

Business & Technology

Measurements

Experts in Technology & Life Sciences

Representing **leading** technology and life sciences companies in their entire life cycle from start-up to public company to M&A.

Blue Chip Clients

Lawyers have represented **blue chip** clients, including:

| | | |
|----------------------------|--------------------------|-------------------------|
| Astellas Pharma | Hewlett-Packard | Raytheon |
| Bayer | L-1 Identity Solutions | SeaChange International |
| Cedar Point Communications | Mass General Hospital | Sierra Pacific |
| Citrix Systems | Matritech | Southwall Technologies |
| Dana Farber | Memorial Sloan-Kettering | Stanford |
| Eisai | MIT | Teradyne |
| General Electric | Open Text | Vertex Pharmaceuticals |
| Harvard | Pegasystems | Wyeth |

Emerging Companies Specialty

Lawyers have organized several thousand **emerging** companies.

Transaction Powerhouse

Public company securities offerings with proceeds of over **\$15 billion**.
Mergers and acquisitions with value over **\$38 billion**.
Private placements with proceeds over **\$3.6 billion**.
(since 2000)

Leader in Venture Capital

Lawyers have represented **preeminent** venture capital firms, including:

| | | |
|---------------------------|---------------------------|-----------------------------|
| Advent International | Cardinal Health Partners | Kodiak Venture Partners |
| Ampersand Ventures | Celtic House | MedEquity |
| Argo Global Capital | Essex Woodlands | North Bridge |
| Ascent Venture Partners | Fidelity Ventures | Oxford Bioscience |
| Atlas Venture Fund | Flagship Ventures | Polaris Ventures |
| Battery Ventures | General Catalyst | Prism Venture Partners |
| Bessemer Venture Partners | GrandBanks Capital | Summerhill Venture Partners |
| BioVentures Investors | Highland Capital Partners | Summit Partners |
| Boston Millennia Partners | IDG Ventures | VenGrowth |

Bench Strength

70 lawyers representing technology and life sciences companies. Lawyers throughout practice areas consistently receive national recognition for **excellence**.

IP – Maximizing Value

Lawyers with PhDs and other advanced degrees perform cutting edge work and **strategic planning** in technology and life sciences. One of first major Boston firms to establish patent group. Nationally recognized IP litigation practice.

World-Class Licensing Capability

Among most experienced and knowledgeable licensing lawyers in US in all areas including open source.

Capital Market Leader

Lawyers have represented **blue chip** investment bankers and underwriters, including:

| | |
|----------------------------|----------------------------|
| Banc of America Securities | Morgan Stanley |
| Canaccord Adams | Prudential Securities |
| CIBC World Market Corp | Needham & Company |
| Deutsche Bank Alex Brown | SG Cowen Securities |
| First Albany Capital | Tucker Anthony Cleary Gull |
| Goldman Sachs | UBS Securities |
| JP Morgan Chase | William Blair |

Experts in Industry Partnerships

Lawyers have negotiated key strategic partnerships, licenses, joint ventures, distributorships and commercial transactions with industry leaders, including:

| | |
|-------------------|-----------|
| Alcatel | Intel |
| Baxter Healthcare | Microsoft |
| Becton, Dickinson | Monsanto |
| Cisco | Nortel |
| Comcast | Oracle |
| Dow Chemicals | Pfizer |
| IBM | Pharmacia |

National/International Reach

Technology and life sciences company transactions in almost all **50** states and **many foreign countries**, especially in Europe, Asia and the Middle East. Preeminent **US – Canada** cross-border practice.

Entrepreneurship Initiatives

Major sponsor of **MIT** programs: Entrepreneurship Center; Venture Capital Conference; Private Equity Symposium; Technology & Entrepreneurship Forum.
Sponsor/Chair of Board: Center for Women and Enterprise.
Sponsor: Springboard Venture Capital Forum.

National Recognition

Nationally recognized:

- Ranked in top 30 “Most Active Law Firms” worldwide based on number of private equity and venture capital deals negotiated and closed in 2008 (*Private Equity Analyst*)
- Named “**Go-to-Firm**” in M&A and IP in 2008 (*Corporate Counsel*)
- “Buyout Deal of the Year” award for 2005: Choate represented private equity seller (*Buyouts Magazine*)
- Ranked among the top “Most Active Law Firms” worldwide based on number of private equity and venture capital funds worked on for general partners and limited partners that closed in 2008 (*Private Equity Analyst*)

Leading US Law Firm

One of nation’s **leading** law firms for over a century.