquisitions, licensing and strategic alliances and general corporate governance.

Education

- Boston College Law School (J.D., *magna cum laude*, 2015)
- Boston College (B.A., *magna cum laude*, 2012)

Bar Admissions

- Massachusetts, 2015

Recognition

- Named one of *Best Lawyers: Ones to Watch® in America* in:
 - Business Organizations (including LLCs and Partnerships), 2022-2026
 - Corporate Law, 2022-2026
 - Mergers and Acquisitions Law, 2022-2026
 - Venture Capital Law, 2024-2026
- Order of the Coif, Boston College Law School, 2015
- Phi Beta Kappa, Boston College, 2012
- Scholar of the College, Boston College, 2012
- Omicron Delta Epsilon, Boston College, 2012

Capabilities

- Venture Capital & Emerging Growth Companies
- Private Equity - Mergers & Acquisitions
- Private Equity
- Corporate & Transactional
- Mergers, Acquisitions & Divestitures
- Life Sciences

Matters

- Represented Hugging Face, Inc., the most-used open platform for AI builders, in its acquisition of Pollen Robotics, a developer of open-source humanoid robots.
- Represented Hugging Face, Inc., the most-used open platform for AI builders, on its \$235 million Series D financing.
- Represented Frontier Aerospace Corporation, a leader in next generation liquid rocket engines for in-space propulsion, on its \$10 million Series A financing.
- Represented Treet, a branded resale platform, on its \$3.5 million Series Seed financing.
- Represented Claya, Inc. (Rootine), a precision health company, on its \$10 million Series A financing.
- Represented The Selling Company, Inc. (dba Flyp) on its \$10 million financing. Flyp allows customers to collaborate with resellers in a consignment marketplace.
- Represented Manna Tree, an investment firm dedicated to improving human health through nutrition, on co-leading a \$60 million Series C financing with Cheetah, a technology supply chain company operating a wholesale food and restaurant supplies marketplace.
- Represented Waldo, a no-code test automation platform, on its \$15 million Series A financing.
- Represented Momentum Technologies, Inc., a lithium-ion battery and rare earth permanent magnet recycling company, on its \$20 million financing.
- Represented Punchlist Labs, Inc., a website, image and pdf annotation platform, on its \$2 million Series Seed financing.
- Represented Pipefy, Inc., a low-code workflow management software platform that transforms the way teams work in a \$75 million Series C financing.
- Represented Manna Tree Partners, an investment firm dedicated to improving human health through nutrition, on being the sole investor in a \$15 million Series B financing in The New Primal.
- Represented Manna Tree Partners, an investment firm dedicated to improving human health through nutrition, on an \$18 million Series D financing in Urban Remedy.
- Represented The Citizenry, Inc. a direct-to-consumer home decor brand that partners with artisans around the world, on its \$20 million Series B Financing.
- Represented iShopShops, Inc. which engages in the development of an interactive, livestream marketplace connecting retailers and brands directly with cross-border shoppers on its \$15 million Series B financing.
- Represented MDaaS Global Corp. a healthtech company building and operating a network of modern, tech-enabled diagnostic centers across Nigeria, in its \$2.3 million financing.
- Represented Gorgias Inc. a leading e-commerce customer support platform, in a \$25 million Series B SAFE financing round.
- Advised Pipefy, the developer of a process pipeline management platform for enterprises, in closing its \$45 million series B.
- Represented Own Up a mortgage marketplace on the closing of its \$12 million Series B Financing.
- Represented Obsess, Inc. a leading experimental virtual reality retail platform that enables brands to create interactive, shoppable online virtual stores and showrooms in a \$3.4 million Series Seed Financing.
- Represented cryptocurrency lending company BlockFi in its \$18.3 million Series A led

by Valar Ventures.

- Represented quantum computing company Zapata Computing in its \$21 million Series A financing.
- Represented Rammer.AI, an advanced contextual analysis platform for natural voice and text conversations to generate real-time actionable outcomes, knowledge, and insights from interactions, in a \$1.8 million seed round led by Flying Fish Partners.
- Represented weather network and analytics company Understory in a \$7.45 million Series B Funding Round led by True Ventures.
- Represented Nigerian motorcycle transit startup MAX.ng in its \$7 million funding round.
- Represented mobile-focused voting and citizen engagement platform Voatz in its \$7 million Series A financing.
- Represented machine learning startup Indico in its \$4 million equity seed financing led by Osage Venture Partners.
- Represented Dell EMC in the sale of EMC's enterprise content division to Open Text Corporation (NASDAQ:OTEX) (TSX: OTC) for \$1.62 billion.
- Represented CometChat Inc. a text chat and video calling technology company, in a \$1 million Series Seed financing round.