



# Allens Accelerate

# Welcome to Allens Accelerate

Allens Accelerate is the startup and high-growth companies practice within Allens. Leveraging Allens’ firm-wide expertise, Allens Accelerate works with startups, investors, corporates and government agencies across the spectrum of innovation.

We follow **STARTUPS** from beginning to launch and beyond, providing relevant and affordable guidance that will allow them to take their ideas to the next level.

We work with **INVESTORS** to direct investment into promising startups. Our services cover the lifetime of the investment from the establishment of vehicles, investment of funds and following the investment through to exit.

We also help **CORPORATES** and **GOVERNMENT** agencies respond to disruption and get startup-ready, including by assisting them to invest in, and engage with, startups and emerging high-growth companies.



## SECTORS & MARKETS

Startups and innovators are creating and evolving many new and dynamic markets. We’re advising clients that are working across a range of these markets, including:

- > Fintech
- > Agtech
- > Big data
- > Biotech, medtech and health innovation
- > Drones
- > Robotics, automation & machine learning
- > 3D printing & advanced manufacturing
- > Smart energy
- > Blockchain
- > Cybersecurity
- > Online marketplaces & platforms
- > Mining and resources

## OUR CLIENTS

We work with a range of clients, from startups and emerging high-growth companies to investors, established corporates and government agencies. Our range of clients includes banks, media companies, investment and venture capital firms, data exchange companies and software companies, among others.

## OUR SERVICES

As the only big law firm in Australia to have built an internal team and practice specifically targeted to this market, we understand the commercial and strategic drivers of high-growth companies.

The needs of startups are different to those of major corporates and we tailor our offering to **match the scale, complexity, speed and pricing constraints** of startups and their investors.

We also recognise that investments into this sector are not about immediate returns but **embarking on a journey to grow and explore opportunities**.

We **leverage our extensive network to connect** our startup clients with potential investors, customers and business leaders, and our investor and corporate clients with our portfolio of leading high-growth emerging company clients.

You can **access our international network** through our alliance with Linklaters and we act as one firm to support ambitions to expand to overseas markets.

Allens Accelerate can also provide **access to Allens’ wider program of client events**, a seat at the table at luncheons for your sector’s most influential people, introductions to senior business leaders and policy makers, and **profiling opportunities** in white papers and at conferences.



## INVESTORS

Our services for investors cover the lifetime of the investment from the establishment of vehicles, investment of funds and following the investment through to exit.

We are well versed in venture capital style investments and have extensive experience assisting clients to take minority stakes in businesses – our M&A team is one of the leading teams in Australia and we understand the unique nature of joint ventures with, and investments in, entrepreneurial and high-growth businesses.



## STARTUPS

Legal issues are often the last thing you want to focus on in the early stages of your startup venture. That’s why we’ve developed a set of high-quality legal solutions specific to startups to help you get your company up and running without a significant outlay of time or money.

Our range of free resources and fixed and flexibly priced services will help you through the lifecycle of your business. We also tailor our offering to suit your needs and reflect your budget.

**The A-Suite:** **FREE** suite of essential documents specifically drafted for startups, with user-friendly guidance notes.

**Getting started:** **FIXED PRICE** company incorporation and registered office services. *Incorporation – \$1,150, Registered office services – \$500, Your Annual Company Review – \$475.*

**IP Protection:** **FIXED PRICE** package including a one-hour consultation with our IP experts. **\$1,750** for full trade mark search and filing in one class, plus an hour of initial consultation on IP rights (copyright, trade marks, designs and patents).

**Other Allens Accelerate services:** Get in touch for a cost and obligation-free discussion to see how we can help your business grow.



## CORPORATES & GOVERNMENT

Established corporates and government agencies are increasingly seizing the opportunity to partner with startups to harness their innovation and to ensure they are on the right side of inevitable disruption.

Allens Accelerate can help corporates and government agencies set up the structures and practices necessary to ensure you have the best opportunity to achieve your goals, from assisting you to establish your fund or investment vehicle (including VCLPs & ESVCLPs), co-developing a proof-of-concept, to helping you to get startup-ready.

## OUR TEAM

Our multi-disciplinary team of experts is passionate about supporting startups and emerging companies, investors and corporates operating within the startup ecosystem. We give you access to the specialist legal experts you need to ensure you receive the best-quality advice and a quick turnaround on legal matters.

### Co-practice leaders, startups and emerging companies



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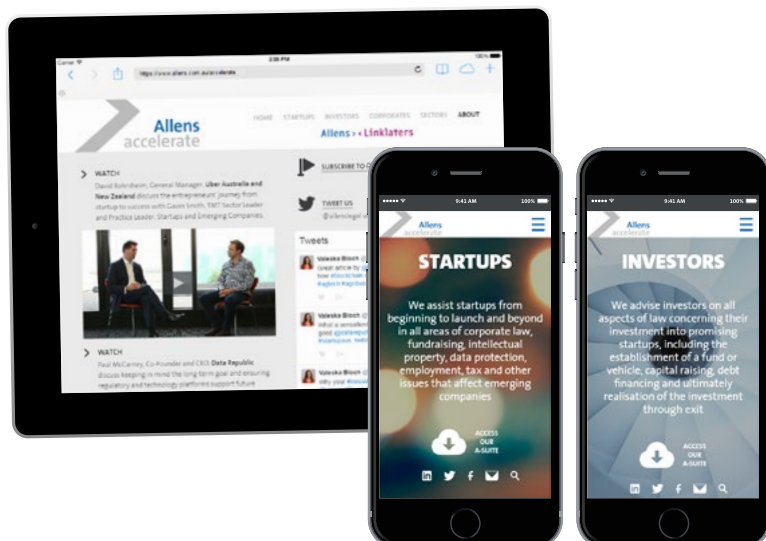
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## ALLENS ACCELERATE HUB

To find out more about our Allens Accelerate offering, visit [www.allens.com.au/accelerate](http://www.allens.com.au/accelerate)



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