Next Era LEGAL

CASE STUDY · FRACTIONAL GENERAL COUNSEL · A TECHNOLOGY START-UP IN A HIGHLY REGULATED GLOBAL INDUSTRY

Built to Scale, Compliant from Day One.

We were retained as chief legal counsel to a technology platform that had no formal structure, no IP protections and no legal operations strategy — and a long-term goal of venture funding.

INDUSTRY	STAGE	OUR ROLE	LONG-TERM GOAL
Technology, in a highly regulated global industry	**Start-up, no entity formed**	**Chief legal counsel**	**Venture funding**

01 THE SITUATION

Starting from *nothing on paper.*

The company needed more than a legal foundation. It needed legal infrastructure built for scale, scrutiny and investment readiness.

01
Nothing formed, nothing secured

No legal entity had been formed and no intellectual property secured.

02
No compliance protocols

Nothing was in place to manage the regulatory risk of a highly regulated global industry.

03
No operating strategy

No operational strategy aligned the business with its legal realities.

02 OUR APPROACH

Formation, regulation *and investment.*

> ***From day one, our role extended well beyond filing paperwork.***

1 Learned the platform

Deep operational interviews with the founders to understand the platform's architecture.

2 Formed it for capital

The legal entity formed, in a corporate structure optimized for venture capital and future raises.

3 Flagged the exposure

Immediate regulatory exposure flagged and expert outside counsel engaged. U.S. operations were non-viable because of the regulatory risk.

4 Positioned the launch

International entities and geofencing of U.S. users, KYC protocols in user onboarding, and coordination with payment processors and banks.

03 WHAT HAPPENED

Launched outside the U.S., *then funded.*

The company launched successfully outside the U.S. with full compliance. Regulatory exposure was neutralized through proactive legal structuring, and a new KYC infrastructure became core to the platform's trust model. An angel investor entered with confidence, funding the next stage of growth.

Here the firm served as legal operator and strategic partner, building company infrastructure designed for investment, compliance and long-term scale.

THE TAKEAWAY

Early-stage companies in regulated spaces don't need just legal formation. They need legal foresight.

04 WHO HANDLED IT

Talk to the attorneys *who handled it.*



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05 OTHER ENGAGEMENTS

JOINT VENTURE

Unlocking growth without capital

A joint venture in place of a raise a new project seemed to need.

EMPLOYEE INCENTIVES

Growth without dilution

Rewarding a growing team without the founder giving up equity.

CROSS-BORDER INVESTMENT

Cross-border growth, protected status

A refinancing that had to leave international investors' immigration status intact.

EIGHT LOCATIONS, ONE TEAM

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San Diego
(619) 323-3445

San Francisco
(650) 374-1337

Houston
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Metro Detroit
(313) 887-4788

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