



### Jeffrey K. Lehrer

**Partner**

MANAGING PARTNER, NORTHERN VIRGINIA AND WASHINGTON, DC OFFICE

CO-CHAIR, EMERGING GROWTH AND VENTURE CAPITAL

jeff.lehrer@dlapiper.com

**Northern Virginia**

T: +1 703 773 4182

F: +1 703 773 5110

**Washington, DC**

T: +1 703 773 4182

F: +1 703 773 5110

Jeff Lehrer concentrates in representing clients in connection with corporate and securities transactions, including domestic and international mergers and acquisitions, securities offerings, venture capital, joint ventures and corporate finance and international matters.

Jeff's clients include a wide range of early stage and later stage companies.

### EXPERIENCE

### REPRESENTATIVE VENTURE CAPITAL FIRM AND CORPORATE VENTURE CLIENTS

- Andreesen Horowitz
- Arsenal Venture Partners
- BMW North America
- Boulder Ventures
- Chrysallis Ventures
- CNF Investments (Clark Enterprises)
- Columbia Capital
- Core Capital Partners
- Edison
- Fintech Collective
- Grotech
- Harbert Venture Partners
- Hertz

### RELATED SERVICES

- Mergers and Acquisitions
- Emerging Growth and Venture Capital
- Corporate

### RELATED SECTORS

- Life Sciences

- Intersouth
- Morgan Noble
- Kaplan Ventures
- Kinetic Ventures
- Lavrock
- New Atlantic Ventures (NAV)
- New Enterprise Associates (NEA)
- New Markets Growth Fund
- North Hill Ventures
- Novak Biddle Venture Partners
- OnPoint Ventures
- Osage Ventures
- Passport Capital
- Paladin Capital Management
- RedShift (f/k/a SpaceVest)
- Rethink Impact
- Rosecliff
- Route 66 Ventures
- Safeguard Scientifics
- Santander
- Savano Capital
- Sierra Ventures
- SWaN & Legend Ventures
- Tribeca Venture Partners (f/k/a Greenhill SAVP)
- Udata
- USAA
- Valhalla Partners

## REPRESENTATIVE EMERGING TECHNOLOGY COMPANY CLIENTS

- Advizr
- AiCure
- Altruista Health (equity transaction with Capricorn Healthcare)
- Acceller, Inc. (sold to Bridgevine)
- Acuity Mobile (sold to NAVTEQ)
- Arctic Sand Technologies (sold to Murata Manufacturing)
- Attila Security
- B23
- Capsule8
- Censeo
- CloudBolt (equity transaction with Insight)
- Co-Construct (equity transaction with Serent Capital)
- Cognomotiv
- Collaborative Solutions (equity transaction with Westview Capital Partners)
- Condaptive (sold to Millennial Media, NYSE: "MM")

- Daily Caller
- Denuo
- DocAsap
- DoublePositive Marketing Group (sold to Output Services Group)
- Dynex Technologies
- Edge Hosting (sold to Data Bank)
- Encellium (sold to Siemens, NYSE: "SI")
- ERA Systems Corporation (sold to SRA International, NYSE: SRX)
- Expedition Technology
- EverFi
- FedBid (sold to Compusearch)
- FortiusOne (sold to Esri)
- FranConnect (equity transaction with Serent Capital)
- GoCanvas (sold to K1)
- Gravy
- hCentive
- High Street Partners (HSP) (sold to Nair)
- ID Agent
- Ideeli (sold to Groupon, NASDAQ: "GRPN")
- Infinitive
- Informous (f/k/a Three Stage Media and BDMetrics)
- Kiswe
- Library Services Solutions
- LifeFuels
- LifeJourney
- Lucidiom (sold to Nuritsu)
- Lurn
- Maxion Technologies (sold to Physical Sciences, Inc.)
- MediaGlu (sold to AppNexus)
- Millennial Media (NYSE: "MM") (sold to AOL)
- Mobile Posse
- Moodlerooms (sold to Blackboard, NASDAQ: "BBBB")
- Morning Consult
- NanoScale (f/k/a AnyPresence ) (sold to TIBCO)
- Newlans (sold to confidential Buyer)
- Nextility (f/k/a Skyline Innovations)
- Opower (NYSE: "OPWR," sold to Oracle)
- Orbis Technologies
- OrderUp (sold to Groupon, Nasdaq: "GRPN")
- Peak Dental Solutions
- PerformYard
- Platform Logic (sold to Symantec, Nasdaq: SYMC)
- PowerPrecise (sold to Texas Instruments, NYSE: TXN)

- Privia Health (transaction with an affiliate of Goldman Sachs)
- ProVox (sold to Atirix Medical Systems)
- Public Relay
- Recommended Reading (a/k/a MIXX) (sold to UberMedia)
- Regent Education
- Rivet Logic
- Salsa Labs (equity transaction with Accel-KKR)
- SemaConnect
- SeniorChecked (sold to N.E.W. Customer Service Corporation)
- Silent Circle (equity transaction with Data Tribe)
- SmartButton (sold to Aimia, Toronto Exchange: "AIM")
- Social Toaster
- SPARTA (sold to Westec)
- Spectrum K12 School Solutions (sold to Scantron)
- Star Pharmaceuticals (sold to Esprit Pharma)
- STAQ
- Technomile
- Tectura
- ThreatSim (Sold to Wombat)
- TidWit
- Tenebril (sold to Process Software)
- Traffiq (sold to Talus Holdings)
- Trusted Health Plan
- Truveris
- Venga
- WeddingWire (equity transaction with Permira)
- Whitebox
- Zoomdata

## CREDENTIALS

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### Admissions

- District of Columbia
- Virginia

### Recognitions

*Chambers USA* has repeatedly awarded Jeff a Band 1 ranking, placing him among their elite list of Northern Virginia Corporate/M&A lawyers. They have praised his leadership, inasmuch as he is an "energetic lawyer," a "driving force" and a "go-to attorney" for his clients, who rely on his "service-oriented and good business sense." He has repeatedly been praised by his clients who have reported that Jeff "is the consummate corporate attorney—his breadth of knowledge, astute analytical abilities and 24/7 work ethic make him the best in the business." On top of that, "[h]e doesn't waste time on the minutiae but focuses on the things that matter." "He's the best venture capital lawyer I have ever worked with—he's efficient, provides high levels of client service and can handle the most complicated transactions." Furthermore, clients have described Jeff as "an incredible asset" whose "counsel is first rate. He is able to blend sound legal advice with practical business management considerations."

He is "the rare breed of lawyer who can be both a trusted strategist and adviser, as well as a great technician." Moreover, "someone who understands the high growth business and the needs of a small business with no general counsel—someone who can act as general counsel at first and then reposition to support a general counsel." Jeff has also been described as "personable and a consummate professional. He understands what you're trying to accomplish and he's unbelievably knowledgeable about everything we need him for."

Jeff has repeatedly been recognized in *The Legal 500 United States* for his venture capital and emerging companies practice. The Legal 500 called him "fantastic," a "true business partner" and "one of the top venture capital lawyers in the country" who has an "uncanny ability to put himself in the shoes of his clients."

Jeff has been named a "Leader in Law" by *Virginia Lawyers Weekly* citing "clients from a wide range of industries hail him as 'a true business partner.'" This awards program recognizes lawyers across the commonwealth who are setting the standard for other lawyers in Virginia. "Leaders" are recognized for changing the law, serving the community, changing practice or improving Virginia's justice system, among other accomplishments.

In addition, *Washington Smart CEO* has recognized Jeff as a member of the Greater Washington Legal Elite, and he was recognized by *Virginia Super Lawyers*.

## Education

- J.D., University of Virginia 1996  
Margaret G. Hyde Award  
Student Bar Association, President
- B.A., Rutgers University 1993  
*high honors*

## Civic and Charitable

- Board Member, TIE, Washington, DC (2013 – present)
- Former Board Member, Greater DC Cares
- Rutgers University Board of Trustees, First-Ever Full Voting Student Member, 1991 – 1997

## INSIGHTS

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## Events

### SEMINARS

- CFP & Founders Forum, "State of the US Venture and IPO Markets"
- NVTC Private Equity Committee, "State of the Venture Capital Market"
- NVTC Private Equity Committee, "Where are all the Angel Investors?"
- NVTC Private Equity Committee, "The Return of the Angels"
- University of Maryland, Robert H. Smith School of Business, Guest Lecture—Venture Capital and Corporate Governance Issues"
- Virginia CIT, Breakfast with Experts, "Replacing Yourself as a Member of Management"
- Century Club Bootcamp for Entrepreneurs and Growing Companies, "Giving the Perfect Investor Presentation"
- Venture Capital Series, "Living with Venture Capitalists Post-Investment"
- Venture Capital Series, "What Entrepreneurs Absolutely Need To Know—Moving from the First Investor Meeting to a Successful Close"
- Maryland Intellectual Property Legal Resource Center, "Common Legal Mistakes Made By Young Companies and How to Avoid Them"
- Washington, DC Technology Council Early Capital Forum Boot Camp, "Effective Investor Presentations"

- ASMR Biotech Bootcamp, "Recommended Steps to Get Your Company a VC Term Sheet"
- Corporate Board Member's Annual M&A Conference, "Raising Growth Capital"
- University of Maryland Technology Startup Bootcamp, "Is Technology Entrepreneurship For You"
- Venture Capital Series, "What Entrepreneurs Absolutely Need To Know—Preparing for the First Investor Meeting"
- "Sarbanes-Oxley: Impact on Private Companies"
- University of Virginia, School of Law, Guest Lecturer—Venture Capital
- George Mason University, School of Law, Guest Lecturer