Technology

Doing business in a sector this fluid – with its ability to disrupt industries – takes vision and fortitude. We help you define the opportunities and navigate the obstacles, while strategizing for what lies ahead.

Our team works with technology companies and their partners – whether startups or industry giants – on all aspects of the creation, adoption, acquisition and use of technology products and services. Known for industry firsts, we help technology companies negotiate their journey through all phases of the business life cycle, often creating structures that pave new ground. From capital raising and outsourcing arrangements to corporate transactions and dispute resolution, our singular focus is on managing challenges and creating strategies so you can realize your business goals.

Emerging and established companies across a range of industry sectors, including life sciences, aeronautics, fintech and gaming, equally rely on our team for their technology-focused transactions and initiatives. Whether carving out new law for innovative blockchain ventures, negotiating strategic alliances or mitigating cybersecurity risks, we combine industry savvy and experience to find solutions that work.

Blockchain

Blockchain technology is poised to transform the way companies in virtually all sectors do business. Organizations seeking to leverage the innovation need to understand both the technology underpinning the industry and the legal and regulatory framework in which it operates. That’s where we come in.

Industry participants at every stage of growth – including early-stage startups, key blockchain innovators, cryptocurrency exchanges, investment funds and financial institutions – turn to our interdisciplinary team to guide them successfully through its evolving legal landscape. Drawing on our regulatory experience and industry connections, we provide incisive, strategic advice to help you manage the risks inherent in this space and exploit its opportunities.

At the forefront of developments in the industry, we work regularly with both regulatory authorities and blockchain pioneers, including advising the world’s first peer-to-peer capital network using blockchain applications. Our capabilities extend to the full spectrum of blockchain-related matters, from corporate formation, initial coin offerings and CSA sandbox applications to tax structuring, anti-money laundering compliance and capital market transactions. Whether you’re an entrepreneur, an investor or an enterprise in this emerging space, we put our blockchain experience to work for you.

Cybersecurity and Data Privacy

In today’s increasingly connected world, the risk of a cyberattack is pervasive – and virtually no company is immune. As legal requirements around data management continue to evolve and threat levels intensify, companies must think strategically about the risks they face and take proactive measures to mitigate them. We can help.

Clients spanning a broad range of industry sectors look to our team to address their most pressing data protection, privacy and cybersecurity concerns, whether managing risks in corporate transactions, complying with data protection

laws in multiple jurisdictions or defending privacy-related class actions. We draw on our deep expertise in key disciplines such as securities, corporate governance, litigation and employment to provide you with the necessary tools to structure and implement a cohesive action plan.

Our multidisciplinary team guides your organization end to end, from assessment and planning to incident response and litigation. At every stage, we focus on protecting your interests so you can focus on achieving your business objectives.

Fintech

Industry participants in the fast-moving fintech sector need an adviser with the dexterity and acuity to guide them through the space where the traditional and the innovative converge. Anchored in experience and fluent in technology, we design cutting-edge strategies to help you leverage fintech innovations and drive your business growth.

Fintech startups, global service providers, leading financial institutions and investors trust our team to help them navigate the myriad regulatory and commercial hurdles that present in this space. Active in the sector since before the coining of the term “fintech,” our precedent-setting team has been instrumental in shaping legislative policy and designing first-of-their-kind business structures. We combine a cross-section of expertise in financial services, technology, capital markets, tax, M&A, and competition to steer clients from across the fintech spectrum through every stage of the business life cycle.

Our expertise spans a range of industry segments, including peer-to-peer lending, e-payment and billing systems, blockchain technology and cryptocurrencies, cloud-based software solutions, digital banking, big data and wealth management. Whatever your challenge – from regulatory compliance and strategic investments to service agreements and cross-border acquisitions – we understand what matters most to your business and deliver tailored solutions to achieve results.

REPRESENTATIVE WORK

Bruker Corporation

Acted for Bruker Corporation in its acquisition of Tornado Spectral Systems Inc., a company that provides chemical analysis and measurement systems for Raman spectroscopy primarily used in pharmaceutical, petrochemical, and biotechnology applications.

RelationShop Inc.

Acted as Canadian counsel for RelationShop Inc. in its acquisition of all of the issued and outstanding shares of Mercatus Technologies, a leading provider of eCommerce solutions for regional grocers and independents.

Outfront Media Inc.

Acting as Canadian counsel to OUTFRONT Media Inc. in the C$410-million sale of its Canadian outdoor advertising business to Bell Media, a wholly-owned subsidiary of BCE.

RLH Equity Partners

Acted as Canadian counsel to RLH Equity Partners, in its acquisition of Red Clay Consulting, an Atlanta based business focused on providing software platforms using Oracle Utilities applications.

Vance Street Capital LLC

Acted for Vance Street Capital, a Los Angeles private equity fund, in the sale of Terra Insights, a Vancouver-based geotechnical, structural and geospatial monitoring company, to Orica for cash consideration of C$505 million.

RECOGNITION

Canadian FinTech & AI Awards—Law Firm of the Year (2019)

The Legal 500 Canada—Technology

The Canadian Legal Lexpert Directory—Technology Transactions: Toronto and Montréal