



Joseph R. Martinez

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As a seasoned corporate attorney, Joe's practice focuses on the representation of entrepreneurs, technology start-ups, and emerging companies from formation through liquidity event. Acting as an outside general counsel, he routinely advises clients through angel and venture capital financings, and guides them through a range of other transactions including bank financings, commercial contracts, joint ventures, and mergers and acquisitions.

Active in the Greater Boston venture capital community, Joe serves on the board of directors of the MIT Enterprise Forum of Cambridge, and has been a judge and a mentor for the MIT \$100K Entrepreneurship Competition, MassChallenge, and the NEBA (f.k.a. SBANE) New England Innovation Awards.

Before joining Morse, Joe was a corporate associate at Bingham McCutchen LLP in Boston. Prior to his legal career, Joe was a management consultant for a Cambridge firm that advised companies in the transportation and chemical fields.

Representative Matters

- Represented **V.I. Laboratories, Inc.**, a leading global software intelligence solutions provider, in connection with its acquisition of Malta-based Trackerbird Limited, a software usage analytics company.
- Represented **Virgin Pulse**, a habits-focused, corporate wellness company, in a \$92,000,000 venture capital financing from investors including Insight Venture Partners and Virgin Group.
- Represented **Agrivida, Inc.**, a biotechnology company developing integrated enzyme solutions for the animal nutrition and health, energy and consumer products industries, in connection with several rounds of venture capital financing from investors including ARCH Venture Partners, Cultivian Sandbox Ventures, Kleiner Perkins Caulfield & Byers and Bright Capital.

Education

Boston College Law School, J.D.

Harvard College, A.B.

Admissions

Massachusetts Bar

Practice Areas

Commercial Debt Financing
 Corporate
 Mergers & Acquisitions
 Public Company Representation
 Startups & Emerging Companies
 Venture Capital

Industries

FinTech
 HealthTech
 Internet of Things
 Life Sciences
 Media & Entertainment
 Software-as-a-Service

- Represented **Demiurge Studios, Inc.**, an independent game developer, in its acquisition by SEGA Networks, a division of a multinational video game developer, publisher, and interactive entertainment company.
- Represented **V.I. Laboratories, Inc.**, a tech company that sells software to help companies recover lost revenue due to software piracy, in connection with several rounds of venture capital financing from investors including Ascent Venture Partners, Core Capital Partners and Rockford Capital.
- Represented **OYO Sportstoyz, Inc.**, a fan engagement company in the sports consumer marketplace, targeting the youth fan and collector markets, in connection with several rounds of venture capital financing from investors including Mandalay Sports Media, Atlas Venture and Boston Seed.
- Represented **Seatwave Inc.**, an online ticket marketplace for buying and selling tickets to music, sporting and cultural events (acquired by Ticketmaster), in connection with its acquisition of the live music discovery app Timbre.
- Represented **Crocodoc, Inc.**, a cloud-based provider of HTML5 document viewing software for web and mobile platforms, in its acquisition by Box, Inc. (NYSE:BOX), a leading cloud storage company and content sharing platform.
- Represented **MPAY Inc.**, a SaaS solutions provider delivering comprehensive human capital management solutions, in connection with several acquisitions of payroll processing businesses.
- Represented **Seatwave Inc.**, an online ticket marketplace for buying and selling tickets to music, sporting and cultural events (acquired by Ticketmaster), in connection with several rounds of venture capital financing from investors including Accel Partners, Atlas Venture, Fidelity Ventures and Mangrove Capital Partners.
- Represented **Crocodoc, Inc.**, a cloud-based provider of HTML5 document viewing software for web and mobile platforms (acquired by Box, Inc. (NYSE:BOX)), in several rounds of financing from prominent angel and early stage investors including Y Combinator, SV Angel and 500 Startups.
- Represented **Lawrence Pumps, Inc.**, a privately owned manufacturer of highly engineered critical service centrifugal pumps used in the gas and oil industries, in its sale to Flowserve. (NYSE:FLS)
- Represented **Arlington Storage Company, LLC**, developer of underground natural gas storage facilities, in its acquisition by Inergy, LP, (NASDAQ:NRGY).

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Affiliations

American Bar Association

Massachusetts Bar Association

Boston Bar Association

MIT Enterprise Forum of Cambridge, Board of Directors

MIT 100K Competition, Judge/Mentor

MassChallenge Competition, Judge

Recognition



MA Rising Stars 2009

NEBA (f.k.a. SBANE) Innovation Awards, Judge

Speaking Engagements

Presenter, *Legal Issues for Startups*, MIT Enterprise Forum, Spring 2018 Start Smart Class for Entrepreneurs

Presenter, *Legal Issues for Startups*, MIT Enterprise Forum, Summer 2017 Start Smart Class for Entrepreneurs

Video: Joe Martinez discusses professional stockholder representatives and describes some of the benefits of hiring one.

Presenter, *Legal Issues for Startups*, MIT Enterprise Forum, Spring 2016 Start Smart Class for Entrepreneurs

Presenter, *Fundamentals of Raising Startup Capital Through the Internet*, MCLE

Panelist, *Symposium on Crowdfunding*, Quincy College

Presenter, *SEC's Proposed Rules for Crowdfunding*, Boston Bar Association

Presenter, *The Money Game Part One: Financing, The Law of Digital Games*, Law Seminars International

Presenter, *Choice of Business Entity and Tax Basics*, Babson College

Publications

Massachusetts Seeks Comment on Intrastate Crowdfunding Rule

Delaware Case Confirms Validity of CEO's Removal

Delaware Clarifies Limited Liability of Independent Directors

Delaware Court Rules that Pre-Merger Attorney-Client Communications Pass to the Buyer in a Merger