

Venture Technology and Emerging Growth Companies in Canada

Overview

Launching a technology business is a challenge. You face formidable challenges ranging from accessing capital to protecting your intellectual property, from recruiting and retaining top talent to relentlessly pursuing your first market-validating sale. With demonstrated expertise in areas such as company formation, equity structures, corporate and cross-border financings, and technology transactions, Dentons' Venture Technology and Emerging Growth Companies Group has acquired a reputation as one of Canada's top legal advisors to growth-oriented technology companies, from start-up to exit, whether by IPO or mergers and acquisitions, as well as to venture capital investors.

Our team understands your challenges of taking an idea and evolving it into a mature and successful business. With a number of our lawyers having worked as in-house counsel to both private and public technology companies, you benefit not only from our legal expertise, but also from our unique understanding of evolving industry trends and emerging market opportunities.

In addition, tap into Dentons' unparalleled resources for startups and emerging growth companies, including our newly expanded ventureBeyond microsite.

Whether you're an entrepreneur, investor or technology company, you gain access to a strategic partner with the relationships developed as an active participant in the Canadian and global venture capital community and technology industry.

Representative Experience

- **500px:** Acting as Canadian counsel for this photographer-centered platform provider on its CA\$8.8 million Series A financing round led by Andreessen Horowitz and Harrison Metal.
- **Blumberg Capital:** Advising on its secondary sale of shares in social relationship platform provider Hootsuite as part of Hootsuite's CA\$165 million Series B financing round led by Insight Venture Partners, with participation by Accel Partners and existing investor, OMERS Ventures. This transaction is recognized as one of the largest rounds of global venture capital financing, and the largest deal ever in Canadian venture capital history for a software company.
- **Camilion Solutions Inc.:** Advising the principal shareholder of this Ontario-based corporation focused on product development, product life-cycle and underwriting solutions for the insurance industry, in its acquisition by SAP AG, a Germany-based provider of enterprise application software. Acted also for the private equity and venture investors on all previous Camilion financings since its formation in 2001.
- **Celtic House Venture Partners:** Advising the lead investor in the CA\$4.2 million Series A funding round of Corsa Technology, a networking hardware start-up focused on delivering a programmable datapath for Software Defined Networking.
- **Celtic House Venture Partners, Rho Canada Ventures, and BDC Venture Capital IT Fund:** Advising the investors in the CA\$6 million funding round of Auvik Networks, a Canadian enterprise networking startup.
- **Dealertrack Canada, Inc.:** Advising as Canadian counsel in connection with its CA\$800 million acquisition finance credit facility arranged by J.P. Morgan, Barclays Bank PLC and Wells Fargo, as lead arrangers, in connection with the acquisition by Dealertrack Technologies, Inc. of Dealer.com, a leading provider of digital marketing to the automotive industry.

- **Confidential client:** Advising a leading provider of cloud-based subscription software in its TSX IPO.
- **Leading venture capital transactions:** Advising on numerous venture capital transactions and acting for investors including Celtic House Venture Partners, BDC Venture Capital, VentureLink Funds, iNovia Capital, Tech Capital, and Battery Ventures. In recent years, we have acted on many of the most innovative and leading venture backed financing transactions in Canada. Our team's extensive network within the venture capital community allows us to introduce emerging companies to sources of capital.
- **MaRS Cleantech Fund:** Advising on the formation of a new venture capital fund focused on the cleantech sector, as well as counsel on the fund's investment transactions.
- **MaRS Investment Accelerator Fund Inc. (IAF):** Since the inception of the IAF in 2007, advising the fund on more than eighty investments in promising Ontario-based technology, life sciences and cleantech companies.
- **Relay Ventures:** Advising on a CA\$2.3 million seed financing round led by Relay Ventures in Moj.io Inc., a Vancouver-based startup that is developing a cloud-based device for cars that integrates with a smart phone, as well as follow on investments in Moj.io.
- **SeaWell Networks Inc.:** Advising this leader in multi-platform video delivery software for network operators in its acquisition by ARRIS (Nasdaq: ARRS), a global innovator in IP, video and broadband technology.
- **ViXS Systems:** Advising the principal shareholders of this world leading fabless semiconductor company serving the consumer electronics and personal computer industries in connection with its CA\$57.4 million going-public financing.

Your Key Contacts

Canada



Mike Hollinger
Partner, Toronto
D +1 416 863 4568
mike.hollinger@dentons.com



Thomas (Tom) A. Houston
Partner, Ottawa
D +1 613 783 9611
M +1 613 291 8757
tom.houston@dentons.com



Andrea C. Johnson
Partner, Ottawa
D +1 613 783 9655
M +1 613 614 0292
andrea.johnson@dentons.com



David P. Little
Office Managing Partner,
Ottawa
D +1 613 783 9639
M +1 613 614 6398
david.little@dentons.com