



The Nutter TechnOvation program for early stage businesses was established in 2004 to assist promising entrepreneurs in managing the legal issues and risks inherent in growing ideas into successful companies. The program provides access to tools aimed at helping the early stage company realize its goals, including education, introduction to capital sources, and alternative billing arrangements for legal services. The goal of the firm's commitment is to enable early stage companies to make informed decisions and accelerate the commercialization of new products.

Nutter McClennen & Fish LLP is a 150-lawyer firm representing a diverse clientele in a range of legal practice areas. Clients include major global corporations and other public companies, privately-held businesses, start-ups and early stage companies and leading medical and educational institutions. One of the largest firms in Boston, Nutter has been in continuous practice for 130 years and was co-founded by the renowned Louis D. Brandeis, who practiced at the firm for 35 years before being appointed to the U.S. Supreme Court.

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Strategic Planning Program

A Boot Camp for Technology Entrepreneurs and Early Stage Companies

Program Overview

The Nutter Strategic Planning Program is designed to meet the needs of start-up and early stage companies that are ready to undergo sophisticated strategic planning and take important next steps in the formation and growth of their businesses. The program consists of three one-on-one customized counseling sessions between the selected company and Nutter McClennen & Fish, each conducted by two attorneys and lasting approximately one hour. In addition, the participant can select one of the electives conducted by our program partners. Participants will be assigned a managing attorney who will oversee the process.

Qualifications

Participant companies are required to submit a simple application and demonstrate that they have a viable business plan and some form of related intellectual property.

Program Sessions

Each participant will go through the following sessions:

Business Organics

This session will include a review of the company's business plan, as well as its projected capital needs. We will explore designing a corporate architecture that supports the relationship between and among the founders of a company and its early investors, and its employees.

Raising Capital

During this session, we will explore the process of raising capital from a legal and regulatory standpoint and will review how early stage companies pursue investment by angels, VCs and other institutions.

Intellectual Property Strategy

This session will focus on developing an intellectual property strategy based on discussions of the company's technology, existing intellectual property, business goals, key competitors, and its competitors' intellectual property.

Elective

The participant can select an elective to be conducted by one of our consulting partners from the topics described on the attached.

Cost

There is no cost or other obligation to participants.

Application

To request an application or more information about the program, contact **Lisa Adams** at ladams@nutter.com or 617.439.2550, or **Alex Glovsky** at aglovsky@nutter.com or 617.439.2618.