



## Ed Zimmerman

Partner  
Chair, The Tech Group

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**Ed's 80+ columns published on the Accelerators & the Experts pages of *The Wall Street Journal*. Ed serves on *The Wall Street Journal*'s Panel of Experts.**

**Ed's 35+ columns in *Forbes*.**

**Ed co-founded and runs *VentureCrush*.**

Ed represents growth companies and startups as well as the venture capital, growth, and private equity funds that invest in them. He joined Lowenstein Sandler as a summer associate in 1991 and co-founded the firm's Tech Group in 1998; it has become one of the nation's leading practices, with **Dow Jones ranking Lowenstein** among the five most active law firms in America for venture capital and private equity deals (2013).

*Chambers USA* ranked Ed among the 22 best lawyers in **Startups & Emerging Companies—USA—Nationwide**; of those, Ed is the only lawyer based in New York (2018 edition). Similarly, *Best Lawyers in America* (2017 edition) named Ed the **New York City Venture Capital Lawyer of the Year**. *Chambers USA* also ranked Ed among the best lawyers in **Corporate/M&A—New York** and in **Investment Funds: Venture Capital—USA—Nationwide**. *Chambers* states, "One of the best venture capital lawyers in the country—period" is how clients describe Edward Zimmerman; with a practice covering the East and the West Coasts, Zimmerman enjoys a superb reputation across America, and [he] has also worked on deals abroad."

Since 2005, Ed has been an Adjunct Professor of Venture Capital at Columbia University's Graduate School of Business. From 1994 through 2004, Ed served as an adjunct professor at Rutgers Law School. He has also guest-lectured at **Harvard Business School**, Sciences Po (Paris), **MIT**, Wharton, Johns Hopkins, NYU, and the London School of Business, and he has **published case studies** through Columbia's Graduate School of Business.

Ed has spoken at venture fund annual meetings in Stockholm, Berlin, Tel Aviv, and Copenhagen, and he works extensively with European and Israeli startups and venture/growth funds. Ed has angel-invested in 100+ startups (with more than 25 exits) and 50+ venture funds.

Ed has published more than 80 columns on tech startups and growth companies (and sometimes **wine**) on *The Wall Street Journal*'s Accelerators page and Experts page. Ed currently serves as a *Wall Street Journal* Expert Panelist. Ed has also authored over 35 additional articles in *Forbes*, the *National Law Journal*, *New York Law Journal*, and *Wine & Spirits*, among other publications. He served as an editor for an M&A chapter in an American Bar Association book and chaired a committee in the National Venture Capital Association's Model Legal Documents Project (the group which created the model legal documents for venture capital transactions).

Ed co-founded and runs **VentureCrush**, which includes the accelerator **VentureCrushFG** (formerly named FirstGrowthVC, which **Pando Daily** called "New York's best Accelerator") as well as a series of gatherings for founders, senior executives, angels, venture capitalists, musicians, and winemakers (**VentureCrushAV**, **VentureCrushNY**, **VentureCrushSF**, and **VentureCrushParis**).

Ed was appointed to the Conseil Stratégique de l'Attractivité of France, where he served as part of a 30-member group of international business leaders advising the government and President of France. He has similarly been invited to the White House and the **Élysée Palace** to meet with senior officials to discuss how America and, separately, France, can enhance their communities of startups and tech investors. Ed has made numerous appearances on television and radio (in the United States and Europe) to comment on startups and venture markets.

Ed cares deeply about and advocates on issues concerning race, women, and the LGBTQ community. In February 2014, Ed co-organized (with the Obama White House's Liaison for LGBT matters) a summit of LGBTQ leaders in the tech community at the White House. He separately co-organized an event at the White House on the Future of Work & AI in 2016. In the spring of 2014 at **VentureCrushNY**, Ed announced a pledge against gender bias in tech, which he later **published on *The Wall Street Journal*'s Accelerators page** and which was subsequently **covered in *Fortune* magazine**. Ed was profiled for his advocacy for gender equality in several books, notably Pulitzer Prize winner Joann S. Lublin's ***Earning It: Hard-Won Lessons from Trailblazing Women at the Top of the Business World*** (Harper Business 2016).

A passionate wine enthusiast, Ed has written about **wine** and **wine tech** and was the host of Radio Uncorked, a wine radio show produced by Infinity Broadcasting and aired on KYOU Radio in San Francisco, Napa, Sonoma and the surrounding area. Ed was inducted as a chevalier in the **Confrérie des Chevaliers du Tastevin** at the **Château du Clos de Vougeot** in France and was named an official ambassador to the appellation of Chateaufort-du-Pape at the Palais des Papes in Avignon. Ed has worked harvest (briefly) in France and California, where he was involved in vinifying a wine granted a perfect 100-point score by Robert Parker. Ed's vinous adventures are the subject of the opening pages of ***In Search of Bacchus*** (by James Beard Award Foundation finalist George Taber). He has also been profiled in ***Wine & Spirits*** (March 2017) for his obsession with Burgundy.

Ed presently serves on the Board of Trustees of Harvey Mudd College. He was a board member of and, for 25 years, has been pro bono counsel to New York Live Arts (formerly **Bill T. Jones/Arnie Zane Dance Company**) which named Ed its 2018 Live Ideas Honoree. Ed and his wife, Betsy, co-founded and ran for nearly a decade the HAPI Foundation, a children's charity, which raised and granted several million dollars.

Ed graduated from the University of Pennsylvania School of Law (1992) (comment editor, *Journal of International Business Law*) and **Haverford College** (1989) (Phi Beta Kappa).

## NEWS & INSIGHTS

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### Publications

- > August 21, 2018  
**"SCOTUS Changes To Sales Tax Will Ripple Through to PE, VC & M&A Deals Involving Retailers,"** *Forbes*  
Ed Zimmerman, Brian A. Silikovitz
- > April 30, 2018  
**"The Damaging Shortcuts Entrepreneurs Take When Raising Money,"** *The Wall Street Journal*  
Ed Zimmerman
- > March 27, 2018  
**"Going Underground: Claudine Gaunoux's Domaine Francois Gaunoux, A Burgundy Secret,"** *Forbes Tech*  
Ed Zimmerman
- > February 26, 2018  
**"Angel Investing: Access And 'Shots On Goal': HBS And Paul Lato's Vinous Passion,"** *Forbes Tech*  
Ed Zimmerman
- > October 1, 2017  
**"US Supreme Court to Determine Whether Workers Waive Class Action,"** *Forbes Tech*  
Julie Levinson Werner, Ed Zimmerman
- > September 18, 2017  
**"Breaking News: Is California's Law on NonSolicits Changing After Rocine vs. Fidelity?,"** *Forbes Tech*  
Anthony W. Raymundo, Julie Levinson Werner, Ed Zimmerman
- > August 27, 2017  
**"Stock Options: VC-Backed Startups Extend Post-Termination Exercise Period (PTEP),"** *Forbes Tech*  
Ed Zimmerman, James E. Gregory
- > May 5, 2017  
**"Why CEOs Should Share Their Anxiety About the Future,"** *The Wall Street Journal*  
Ed Zimmerman
- > August 2, 2016  
**"Late Stage Startups Trip SEC Rule 701 Long Before IPO,"** *Forbes Tech*  
Peter H. Ehrenberg, Valeska Pederson Hintz, Ed Zimmerman
- > July 18, 2016  
**"Gimme Shelter: VC-Backed M&A Tax Strategies for QSBS/1202,"** *Forbes Tech*  
Ed Zimmerman, Brian A. Silikovitz
- > January 6, 2015  
**"How Startup Founder Stock Often Triggers Unnecessary Personal Tax Hits,"** *Forbes Tech*  
Ed Zimmerman, Brian A. Silikovitz

### Press Mentions

- > October 29, 2018  
**Billboard** magazine mentions the role Lowenstein Sandler's Tech Group Chair, **Ed Zimmerman**, played in producing a song by four-time Grammy Award winner and blues legend, **Keb' Mo'**. In discussing the song "**Put a Woman in Charge**," *Billboard* quotes **Keb' Mo'** as he explains how he and his co-writers were working on the song:  
"[T]hen we realized that we needed a guest. So I called my friend, Ed Zimmerman, in New York and was telling him about it, we needed a guest. He said, 'I know somebody that might want to do it.' And I'm like, 'Who?' He said, 'How about Rosanne Cash?' And I went, 'Holy Moly, that's perfect.' We called her up and she said yes and we sent her the files. She sung the song. We put her on the record and got some backgrounds going, and we had a record."  
**Rosanne Cash**, a best-selling author, is also a four-time Grammy Award winner. The song was released to great reviews. Zimmerman, who is also an adjunct professor at **Columbia Business School**, published a case study about Keb' Mo' in September 2018, and the artist came and lectured at the Venture Capital class that Zimmerman teaches there. Mo' ultimately performed the song for the class, so it premiered before 80 or so MBA students a few days prior to the song's release.
- > June 26, 2018

The **Global Legal Chronicle** notes Lowenstein Sandler's representation of Integral Ad Science in an article discussing Vista Equity Partners' majority-stake acquisition of the company. The article notes that the Lowenstein deal team was led by **Raymond P. Thek** and included **Peter H. Ehrenberg, Ed Zimmerman, Colin J. Kirby, Shimito Obialo, Sarah Gore, Elias Kwon, Alex Galev**, Christina Lee, and **Kristen Nicol**, as well as support from specialists in **Tax: Brian A. Silikovitz** and **Sophia Mokotoff; Employee Benefits & Executive Compensation: James E. Gregory, Darren Goodman, Megan Monson**, and Eric Margulies; **Intellectual Property Litigation: Mark P. Kessler** and **Lisa A. Harvey**; **Antitrust & Trade Regulation: Zarema A. Jaramillo**; and **Privacy & Cybersecurity: Mary J. Hildebrand**. *View Lowenstein's news announcement about this transaction.*

- > May 17, 2018  
**Law360** quotes **Ed Zimmerman** on the pent-up demand for IPOs by an increasing number of venture-backed technology companies. *(subscription required to access article)*
- > April 26, 2018  
The **Global Legal Chronicle** notes Lowenstein Sandler's representation of General Assembly in an article discussing Adecco's \$412.5 million acquisition of the company. The article lists **Ed Zimmerman, Anthony O. Pergola, Eric Weiner, James E. Gregory, Brian A. Silikovitz, Lisa A. Harvey, Darren Goodman, Yvonne Elosiebo, Pooja Patel, Philip Mackson**, and **Mitchell McDonald** as members of the Lowenstein team.
- > February 21, 2018  
**The Wall Street Journal** quotes **Ed Zimmerman** on the challenges of starting new business lines in the context of Airbnb's efforts to launch their new Experiences offering. *(subscription required to access article)*
- > April 25, 2017  
**Fortune** quotes **Ed Zimmerman's** pledge in The Wall Street Journal on Gender Bias in Tech/Venture Capital.
- > August 4, 2016  
**Bloomberg View** cites a **Forbes Tech** article by **Ed Zimmerman, Peter Ehrenberg**, and **Valeska Pederson Hintz** on SEC Rule 701 in its discussion of robot funds and bank regulation.
- > November 9, 2015  
**Ed Zimmerman's** third installment of his series on bicoastal venture funding in **Forbes** features an interview with ActionIQ's founder Tasso Argyros, a successful Silicon Valley startup founder. The article discusses why Argyros relocated to NYC to start a deeply technical enterprise company and whom he tapped for venture funding.
- > November 2, 2015  
**Ed Zimmerman's** second installment of his series on bicoastal venture funding in **Forbes** provides advice for East Coast founders seeking successful bicoastal Series B venture funding. In this article, Ed profiles the successful approach taken by Hicham Oudghiri, co-founder/CEO at Enigma.
- > October 28, 2015  
**Ed Zimmerman's** first installment of his series on bicoastal venture funding in **Forbes** talks about how startups can find the right investor even if they're 3,000 miles away.
- > September 10, 2015  
**Ed Zimmerman's** column in **Forbes** guides VCs and founders on recent Delaware law developments in how startups should handle board minutes.
- > August 26, 2015  
**Ed Zimmerman's** article in **Forbes** discusses the process of bridge funding for startups.
- > July 7, 2015  
**Ed Zimmerman's** article in **Forbes** discusses product quality strategies for startups drawing from the success of Chateau Margaux.
- > March 10, 2015  
**Ed Zimmerman's** article in **Forbes** discusses how and when to tell your startup or growth company's investors the deep dark secrets about your company – before the term sheet or before the pitch meeting.
- > February 24, 2015  
Fortune reports on Lowenstein Sandler Tech Group Chair **Ed Zimmerman's #GenderBiasPledge** supporting women in startups and tech. Read the original Gender Bias Pledge Ed published on the Accelerators page of The Wall Street Journal last year after announcing it onstage at last year's VentureCrushNY event.

## SPEAKING ENGAGEMENTS

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- > Speaker, **Lowenstein Sandler Venture Crush AV**, Venture Crush , New York, NY, January 10, 2019
- > Speaker, **VentureCrushAV**, The Tech Group, June 6, 2018
- > **VentureCrushSF**, Lowenstein Sandler Tech Group, San Francisco, CA, April 26, 2018
- > Speaker, **VentureCrushFG**, The Tech Group, March 7, 2018
- > **VentureCrushAV**, The Tech Group, New York, NY, February 1, 2018

## EDUCATION

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- > University of Pennsylvania Law School (J.D. 1992), Comment Editor, *Journal of International Business Law*

> Haverford College (B.A. 1989), Phi Beta Kappa, John P. Garrett Prize

## **ADMISSIONS**

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- > New York
- > New Jersey
- > District of Columbia