Entrepreneurship Through Acquisition-Search Funds

Steady & Constant

The journey to become a CEO is filled with opportunities and challenges requiring more than traditional legal support. It demands a legal partner who is constant and deeply immersed in the unique challenges of the Entrepreneurship Through Acquisition (ETA) / Search Fund model. The complexities and challenges you'll face from raising capital to executing a search, completing an acquisition and operating your business are vast and ever-changing—and your legal team should be steady, constant.

At Kilpatrick, we understand the unique landscape and the intricacies involved in this ambitious endeavor. Our dedicated ETA/Search Fund Team is more than just legal counsel; we are your strategic partners, ready to guide you every step of the way, from the initial search to the final exit.

We help you understand the legalities and anticipate the challenges so you can strategize for success. We see all sides of the deal and we counsel our clients with the full 360° perspective that comes with our unique brand of legal practice, which is epitomized by our ETA/Search Funds teams. Our approach is built on an understanding of the entrepreneurial journey, ensuring that your vision is realized with precision and agility.

Reach

We are renowned in the ETA/Search Fund community and work with a vast network of sponsors, searchers, sellers, and brokers. Our reputation is built on successful partnerships and transformative deals across a diverse group of industries and geographies. With Kilpatrick, you gain access to a world of opportunities, insights, and relationships that are essential for navigating the legal challenges that come with acquisitions to help you drive your venture towards success.

Approach

Kilpatrick redefines legal partnership with an innovative approach that breaks away from the conventional. We believe in a holistic, "T-shaped" approach that combines deep legal knowledge with a broad understanding of the business landscape. We engage with every aspect of your endeavor, offering pragmatic, efficient solutions that propel you forward. Our focus is not just on overcoming legal challenges but on fostering growth, innovation, and long-term success. We fully expect that our ETA/Search Fund clients will desire to completely integrate our team into their process even during your search and post-acquisition operation. With Kilpatrick, you're not just hiring a law firm; you're partnering with a team that shares your entrepreneurial spirit and is dedicated to your success every step of the way.

Areas of Focus

Equity financing, including entity formation and structure, sponsor negotiations and capital arrangements
Acquisitions, including follow-on acquisitions
Growth and debt financing
Exit transactions

Day-to-day outside general counsel
Commercial negotiations and transactions
Corporate governance and shareholder/investor engagement
Special counsel matters and fiduciary counsel
Executive compensation and employment matters
Strategic partnerships, joint ventures and alliances
Non-disclosure agreements and broker/investment banker contracts
Licensing and technology transactions, SaaS agreements and other intellectual property matters

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