

I Venture Capital & Tech M&A

Just as starting and financing a tech business are different, an M&A exit for a venture-backed company is also different. Understanding the unique relationship between venture investors and founders as sellers is just part of the equation. Regular interaction with the most active buyers in the tech M&A market is also critical. The Tech Group at Lowenstein Sandler has helped entrepreneurs and VCs close exits to Oracle, Microsoft, Google, SAP, Salesforce, Zynga, and other key industry buyers, giving our lawyers an important window into market terms and trends.

In the past two years, we have closed more than 1,000 growth equity, angel, and private equity investments, cementing our reputation as one of the five most active law firms in the U.S. for private equity and venture capital deals (*Dow Jones Private Equity Analyst*). As a result, our lawyers understand the thinking of founders and investors about exit opportunities and values across a broad array of tech industry verticals. In addition, because we focus so sharply on the need for connectedness and networks in the venture industry, our unique [venturecrush.com](#) programs include business development and M&A executives from most of the active strategic buyers in the tech industry.

Together with our colleagues in our capital markets and M&A practices, we offer insights into the market terms and transaction process for venture-backed companies that make us a leader in the field. To learn more about Lowenstein Sandler's The Tech Group, [click here](#). To learn more about our M&A practice, [click here](#).

EXPERIENCE

- > Represented the owners of TGaS Advisors in its acquisition by Trinity Partners.
- > ACV Auctions in its \$31 million Series C financing led by Bessemer Venture Partners, Tribeca Ventures, SoftBank NY, and Armory Square Ventures. We previously represented ACV Auctions in its \$15 million Series B financing.
- > Centivo, a new type of self-funded health plan, in its \$34 million Series A financing led by Bain Capital Ventures, with additional investments from F-Prime Capital Partners, Maverick Ventures, Bessemer Venture Partners, Ingleside Investors, Rand Capital, Grand Central Tech Ventures, and Oxeon Investments.
- > Perch, the marketplace for buying and selling homes, in its \$30 million Series A financing led by FirstMark Capital, with Juxtapose and Accomplix also participating in the round.
- > Aetion, Inc. in its \$36.4 million Series B financing, in a round led by New Enterprise Associates (NEA) and including, as a new investor, Amgen Ventures, alongside existing investors Flare Capital Partners, Lakestar, and Oxeon Ventures. We previously represented Aetion in its \$11.2 million Series A financing led by Flare Capital Partners and joined by Lakestar.