

Emerging Companies and Venture Capital



HIGHLIGHTS

New @ Neuron: An AI-Enabled, Fixed-Fee Commercial Contract Offering



Introducing our commercial contract offering—an AI-enabled, attorney supervised, fixed-fee power tool for cloud services companies. To get more details or connect with someone from Wilson Sonsini to get started, email neuron@wsgr.com.

Visit ecp.wsgr.com—Wilson Sonsini's Digital Hub for Founders, Entrepreneurs, and VCs



We offer an array of free resources to help start-ups, founders, entrepreneurs, and VCs build the next generation of emerging technologies. Our aim is to accelerate entrepreneurship for everyone, everywhere. Explore our comprehensive Knowledge Bank with 200+ FAQs on topics ranging from formation to exit, industry alerts, and much more at: <https://ecp.wsgr.com>.

Perennial Leader for Venture Financings

Represent more companies that receive venture financing than any other U.S. law firm and consistently rank No. 1 for the number of company-side venture capital deals handled each year. In fact, *Refinitiv* recently ranked Wilson Sonsini as the top law firm by number of venture capital rounds raised in 2022 in its “Full Year 2022 Global Private Equity Legal Review.”

OVERVIEW

Since the firm's inception in the early days of Silicon Valley, Wilson Sonsini has been privileged to help lay the groundwork for some of the world's most innovative technology, life sciences, and growth companies. As the nation's leading law firm representing venture-backed companies, we have counseled thousands of entrepreneurs starting new businesses, advising on the formation of companies, equity structures, negotiations with investors, intellectual property rights, and other issues vital to their success.

An Interdisciplinary Approach

We take an interdisciplinary approach to counseling entrepreneurs and young companies, offering deep expertise in such vital areas as:

- Corporate formation
- Corporate governance
- Employment and employee benefits and compensation
- Mergers & acquisitions
- Patents and innovations
- Privacy and cybersecurity
- Real Estate
- Tax
- Technology transactions
- Venture finance

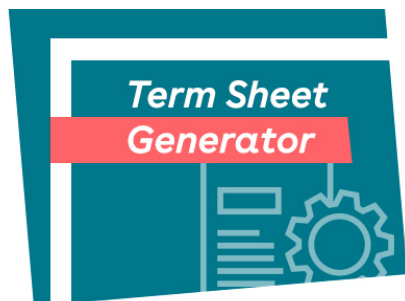
This interdisciplinary approach, along with the breadth and depth of our practice, allows us to serve as a strategic advisor through each stage of a private company's growth. In addition, we have a number of business processes and proprietary knowledge management systems in place that enable all of our attorneys to leverage the collective experience and skills of the firm, ensuring maximum effectiveness and efficiencies for our clients.

A Network for Entrepreneurs

Our attorneys have seen countless ventures—launched with little more than a promising idea and the passion of their founders—grow into highly successful, mature companies. The firm has grown as well; currently, we represent more than 300 public and 3,000 private companies. But our commitment to entrepreneurs remains resolute, and we always are looking for new ways to serve their needs.

We provide entrepreneurs with the information and opportunities they need to develop into the next generation of industry leaders. The firm's resources are extended to all entrepreneurs and emerging company executives who establish a relationship with the firm. For example, we invite contacts to networking events, workshops, and other programs covering a wide range of topics designed to help entrepreneurs focus their ideas, develop a business strategy, build the right relationships, and access capital.

TERM SHEET GENERATOR



Using the above link to Wilson Sonsini's **Term Sheet Generator**, you can generate a venture financing term sheet based on your responses to an online questionnaire. It also has an informational component, with basic tutorials and annotations on financing terms. This term sheet generator is a modified version of a tool that Wilson Sonsini uses internally, which comprises one part of a suite of document automation tools that we use to generate start-up and venture-financing-related documents.

Please Note

Progress will not be saved. Any generated documents will open in Word. An .xml answer file may also be exported.

Because it has been designed as a generic tool that takes into account a number of options, this version of the term sheet generator is fairly expansive and includes significantly more detail than would likely be found in a customized application.

Contacts

Please direct any general questions regarding the term sheet generator to [Tony Kikuta \(akikuta@wsgr.com\)](mailto:akikuta@wsgr.com) or [Yokum Taku \(ytaku@wsgr.com\)](mailto:ytaku@wsgr.com) at (650) 493-9300. For technical issues, please contact Wilson Sonsini's Help Desk at (650) 493-9300 (ext. 6161).

Other Resources

The Term Sheet Generator is part of a suite of automation tools that the firm uses to generate start-up and venture financing-related documents. In addition to the Term Sheet Generator, Wilson Sonsini offers a public version of a **Convertible Note Term Sheet Generator** for equity venture financings, which you can access through the above tab. The firm also offers other free online resources for entrepreneurs, including our *Entrepreneurs Reports*, our quarterly newsletters that present data on venture financings in which the firm was involved, with the objective of identifying relevant trends in activity and valuation levels for the U.S. venture capital industry in general. Visit our [ECP website](#) to view the most current and past issues of our *Entrepreneurs Report*.

Terms and Conditions

By using Wilson Sonsini's **Term Sheet Generator**, you agree to the Terms and Conditions below.

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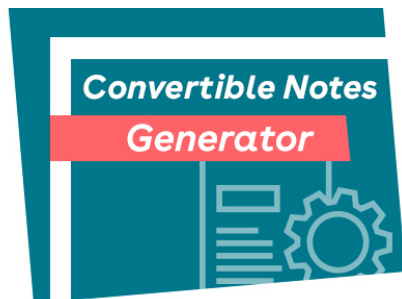
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To ensure compliance with requirements imposed by the IRS, we inform you that any U.S. federal tax information contained in this communication (including any attachments) is not intended or written to be used, and cannot be used, for the purpose of:

1. avoiding penalties under the Internal Revenue Code, or
2. promoting, marketing, or recommending to another party any transaction or matter addressed herein. You should seek advice based on your particular circumstances from a tax advisor.

CONVERTIBLE NOTE TERM SHEET GENERATOR



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1. avoiding penalties under the Internal Revenue Code, or
2. promoting, marketing, or recommending to another party any transaction or matter addressed herein. You should seek advice based on your particular circumstances from a tax advisor.