Emerging Companies

APPROACH

Ruberto, Israel & Weiner's Emerging Companies Group is focused on the needs of regional, national, and international technology businesses and startup companies. We work with technology-based businesses such as software, internet, cloud services, digital media, semiconductors, medical devices and clean technology, as well as manufacturers, retailers, construction and real estate development firms, service providers, and the hospitality industry. We are a part of the strategic team at every stage, from formation through funding, growth and exit strategies. We understand the intersection of finance and technology and our clients' business practices. Our midsize firm and entrepreneurial structure and approach enables us to provide skilled personalized attention from senior level, seasoned attorneys, as well as flexibility and a value-based fee structure.

Through our international affiliations, we partner with other law firms as needed for entity formation and structure, tax structuring, global distribution agreements, trademarks, partnerships, and other matters.

CONTACT

What are your toughest technology and emerging business problems and needs? For more information, contact **Russell N. Stein** at (617) 570-3529 or **rns@riw.com**

SERVICES

We can help technology & emerging businesses in the following areas:

GETTING STARTED

- Choice of entity and formation
- Founder and shareholder agreements
- Tax structures
- Leasing or acquiring real estate

EMPLOYEE AND TEAM BUILDING

- Equity compensation, stock options restricted stock
- Employee and contractor agreements
- Advisor agreements
- Employee Handbooks

CONTACT

Russell N. Stein

(617) 570-3529

Send Email

PROFESSIONALS

Gary Bubb

Bethany A. Grazio

David W. Robinson

Michael Dana Rosen

Russell N. Stein

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RAISING MONEY

- Friends and family rounds
- Convertible debt
- Seed capital, angel, venture and private equity financing
- Private placements
- Debt financing

BUSINESS DEVELOPMENT

- Web forms
- Distribution, strategic alliances, and joint venture deals
- IP and brand licenses

INTELLECTUAL PROPERTY

- Trademark and brand protection
- Copyright protection
- IT, software, web, and cloud licensing agreements
- Trade secret protection

EXIT TRANSACTIONS AND ACQUISITION DEALS

- Acquiring assets and stock
- Company sales to public and private companies
- Majority and minority recapitalizations (including with the use of mezzanine debt)

We also provide strategic advice and guidance on distribution and partnering, including:

- Distribution deals
- Branding strategies
- Technology and intellectual property strategies

NOTABLE EXPERIENCE

TECHNOLOGY TRANSACTION EXPERIENCE

Our firm handles all kind of technology transactions, including:

- Licensing of software and digital services
- Customer, reseller, VAR, and OEM agreements
- Internet and mobile distribution and services deals
- Web site terms and policies
- Development agreements
- Technology assets and rights acquisitions
- University licenses and tech transfer agreements
- Standards organization agreements
- Outsourcing agreements
- Patent, copyright, and trademark licensing
- Open source licensing
- International distribution arrangements
- Strategic alliances and joint ventures
- Multimedia, entertainment, and game deals
- Content acquisition and licensing
- Technology mergers and acquisitions

PARTICIPATION IN THE ENTREPRENEURIAL COMMUNITY

Our attorneys participate in many organizations that encourage entrepreneurship, including:

American Technion Society; The Entrepreneurship Institute; Mass Challenge; Mass Technology Leadership Council; Massachusetts Innovation Technology Exchange (MITX); Massachusetts Software Council; MIT Enterprise Forum; Northshore Technology Council.