



## Vivek Boray

### Partner

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### Professional Summary:

Vivek has over 15 years of experience as a startup lawyer, advisor, and mentor to early-stage startup founders in Silicon Valley, New York, and across the world. Vivek works with teams ranging from “2 people in a garage” to global multinational corporations. He has been a mentor with leading accelerators and incubator programs such as Techstars, 500 Startups, Founders Institute, Startup Chile, and many others. He has a passion for advising companies that are looking to “go global” and he has worked with teams from around the world.

Vivek started his career in the Silicon Valley headquarters of Wilson Sonsini. Later, he worked with several leading global firms before launching his own practice in New York and Silicon Valley and later opening the Bangalore office for US/India boutique firm. He was recently General Counsel of Locus, a state-of-the-art delivery automation platform that uses advanced algorithms to automate logistics.

### Representative Matters:

#### FINANCINGS/TRANSACTIONS

- Represented an Indian semiconductor manufacturer in their initial offshore formation and Series A Preferred Stock investment by a major international electronics company.
- Represented a Silicon Valley semiconductor manufacturer in a Series C Preferred Stock financing.
- Underwriters’ counsel in the Initial Public Offering of a medical device manufacturer.
- Investor counsel in a Series A Preferred Stock financing of a Silicon Valley internet technology company

### Areas of Practice:

General Corporate & Commercial;

M&A

Private Equity/Venture Capital;

Banking & Finance;

Capital Markets & Investments

### Education:

B.A. (History Honors),  
University of Texas at Austin;

J.D. (cum laude), Indiana University – Bloomington;

LL.M. (Corporate & Commercial Law), SOAS, University of London

### Affiliations:

Bar Admissions: California, New York

- Counsel to a lender in a financing of a dual-use gambling and horse track racing facility.
- Counsel to the investor in its early stage financing of an Indian internet technology company.
- Advised investor in a financing of an Indian electric car manufacturer.
- Investor counsel in a venture financing for an Indian travel website.
- Counsel to agent and lender in a debt financing of a leading supplier of beverage and dispensing equipment.
- Advised lender regarding a credit facility for an advertising sales management systems company.
- Represented a global logistics technology company in a Series B Preferred Stock financing.
- Counsel to an African start-up in a Series A Preferred Stock financing by a French venture capital fund.
- Advised an Indian fintech start-up in a Series B Preferred Stock financing by a Hong Kong-based investor.
- Counsel to a Mexican events technology company in its Series A Preferred Stock financing.
- Advised a robotics start-up in its Series Seed Preferred Stock financings from leading Silicon Valley investors.
- Counsel to an African media technology company in its Seed financing led by California-based investors.
- Company counsel in a leading New York-based investor's first investment in Pakistan.

#### MERGERS AND ACQUISITIONS

- Sole attorney in the representation of a major international supplier of enterprise business solutions in an asset purchase and expansion of their Indian operations; duties included directing foreign local counsel's diligence on client's Indian matters and advising on employment and property matters.
- Coordinated local diligence and advised on deal terms for a global software company's Indian asset purchase and establishment of operations in India.
- Counsel to a medical device company in their acquisition by a major medical instruments manufacturer.

- Assisted a leading Indian advertisement network company in acquisitions in the United Kingdom, Australia, India and the United States.
- Lead attorney advising an Indian advertisement network company and its founding team in their exits from their Southeast Asian and South Asian businesses.
- Represented the shareholders of a software technology company in an acquisition by a large, public international technology company.
- Advised a European technology company in its acquisition by a leading Silicon Valley technology company.

#### **JOINT VENTURE/JOINT DEVELOPMENT**

- Advised a U.S. cleantech company in a joint development project with a leading Indian vehicle manufacturer.
- Counsel to a leading multinational pharmaceutical company with regard to manufacturing and licensing matters in the Middle East.
- Local counsel in Saudi Arabia for a US conglomerate on the establishment of an industrial joint venture in Saudi Arabia to manufacture the company's products, including preparation of the joint venture agreement, articles of association and related agreements.
- Counsel to numerous US, UK and European companies regarding entering into distribution agreements with Saudi distributors, including termination of distributors and assisting in litigation regarding such terminations.