Daniel E. Wilcox

Counsel

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Dan is a venture capital, corporate, and M&A attorney who advises startup founders, growth-stage companies, and investors on complex business transactions across the full company lifecycle from entity formation and venture financings to strategic transactions and exits.

He regularly represents emerging companies and investors in venture capital financings (seed through late-stage), mergers and acquisitions, joint ventures, and strategic partnerships. He also counsels boards and management teams on corporate governance, cap table structuring, and transaction readiness, helping clients anticipate legal issues before they become business obstacles.

Drawing on experience at international law firms and as in-house counsel, Dan brings a practical, business-focused approach to his work. He understands the pressures founders and executives face when raising capital, negotiating deal terms, and scaling operations, and he helps clients navigate those moments efficiently while protecting long-term value. Dan works closely with founders, executives, and investors to deliver legal advice that is strategic, efficient, and aligned with business goals.

Dan has particular experience working with companies in the technology, life sciences, AgTech, and FoodTech sectors, including SaaS and technology-enabled businesses. His work often involves advising companies through high-growth periods, founder liquidity events, and transactions involving both institutional and strategic investors.

Representative Matters

- Represented a technology-enabled services company in a Series A venture capital financing, including a founder secondary transaction, cap table analysis, and term sheet negotiation.

Education

Boston College Law School, J.D., *cum laude*

Boston College, B.A.

Admissions

Massachusetts Bar
New York Bar
Arkansas Bar

Practice Areas

Corporate
Licensing & Commercial Contracts
Mergers & Acquisitions
Startups & Emerging Companies
Venture Capital

Industries

Artificial Intelligence
Consumer Goods & Services
FoodTech & AgTech
Life Sciences
Media & Entertainment

- Advised emerging companies and investors in Seed, Series A, and Series B financings, including preferred stock, convertible notes, and SAFE instruments.
- Represented buyers and sellers in M&A transactions, including stock purchases, asset purchases, and acquisitions of founder-led companies.
- Counseled companies on corporate governance, board matters, and transaction readiness in advance of financings and exits.
- Advised clients on joint ventures and strategic partnerships, including negotiation of operating agreements and commercial arrangements.

Speaking Engagements

Mentor, Fuel Accelerator AI & Machine Learning Program

Presenter, *CIBC Bank USA v. Ryan Barker*, ABA PEVC Jurisprudence Subcommittee

Publications

California's Venture Capital Diversity Reporting Law: Imminent Deadlines, Open Questions, and What to Do Now, Client Alert

Side Letters in Venture Capital Financings: What Founders Need to Know

Basics of an Acquihire

Food Contract Manufacturing Agreements: Six Things to Know

5 Steps to Preparing for Your Venture Capital Financing

Preparing for Investment – How Organized are your Corporate Documents?

A Few Things to Know About Founders Preferred Stock

Three Things to Consider in a Corporate Venture Capital Investment

Medical Devices

Software-as-a-Service

Recognition

MA Rising Stars, 2025