

## Frederick V Bryant

### Partner

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Boston



Von Bryant is passionate about working with clients to solve business problems and obtain optimal outcomes, focusing his practice on *helping companies achieve success in business with a strategic and pragmatic approach*<sup>SM</sup>. He is a partner in the firm's Transactions, Private Equity, Venture Capital and Fund Formation & Investment Management Practices, as well as the Sports & Entertainment Industry Team.

Von's practice is concentrated on the representation of investors, start-up companies, and mature businesses, and focuses on venture capital financings and private equity transactions, M&A and investment fund formation. His broad corporate practice also includes regularly counseling clients on technology licensing, commercial agreements, corporate governance matters and general business counseling.

### Representative Experience

#### Venture Capital and Growth Equity

##### Investors

- Represented numerous venture capital and growth equity investors in making strategic investments in technology, healthcare, clean energy and other innovative businesses.
- Represented bio-tech focused investment fund in a series of portfolio investments into biomedical startup companies.
- Represented Fortune 500 health care company in a series of behavioral health platform and related technology investments.
- Represented health care focused venture capital fund on numerous preferred equity investments and several PIPE transactions.
- Represented numerous high-net-worth individuals and family offices in early stage investments.

##### Companies

- Represented emerging growth companies in the structuring and receipt of institutional investment.
- Represented consumer goods company in its pitch on ABC's Shark Tank and related investments.
- Represented companies receiving investment from Y Combinator, TechStars, NASA, TEDCO (Maryland Entrepreneur Fund) and other accelerators.
- Represented companies in AI, cyber-security, health-tech, Fintech, Edtech, solar energy, nanotechnology, biotech, software, cannabis, and food and beverage industries for over a decade.
- Represented space technology company in US\$110m Series B Preferred Stock offering to strategic public company investors in cross-border transaction.
- Frequently negotiate and structure convertible notes, SAFEs, seed equity, preferred equity, private placements and other start-up company offerings.

### **Mergers, Acquisitions and Joint Ventures**

- Represented Tier 1 automotive supplier in an US\$800m strategic cross-border acquisition of electrified mobility company.
- Represented Fortune 500 healthcare company in US\$117m strategic acquisition and joint venture with behavioral health business.
- Advised a cybersecurity software and professional services firm, from formation through its receipt of a US\$55m strategic growth investment from a growth equity firm partnering with software and technology-enabled services companies.
- Represented digital health platform business in US\$200m sale to publicly traded health insurance company.
- Represented plastics manufacturing company in US\$100m sale to private equity buyer.
- Represented public companies on multiple "spin-off" and "carve-out" auction transactions in excess of US\$1bn.

### **Investment Management and Fund Formation**

- Formed impact investment fund focused on accelerating women and minority-owned businesses.
- Formed venture capital fund focused on investing in early-stage technology companies in Africa.
- Formed investment fund focused on agricultural development and farm production.
- Represented early-stage venture capital firm investing in tech driven companies led by underrepresented founders.
- Work with early-stage investment group focused on investments in arts and media developed by BIPOC creators.

### **Awards and Recognition**

- Selected as Foley's 2020 Fellow on the Leadership Council on Legal Diversity (LCLD)
- Named to The National Black Lawyers – "Top 40 Under 40" for Washington, D.C., a professional honorary organization where the invitation is extended exclusively to lawyers who excel in their areas of practice

- Named to the Lawyers of Color “Hot List” for the Eastern Region, which recognizes early-to mid-career minority attorneys excelling in the legal profession

## **Affiliations**

- Boston Bar Association
- District of Columbia Bar Association
- American Bar Association

## **Community Involvement**

- Coordinator and lead supervisory attorney to Georgetown University Law Center’s Entrepreneurship Practicum – a pro bono effort that provides business counsel and legal advice to startups with a positive social impact and/or for entrepreneurs from underserved communities
- Volunteer advisor for the Georgetown Venture Lab – Startup Hoyas

## **Publications and Presentations**

- Presenter to Canadian Technology Accelerator for AgTech, ClimateTech and Digital Health cohorts (August – October 2022)
- Panelist for Renaissance Venture Capital’s DEI UnDemo Day®, an event advising and showcasing venture capital investors from around the country and designed exclusively to attract national venture capital to diverse founders (April, 2022)
- Presenter at National Bar Association’s 96th Annual Conference and Convention, “*M&A Primer and Bootcamp*” (July 24, 2021)
- Presenter at 1863 Ventures Pipeline Program for accelerating women and minority-owned businesses (November 1, 2019)
- Panelist, “Early Stage Fundraising for Life Science Emerging Companies,” Maryland Tech Council (June 27, 2019)
- Co-moderator, “Best Practices in Director Recruitment and Onboarding,” *National Directors Institute*, Chicago, IL (October 2018)
- Presenter, “Ten Mistakes Entrepreneurs Make...and How to Avoid Them,” WeDC Fest, Washington, D.C. (September 26-28, 2018)
- Co-author, “Private Equity Industry Practice Guide,” *Lexis Practice Advisor*® (July 2017)
- Quoted, “Are There Some Legal Tasks Technology Can’t Replace?,” *Washington Lawyer Magazine* (December 2016)
- Presenter, NASA Supported Space Race Challenge program, The Center for Advanced Innovation (August 1, 2016)
- Presenter, “Legal Considerations for Startup Entrepreneurs,” Founders Institute (June 13, 2016)
- Author, “Pitch Perfect: Eight Insights for Effective Start-Up Company Pitch Deck,” *The National Law Review* (March 29, 2016)
- Panelist, “A View From the Inside: Lawyers in Finance,” Georgetown Law Center Symposium on Corporate Law (February 29, 2016)

- Speaker, “What VCs are Looking for from Start-up Companies,” The University of Chicago, Careers in Entrepreneurship Program (April 22, 2015)
- Panelist, “Reduce Your Risk,” Greater Boston Startup Culture Meetup Group (April 1, 2014)
- Panelist, “(How to Avoid) Mistakes that Lawyers Make,” Boston Bar Association (December 17, 2012)
- Speaker, “Strategies for Success,” Boston Bar Association (July 10, 2012)

## Sectors

- Artificial Intelligence
- Digital Assets, Web3 & NFTs
- Health Care & Life Sciences
- Health Tech & Genomics
- Innovative Technology
- Manufacturing
- Smart Manufacturing
- Sports & Entertainment

## Practice Areas

- Corporate
- Finance
- Private Equity
- Transactions
- Venture & Growth Capital

## Education

- Washington University School of Law (J.D., 2011)
  - Legal Practice Award for Excellence in Oral Advocacy
  - Attended National Taiwan University College of Law for a semester as a visiting student, where he studied cross-border transactions and comparative law
- The Wharton School of the University of Pennsylvania (B.S., 2006)
  - Played NCAA Division I football at UPenn and for two seasons at Duke University as a full athletic scholarship recipient for the Blue Devils (prior to transferring to UPenn)

## Admissions

- District of Columbia
- Massachusetts