

Josh Kalish

Partner

New York City

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Josh Kalish is a corporate attorney, specifically focused on the Emerging Companies & Venture Capital (ECVC) space, representing entrepreneurs, companies and investors building and transacting with high-growth businesses.

A commercial-minded attorney with a strong sense for the drivers of a company's growth, Josh advises ECVC clients on a broad range of transactional matters. He handles equity and debt financings, strategic partnerships, mergers and acquisitions (M&A), SaaS and other technology development and licensing, founder dispute resolution as well as corporate governance and outside general counsel advisory work.

Josh has carved a path as a leading ECVC attorney by developing diverse experience and client relationships throughout the technology and startup ecosystem. Having served as both a trusted outside advisor and as in-house General Counsel, Josh provides sophisticated perspectives when advising companies and investors across the lifecycle of capital formation and growth, and ultimately, through exit.

Prior to joining Farrell Fritz, Josh was a partner at a boutique law firm focused on emerging companies and venture capital. Josh began his career as a corporate associate at an AmLaw Top 20 firm before serving as General Counsel to two technology startups in New York City.

Experience

- Represents a Series B-stage venture-backed healthcare software-as-a-service provider on corporate and transactional matters, including M&A, equity and debt financings, strategic partnerships licensing agreements, and as outside general counsel.

PRACTICE AREAS

Emerging Companies & Venture Capital

Corporate

Private Client

EDUCATION

Cornell Law School, J.D.

Duke University, B.A.

ADMISSIONS

New York

- Represents a Series B-stage venture-backed e-commerce software-as-a-service provider on strategic partnerships, license agreements and data privacy matters.
- Represented a venture-backed marketing software-as-a-service provider, from its Series C through its Series F, on strategic partnerships, license agreements and data privacy matters, and as outside general counsel.
- Represents an early-stage infrastructure-as-a-service AI cloud computing provider on strategic partnerships, license agreements and data privacy matters, and as outside general counsel.
- Represents a legal-tech and data provider on corporate and transactional matters, including M&A, strategic partnerships and license agreements, and as outside general counsel.
- Represents an early-stage NY-based integrated healthcare practice and technology provider on corporate and transactional matters, and as outside general counsel.
- Represented a UK-based branding intelligence technology provider in a \$20M acquisition by a US buyer.
- Represented a venture-backed human resources technology provider in a \$75M merger and side-by-side preferred stock financing.
- Represents a transatlantic venture capital firm in Series A equity financings of US and European-based software-as-a-service providers.
- Represents a Pennsylvania-based venture capital firm on Series Seed and Series A investments in software-as-a-service providers, as well as follow-on investments.
- Represented a NY-based public relations firm in its \$16M acquisition by a multi-national media agency, and ongoing outside general counsel matters.
- Represented a Series A-stage holding company of multiple e-commerce software-as-a-service solutions in a \$40M expansion of its secured debt facility.
- Represented a venture-based enterprise network security software-as-a-service provider on strategic partnerships, reseller agreements, license agreements, and as outside general counsel.

Recognition

- City & State 2024 Responsible 100