



# Christopher McDemus

## Co-Chair, Emerging Business & Venture Capital

### Philadelphia

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Drawing on almost three decades of experience, Chris represents strategic buyers and sellers, as well as private equity funds and financial sponsors, in complex corporate deals including mergers, acquisitions, divestitures, spinouts, exits, financings, recapitalizations, joint ventures, and strategic partnerships. He also works closely with private equity and financial sponsor portfolio companies to implement their growth-by-acquisition strategies. Focused on consummating deals, Chris strives to provide pragmatic, direct, and actionable advice.

As co-chair of the firm's Emerging Business & Venture Capital Practice, Chris remains dedicated to serving startup and emerging growth companies, venture capital and growth equity funds, angel investors, family offices, and corporate venture units in their financing transactions. He enjoys helping innovative companies adapt, thrive, and grow through all stages of their lifecycle, very often in the role of outside general counsel. His advice and guidance is regularly sought on day-to-day legal and business issues such as pitch deck development and pitch coaching, capital structure, business model development, capital raising, and growth and exit strategies, as well as other strategic and tactical matters. He is highly experienced in all financing structures, including seed preferred stock, series preferred stock, convertible notes, SAFEs, bridge loans, PIPE transactions, growth equity, and financing-related recapitalizations. Always looking to make value-added connections, Chris opens his network of funds and investors to clients to assist in their capital raising.

Chris earned his bachelor's degree from Providence College and his law degree from Widener University School of Law, where he was the internal managing editor of *The Delaware Journal of Corporate Law*.

### Experience

#### **MERGERS, ACQUISITIONS, AND DIVESTITURES**

- Represented a financial sponsor in its platform acquisition of a meal delivery company providing meals to Medicare waiver recipients and other eligible populations.
- Represented SourcEdge Solutions, a national technology solutions provider of claims systems modernization services, in its sale to private equity-backed Alivia Analytics, a leading AI-based healthcare payment integrity platform for fraud, waste, and abuse.
- Represented private equity-backed PES Benefits, a solutions provider to the employee benefits technology, administration, education, and virtual care industries in its acquisition of nRoll Tech, a national benefits technology company.
- Represented private equity-backed PES Benefits, a solutions provider to the employee benefits technology, administration, education, and virtual care industries, in its acquisition of the benefits administration business of Clarity Benefit Solutions.
- Represented Juno Search Partners, a search and staffing company, in its sale to NFP, a property and casualty broker, benefits consultant, wealth manager, and retirement plan advisor.

### Practice Areas

- Private Equity
- Mergers & Acquisitions
- Emerging Business & Venture Capital
- Corporate
- COpilot: For Your Entrepreneurial Needs

### Education

- Widener University School of Law, J.D., 1995
- Providence College, B.A., 1991

### Bar Admissions

- Delaware
- Pennsylvania

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- Handled multiple add-on acquisitions for a service provider of medical apparel and linens serving outpatient health care and medical centers.
- Represented Crossbridge Health, a data analytics and software company, in its sale to Scipher Medicine, a precision immunology company.
- Represented AllyHealth, a telemedicine and virtual care platform for employees, in its sale to PES Benefits, a private equity-backed provider of employee benefits technology, administration, and education solutions.
- Represented Tx3 Services, LLC, a regulatory compliance technology company in the life sciences space, in its sale to Tricentis GmbH, a software testing company.
- Represented Pinnacle 21, LLC, a provider of SaaS solutions for clinical data fitness, regulatory compliance, and FDA submission readiness, in its \$310 million sale to Certara, Inc. (Nasdaq: CERT), a biosimulation company.
- Represented the majority owners of Fidato Partners, LLC, an accounting and finance, risk management and transformation, and IT consulting company, in its sale to Eliassen Group, LLC, a strategic consulting and talent solutions firm.
- Represented the owners of BTB Security, a cybersecurity and digital forensics solutions company, in the sale of BTB Security to Netrix LLC, a provider of managed and professional IT services. Netrix is majority-owned by private equity firm OceanSound Partners.
- Represented Young Alfred Inc., a digital insurance marketplace, in its sale to Credible Labs Inc., a digital lending marketplace that offers personalized and prequalified rate options for loans.
- Represented Phoenix Integration, a model-based engineering software company that sells to major companies in aerospace, automotive, defense, and shipbuilding, in its sale to Ansys, Inc. (Nasdaq: ANSS), the global leader and innovator of engineering simulation software.
- Represented Exscribe, Inc., a SaaS software company selling practice management and EHR solutions to medical practices, in its sale to Modernizing Medicine, Inc., a large, private equity-backed specialty-specific healthcare IT provider.

#### ***INVESTOR-SIDE VENTURE CAPITAL FINANCINGS***

- Represented a national emerging growth PropTech venture capital fund in 35 seed and growth stage investments.
- Represented an emerging-growth venture capital fund in its investment in a company offering enterprise solutions in fiduciary management.
- Represented an early-stage B2B SaaS venture capital fund in 11 seed and growth stage investments.
- Represented the innovation, commercialization, and venture capital arm of a major health provider and insurer in three seed and growth stage investments.
- Represented high-growth value retailer Five Below (Nasdaq: FIVE) as lead investor in a \$12 million Series A financing for esports company Nerd Street Gamers.

#### ***COMPANY-SIDE VENTURE CAPITAL FINANCINGS***

- Represented Mainfactor Inc., an e-commerce holding company that buys, builds, and operates

direct-to-consumer brands and digital marketing services companies, in a \$69 million funding round, raised through a mix of series seed equity and a senior secured credit facility, led by Upper90.

- Represented a behavioral data analytics Insurtech company in multiple seed and growth stage financing rounds exceeding \$11 million in the aggregate led by well-established East and West Coast venture funds.
- Represented a SaaS Insurtech company automating small group health plan sales, enrollment, and renewals in multiple seed and growth stage financing rounds led by well-established East Coast venture funds.
- Represented a market leader in pharmaceutical care for niche disease markets in a \$37 million Series C and Series D round completed in parallel with the redemption of the Series A stockholders.
- Represented an optical component and network equipment maker in a \$15 million Series B round.
- Represented a fully automated home insurance online marketplace in a \$1.75 million Series Seed round followed by a \$10 million Series A round, both led by well-established West Coast venture funds.
- Represented a robotics company in a nearly \$9 million Series A round including both a well-established West Coast venture fund and strategic investors.
- Represented a value-based payment analytics company in two Series Seed rounds of financing totaling \$1.5 million followed by a \$3.5 million Series A round by a well-established New York private equity fund.