

INBOUND & STARTUP AND VIRTUAL GENERAL COUNSEL LEGAL SERVICES

Inbound & Startup Legal Services. Kurtin PLLC offers a program of Inbound & Startup alternative fee basis legal services for the formation, organization, financing, and operations of U.S. subsidiaries and affiliates of non-U.S.-based companies and U.S. startups. The services offered cover any legal or regulatory requirement a new business, investment fund, family office, trust or other enterprise is likely to face, while the menu of basic and additional services allows both “à la carte” selection of services needed and predictability of costs. Services may be offered on a flat fee, hourly fee, or partial success fee (for financing and capital raising) basis. We will also arrange a custom package of requested services at a discount to their combined separate pricing on request.

Virtual General Counsel Legal Services. We also offer Virtual General Counsel services intended for enterprises, investment funds, family offices and other businesses more mature than the startup stage, but not yet far enough along to hire full time or fully staffed in-house counsel, which nevertheless have ongoing and recurring legal needs. Virtual General Counsel services are offered on a monthly or quarterly retainer basis at several different levels, keyed to a discounted blended hourly rate based on expected needs, while services themselves can be offered based on either the blended hourly rate or on a flat fee basis. In many cases, the Virtual General Counsel program will be an appropriate follow-on for enterprises and funds that have graduated from the Inbound & Startup Legal Services program.

Inbound & Startup and Virtual General Counsel Services are fully attorney counseled and individually customized legal services. Further information is available by e-mail at info@kurtinlaw.com.

1. Industry Focus

- **Biotechnology & Life Sciences**, including pharmaceuticals, vaccines and antibiotics, genetic therapies, chemicals, and medical devices development, manufacture, supply, licensing, tolling and distribution
- **Communications & Media**, including satellite, terrestrial and submarine broadband telecommunications and digital media network deployment, services, content and equipment development, manufacture, sale, outsourcing, licensing and distribution
- **Information Technologies**, including software, artificial intelligence, machine learning, quantum computing, robotics, bioinformatics, fintech, cryptocurrencies, semiconductors, hardware, data privacy and cybersecurity, data mining, Internet and Web services development, sale, licensing and distribution
- **Satellites & Space**, including traditional and “new space” satellite services, prime and subsystem satellite and space system manufacture, launch services and ground services
- **Investment Funds**, including private equity, venture capital, hedge fund, family office and trust fund formation, simple and “master feeder” onshore and offshore structuring, regulatory compliance, management, operations and investments

2. Inbound & Startup Basic Services

Formation and Organization of Company

- Company formation, including advice on choice of type of business entity (corporation, limited liability company, partnership, limited partnership, sole proprietorship, unincorporated division or affiliate); choice of U.S. or offshore jurisdiction; advice on tax, local jurisdiction legal and regulatory regime and other issues affecting formation and jurisdiction decisions; tiered feeder, master feeder and other onshore/offshore structures using special purpose vehicles
- Company organization and allocation of rights and responsibilities, including corporate charters, shareholders agreements, partnership agreements, limited liability company operating agreements, registration rights agreements, and buy-sell agreements
- Corporate governance and board of directors and officers counseling

Employment and Business Infrastructure

- Key employee contracts, benefits and insurance
- Stock option, stock grant and other equity-based compensation plans
- Business visa applications
- Counseling and training on U.S. workplace rules, including discrimination and harassment
- Office leasing
- Outsourcing of tax, accounting, payroll and other services

3. Financing and Other Additional Services

Raising Capital

- Financing by seed, angel, venture capital, private equity, mezzanine or strategic investors and lenders
- Private placements and securities offerings exempt from registration under the Securities Act of 1933, including Regulation D, Regulation A, Regulation S and Crowdfunding
- Investment Agreements

- Negotiation of investor board representation, registration rights, and other rights and preferences
- Mezzanine lending, bank loan credit facilities and bridge financing

Intellectual Property Protection

- Intellectual property protection, licensing, assignment and monetarization
- Biotechnology, pharmaceutical, chemicals and software licensing and services
- Digital media content acquisition, licensing and distribution
- Technology transfer and other university/research institution royalty-bearing transactions

Commercial Relationships

- Negotiation and documentation of principal business operations contracts with upstream vendors and suppliers and downstream customers, distributors and other intermediaries
- Joint ventures and strategic alliances with business partners
- Industry-specific and regulated commercial agreements in the Biotechnology & Life Sciences, Communications & Media, Information Technologies, Satellites & Space and Investment Funds sectors

Regulatory Compliance and Defense

- Compliance with Committee on Foreign Investment in the United States (“CFIUS”), International Traffic in Arms Regulations (“ITAR”), Export Administration Regulations (“EAR”), Office of Foreign Assets Control (“OFAC”), Foreign Account Tax Compliance Act (“FATCA”) and Foreign Corrupt Practices Act (“FCPA”) rules
- Industry-specific regulatory counseling in the Biotechnology & Life Sciences, Communications & Media, Information Technologies, Satellites & Space and Investment Funds sectors for regulatory compliance, licensing, licensing exemptions, and defense against enforcement proceedings
- Research & Development, Export Credit Agency and other tax credit applications

Kurtin PLLC is a New York City-based law firm focused on corporate, commercial and regulatory representation in the Biotechnology & Life Sciences, Communications & Media, Information Technologies, Satellites & Space and Investment Funds sectors. For further information, please see our website at www.kurtinlaw.com and contact info@kurtinlaw.com.

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