



Vivek Boray

Partner

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Professional Summary:

Vivek has over 15 years of experience as a start-up lawyer, advisor, and mentor to early-stage start-up founders in Silicon Valley, New York, and across the world. Vivek's mentorship portfolio encompasses esteemed accelerators and incubator initiatives like Techstars, 500 Start-ups, Founders Institute, and Start up Chile, among others. He holds a strong dedication to advising enterprises eyeing global expansion, and his collaborative efforts have reached teams spanning the globe. Vivek started his career in the Silicon Valley headquarters of Wilson Sonsini. Subsequently, he honed his skills at numerous prominent global enterprises prior to inaugurating his personal venture in New York, Silicon Valley and later extended his footprint to India. Notably, he also assumed the role of General Counsel at Locus, a state-

Areas of Practice:

General Corporate & Commercial, M&A Start-up Advisory, 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:

State Bar of California
State Bar of New York

Relevant Recent Experience:

Financial Services:

- Counsel to a lender in a financing of a dual-use gambling and horse track racing facility.
- 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.

Private Equity & Venture Capital:

- 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.
- Investor counsel in a Series A Preferred Stock financing of a Silicon Valley internet technology company.
- 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.

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- 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.

Capital Markets:

- Underwriters' counsel in the Initial Public Offering of a medical device manufacturer.

Mergers & 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.