

Venture Capital & Emerging Growth Companies

It is critical for investors and venture capital-backed companies to make smart investments with the right terms and structures in place. With a focus on the emerging company market, Polsinelli has helped launch and grow hundreds of businesses. Recognized by *Pitchbook* as one of the most active law firms by deal volume in the US and globally, our interdisciplinary team is experienced and equipped to guide clients through every stage of growth, from pre-launch to initial funding, through IPOs, mergers and exits.

Polsinelli's Venture Capital and Emerging Growth practice is focused on representing investment funds and venture-backed companies across a range of industry verticals, with a special concentration on disruptive technology, consumer, food and beverage, health care and biotech/life sciences. While primarily focused on growth and later-stage equity, we routinely represent seed funds and start-ups, and other pre-Series A companies. The team's approach and processes allow our clients to receive thorough and diligent counsel, but with the speed, pace and economics that venture capital requires.

When representing companies, our focus is to help founders and management develop and implement a business strategy that will attract capital sources. We also anticipate and plan for the legal and regulatory issues the company is likely to face in the future. With our investment fund clients, we represent both experienced and emerging fund managers in capital deployment, SPV/co-invest deals, and formation matters.

Our team shares our clients' passion and commitment to pursuing the next great idea, and we aim to help them overcome challenges as innovations become a viable and successful business.

Assisting founders, innovators and the investors who back them gives our Venture Capital and Emerging Growth practice a multi-dimensional perspective. Our attorneys provide strategic guidance on a full range of operational, formation, investment and liquidity issues. We align highly experienced, partner-centric teams around every engagement to ensure clients receive practical, tailored solutions to meet their needs.

Our Venture Capital and Emerging Growth attorneys provide advice and strategic guidance, including:

- Venture capital financings, advising on every type of transaction at every stage – whether structured as a convertible round, Series Seed, Series A, or beyond
- Preparing and negotiating term sheets and the definitive agreements necessary to consummate a financing, whether representing the investor or the company
- Structuring and negotiating equity incentives and other incentives for management teams and other employees
- Assisting with the intellectual property and technology investigation and due diligence of a target company
- Tax structuring
- Patent, trademark and intellectual property matters
- Day-to-day legal matters, ranging from commercial contracts to employment matters
- Avoiding, mitigating and resolving disputes involving vendors, investors, founders and employees
- Exit strategy preparation, negotiation and implementation

Recent rankings include:

- Nationally ranked Tier 2 for Venture Capital Law by the 2024 edition of “Best Law Firms”
- Ranked among the top 25 most active firms in Venture Capital deals by *PitchBook’s 2024 Global League Tables*
 - Most Active Law Firm in the U.S.
 - Most Active Law Firm Globally
 - Most Active Representing U.S. Companies
 - Most Active Representing Global Companies

Matters

- Represented Khyaal, Inc., an app tailored to senior citizens, on its \$4.2 million Series Seed financing.
- Represented Bond Pet Foods, Inc., on reaching significant milestones towards the development of a more sustainable protein for pet foods in collaboration with Hill’s Pet Nutrition pursuant to Joint Development Agreements between the parties.
- Represented Eat Mezcla, Inc., a company known for its plant-based protein bars, on its \$4 million Series A financing.
- Represented Grubbly Farms, a specialty pet food company, on its Series A financing.
- Represented NewLeaf Symbiotics, Inc., a pioneer and global leader of pink-pigmented facultative methylotrophs (PPFMs), on its \$45 million Series D financing.
- Represented Digital Wildcatters, Inc., a pioneering community platform, on its \$2.5 million Series Seed financing.
- Represented Rocket.Chat, an open-source chat platform provider, in its \$10 Million Series A-1 financing.
- Represented Verge Genomics, a biotechnology company, entering into an Artificial Intelligence-enabled, multitarget Collaboration with Alexion (AstraZeneca Rare Disease).
- Represented Hugging Face, Inc., the most-used open platform for AI builders, on its \$235 million Series D financing.
- Represented DealerCue, Inc. (VINCUE), an end-to-end inventory lifecycle solution for retail automotive dealerships, on its Series B financing.
- Represented La La Land Kind Cafe, a coffee chain founded in Texas helping youth aging out of the foster care system, in receiving a \$20 million investment from Rugger Management.
- Represented Kasha Global Inc., a digital retail and last-mile distribution platform, on its \$21 million Series B financing.
- Represented UptimeHealth, a health technology company, on its \$4.5 million Series A financing.
- Represented Bungii, a company providing on-demand bulky item delivery to customers, on its \$9.7 million Series A financing.
- Represented Pet’s Table, a direct-to-consumer pet food company, on its \$2 million Series Seed financing.
- Represented Rwazi, Inc., a company providing brands with market insights backed by data collected directly from consumers, on its \$4 million Series Seed financing.
- Represented Plant Pathways, an advanced plant breeding platform, in its recent Private Placement Financing.
- Represented Transportant Inc., a transportation company that keeps students safe by making school buses smarter, on its \$3.2 million Series A financing.
- Represented Lelex Prime, which combines artificial intelligence, machine learning and natural language with social science research to analyze human behavior, on its \$2.03 million Series Seed 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 Rely.io, a company focused on helping cloud-native companies build and run more reliable products, on its \$2 million Series Seed financing.
- Represented Treet, a branded resale platform, on its \$3.5 million Series Seed financing.
- Represented Claya, Inc. (Routine), a precision health company, on its \$10 million Series A financing.
- Represented Avridh Technologies, Inc. d/b/a Peer Robotics, an exciting new mobile robotics solution transforming manufacturing, in its \$2.3 million Series Seed financing.
- Represented Sandbox Banking, a fintech company building a low-code integration platform for banking, in its \$4.3 Million Series Seed financing.
- Represented CareAcademy, the leading care enablement platform for home care and home health organizations, on its strategic acquisition of assets from NextStep, an innovative digital healthcare training and job placement company for certified nursing assistants (CNAs).
- Represented software company in connection with a tender offer to existing outside investors in connection with majority recapitalization.
- Represented growth equity fund in a late-stage control transaction involving a multi-layered tender offer to the target's investors and partial liquidity to the founders.
- Represented late-stage venture capital fund in a Series B financing of a consumer products company involving secondary transactions with all existing equity holders.
- Represented a late-stage venture capital fund in connection with a Series D financing of a food supply chain company and corresponding tender offer to existing equity holders.
- Represented an early-stage venture fund in connection with receiving liquidity in a tender offer to early investors ancillary to a growth equity investment by a private equity fund.
- 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 Gorgias Inc. a leading e-commerce customer support platform, in a \$25 million Series B SAFE financing round.
- Represented Tive, Inc. a leading global supply chain visibility provider, in its \$12 million Series A financing.
- Represented Dive Technologies, Inc. a Boston-based subsea robotics designer and manufacturer, in a new round of preferred stock financing totaling \$4 million.
- Represented Own Up, a mortgage marketplace, on the closing of its \$12 million Series B Financing.
- Represented CometChat Inc. a text chat and video calling technology company, in a \$1 million Series Seed financing round.
- Represented Hull, Inc. a client data management company in the acquisition of MessageBird, the Amsterdam-based leader in omni-channel communications.
- Represented Indico Data Solutions Inc., the leading provider of Intelligent Process Automation (IPA) solutions in its \$22 Million Series B Financing.
- Represented Stream.io, Inc. a software company located in Boulder, Colorado in its \$38 Million Series B Financing.
- 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 Wagmo, Inc. a pet insurance and wellness company, on its \$12.5 million Series A financing.
- Represented Motif FoodWorks, Inc. a food technology company providing ingredients for plant-based manufacturers on its \$226 million Series B funding round which is the largest food technology financing to date.
- Represented Eterneva, Inc. a celebration of life experience company that makes diamonds from cremated ashes, on its \$10 million Series A Financing.
- Represented Cresicor, Inc. a consumer packaged goods trade management platform startup its recent \$5.6 million Series Seed Financing.
- Represented Elektra Health, a women's health technology company, on its Series Seed financing.
- Represented Cemvita Factory, an industrial biotechnology company focusing on reversing climate change, on its Series A financing.

- Represented Manna Tree Partners, an investment firm dedicated to improving human health through nutrition, on a \$18 million Series D financing in Urban Remedy.
- 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 Pipefy, Inc., a low-code workflow management software platform that transforms the way teams work in a \$75 million Series C financing.
- Represented Gencove Inc., a leading low-pass genome sequencing platform company in a \$10 million Series A financing.
- Represented Edisn.ai Inc., an AI-powered fan engagement and monetization platform with patent pending player recognition technologies in acquisition by fuboTV Inc.
- Represented Yummy Inc., a super app that provides delivery and ridesharing services across Venezuela and other Latin American countries in its \$18 Million Series A Financing.
- Represented CometChat Inc., a text chat and video calling technology company in its \$10 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 Sybl.ai, a developer-first platform providing best in class conversation intelligence, on its \$17 million Series A financing.
- Represented Waldo, a no-code test automation platform, on its \$15 million Series A financing.
- Represented Inspectorio, a company that allows companies and brands to move their supply chain online and have better visibility and data surrounding quality and sustainability, on its \$50 million Series B financing.
- Represented Flight Schedule Pro, a leading provider of cloud-based software to aviation constituents, in its recent \$31 million growth equity financing.
- 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 Tive, Inc., a leading global supply chain visibility provider, in its \$54 million Series B financing.
- Represented DreamTeamOS Inc., a work platform for managing visibility and alignment across all parts of the enterprise, on its \$5 million Series Seed 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 Generation Esports, a global community-focused esports organization and tournament platform, in its \$19 million Series B Financing, which included the acquisition of Wizard Labs Inc.
- Represented Realto, the first fully automated online marketplace for secondary trading of illiquid real estate and alternative securities, in its recent \$4.5 million Series Seed-II Financing.
- Represented Bond Pet Foods, a plant-based pet food producer, in its recent \$17.5 million Series A Financing.
- Represented Caraway Home Inc., known for making quality cookware without the chemicals, in its recent \$35 million Series A Financing.
- Represented CoolR Group, a Chantilly, Virginia-based automated ordering for brands using AI-based image recognition, in a \$10 million Series Seed Plus financing.

Publications

April 30, 2026

Shelf Space: 'Til Debt Do Us Part: Why CPG Startup Founders Should Reconsider Early-Stage Debt Financing

March 26, 2026

Shelf Space: What's Not to Like About Likes? How CPG Founders Can Build Smarter Social Media Strategies That Actually Work

March 19, 2026

FDA turmoil reshapes biotech dealmaking terms

Quoted, Axios

February 27, 2026

Navigating California's New Venture Capital Reporting Framework Beginning March 1, 2026

February 26, 2026

Shelf Space: How CPG Founders Can Use Termination Clauses to Stay Flexible

January 29, 2026

Shelf Space: The CPG Advisor Conundrum: Great Fit, Wrong Expectations

August 12, 2025

Recent Life Sciences Deal Trends

Author, Life Science Nation Next Phase Newsletter

May 14, 2025

Landmark Texas Supreme Court Case Finds No "Direct Liability" for Franchisor Arising Out of Franchisee Employee's Actions

May 6, 2025

Facing 'uncertainty on steroids,' biotech dealmakers tread more cautiously

Quoted, Biopharma Dive

April 28, 2025

FDA upheaval may temper VC biotech bets

Quoted, Axios Pro

January 17, 2025

A Wait Until the Deal Closes: The Antitrust Agencies Send a Strong Message About the Dangers of Gun-Jumping

January 16, 2025

Annual Adjustment of HSR Thresholds Comes at a Time of Uncertainty

January 8, 2025

Polsinelli Life Sciences Spotlight - Volume 1 - Looking Back, Moving Forward: A Year in Life Sciences

September 27, 2023

Conservation Easements: Palpable Fraud or Honest Mistakes? A Federal Jury Returns a Split Verdict

August 4, 2023

Dealmakers Beware: The Biden Administration's Proposed Merger Guidelines Suggest That the Only "Good" Deal May Be No Deal at All

Shelf Space

Shelf Space is Polsinelli's initiative focused on supporting consumer packaged goods (CPG) founders and emerging brands at critical stages of growth. Through monthly insights on fundraising, organizational strategy and go-to-market execution, we share practical guidance informed by the realities of building and scaling a brand.

We also host dedicated office hours, offering founders the opportunity to connect with our Venture Capital & Emerging Growth Companies team to explore key considerations as they expand and evolve. These conversations are designed to help position brands for long-term success.

April 30, 2026

Shelf Space: 'Til Debt Do Us Part: Why CPG Startup Founders Should Reconsider Early-Stage Debt Financing

March 26, 2026

Shelf Space: What's Not to Like About Likes? How CPG Founders Can Build Smarter Social Media Strategies That Actually Work

February 26, 2026

Shelf Space: How CPG Founders Can Use Termination Clauses to Stay Flexible

January 29, 202

Shelf Space: The CPG Advisor Conundrum: Great Fit, Wrong Expectations