

Hudson Gavin Martin

Tech, Media & IP



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Tech Joint Ventures

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**Tech
Transformation
Series**

Reasons for joint ventures

- Founders getting together
- Founders adding new skills to team
- Founders getting equity funding partner (investors)
- Parties with complementary skills working together



Commercial deal

- Objectives
- Contributions
- Risk and liability
- Tenure of JV



JV structures

- Unincorporated
- Incorporated JV company
- Others – e.g. limited partnership



Stages of JVs

- Entry
- Operating
- Exit

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