



Sarvaank

Law Decoded for *Entrepreneurs*



FIRM PROFILE
2021 - 22

About Us

Sarvaank Associates is a boutique law firm founded by experienced professionals who have extensive experience of working in a globally recognised angel network, venture capital fund and leading law firms.

The firm advises clients on corporate commercial transactions, investment structuring, taxation, pre and post investment compliances, intellectual property matters and regulatory support including regular financial and legal advisory on operational matters.

Sarvaank Associates also focuses on providing end-to-end start-up advisory services. With an in-depth understanding of the pain points of both start-ups and investors, the firm provides flexibility and comfort to budding businesses and investors by providing constant mentorship and handholding during their journey to mutual growth.

The firm is also equipped to handle corporate commercial litigation pertaining to economic offenses, data privacy, corporate restructuring and insolvency. In addition to legal advice, the firm also conducts training sessions on request for clients on chosen legal topics.

Sarvaank Associates' approach is to provide multi-pronged services and add value by helping its clients build strong, legally optimised and compliant businesses.

OUR SERVICES

Corporate and Commercial

TRANSACTIONS

We deliver practical, proactive, commercially focused advice and counsel clients on a range of corporate restructuring transactions including complex mergers and acquisition through court or slump sale. We strategically optimise opportunities of growth for our clients through our focused drafting of terms in transaction documents and agreements such as business transfer agreements, asset purchase agreements, share purchase agreements, shareholder agreements, joint venture agreements, term sheet, letter of intent, memorandum of understanding etc. We also advise and handhold our clients on structuring of the transaction, drafting, reviewing, negotiating the transaction documents and conducting due diligences.

CONTRACTS AND AGREEMENTS

Our sophisticated legal representation extends to negotiating and drafting business contracts across a wide array of industries and across various aspects of business for our clients. Our expertise includes drafting and reviewing all kinds of commercial contracts, including vendor agreements, customer agreements, settlement deeds, construction agreements, senior management contracts, non-compete agreements non-disclosure agreements, and employee stock option schemes.

ADVISORY

We work at the crossroads of regulation, public policy and business. We advise clients on setting up and incorporation of companies limited liability partnerships and other

business structures in and outside India with the procurement of requisite approvals and strategic advice, support and solutions on efficient structuring of entities encompassing the applicable laws including the foreign exchange regulations.

We closely monitor rulemaking developments at the regulatory and parliament level and provide strategic advice to clients in tailoring corporate governance models with appropriate employee, management and whistle-blower policy and government mandated committees suited to specific businesses Government contracts and policy advisory are our forte wherein, inter alia, we advise our clients (whether Government authority or a private enterprise) on negotiating the contracts, legal implications of applicable laws, carving legally tenable solutions in case of stalemate between the parties.

We also advise organisations on management Issues relating to liabilities of companies, duties and obligations of individual directors and governance risks faced by the boards of directors.

REGULATORY REPRESENTATION

Having worked on complex high value and sensitive anti-trust litigation for a number of prominent clients we are equipped to represent for a successful outcome before the competition commission for corporate restructuring scheme.

Our expertise extends to Indian exchange control laws, getting DPIIT recognition for Start-ups under Strat-up India Scheme, structuring Investments and exits and liaising with regulators on transaction structuring.

Start-up Advisory

START-UP IMPERATIVES

Fledgling start-ups often delay their interaction with law leading to an inverse effect on the business in the long term. It is imperative for early stage start-ups to engage with legal requirements sooner rather than later.

Our first-hand knowledge, critical judgment and vast experience in applying the legal ecosystem to boost a business' value, optimise its resources and leverage itself during negotiations sets us apart.

SUPPORTING ENTREPRENEURS

With the experience of having worked with start ups as well as investors on financing and capital. raising deal, we understand the nuances involved for a start-up in raising capital Our experience has equipped us with the insight to protect the interest of our start-up clients in structuring transactions, and drafting of transaction documents including SHA, SSA, SPA and other ancillary documents. We also assist client in negotiating and closing transactions including post-closing integration and transition.

We work closely with early stage companies in obtaining requisite approvals, licenses and registrations, maintaining proper filings, reports and disclosures to appropriate authorities, account books and legally compliant internal company policies and templating vendor and customer agreements.

Our assistance and services extend beyond registrations and transactions to ongoing

assistance with routine operational matters from a legal and compliance perspective. We are cognizant of the challenges involved in launching and sustaining a successful start-up. We help our clients with drafting of internal policies, regular compliances, reporting and disclosures, eventually positioning them successfully for subsequent funding rounds.

SUPPORTING INVESTORS

We use our in-depth understanding of India's unique regulatory landscape, promoter behaviour and interaction with counterparties in various sectors to assist investors in making informed decisions while structuring their investment deals.

Our clients include HNIs institutional investors, angel networks, family run companies among others and we extend support in legal, secretarial, financial, tax and IP due diligence, drafting transaction documents, closings(pre and post).

We are skilled in strategic negotiations, including but not restricted to, structuring exit negotiations and drafting related transaction documents.

OUR SERVICES

Intellectual Property

ADVISORY & CONSULTING

Intellectual property being a crucial asset, we strategically guide our clients in developing and protecting their intellectual property.

We are positioned to pre-empt potential threats and managing exposure to risk. We provide advice and opinion on prior art, freedom to operate, validity, and non-infringement matters in an ecosystem made complex by the volatility of business needs on the one hand and freshly emerging IP trends on the other.

Our on-the-ground experience allows us to conduct due diligence on patent, trademark and copyright works, and to draft technology transfer and licensing compliances in a cost-effective and prompt manner.

We have assisted companies across the breadth of technology sectors on trademark licensing assignment terms and distribution terms in franchising transactions, co-existence agreements and buyouts.

SEARCH & REGISTRATIONS

We are focussed on evaluating a business freedom to enter product spaces. We strategize to maximise our clients IP portfolio through assistance on IP clearances with our search and intelligence services investigations and market surveys. We are proficient in drafting and filing of applications for trademarks, patents, copyrights, geographical indications, domain names, business processes and the filing of PCT applications for patents.

ENFORCEMENT & LITIGATION

We address issues running through the entire lifecycle of business' Intellectual property including representation before and liaising with courts and authorities such as the trademark registry, copyright office, geographical indications registry, the National Informatics Centre (NIC) and the Intellectual Property Appellate Board (IPAB).

Our robust global enforcement of clients IP rights covers Initiation of and defence against, opposition and revocation matters before the courts and other authorities.

OUR SERVICES

Taxation and Finance

TAX ADVISORY

Our focus lies in optimising tax costs in a business through advance planning, structuring of investments and specific business arrangements and structuring of distribution and sales networks in view of applicable direct and indirect taxes.

We endeavour to sync in line with business urgency in forming timely and reliable tax positions on Goods and Services Tax (GST) Implications, assessment of importability of goods and requisite approvals and eligibility of tax incentives and schemes, especially in case of imports and exports

Our indirect tax advisory service offering includes diagnostic reviews/health checks, due diligences determination of applicable taxes and availability of tax benefits / exemptions, review of contracts advising on tax optimal structures for contracts analysis of applicability of schemes in the Foreign Trade Policy (FTP) and setting up and operationalising EOUs, STP units or SEZ units, etc.

TAX REGULATORY

We support our clients day-to-day business requirement of navigating the complex maze of multiple tax compliance check-points and assist in the procurement of registrations and licenses, filing of returns, audit support, Customs Special Valuation Branch proceedings support, assistance in refund applications and obtain approvals for tax incentive schemes for exporters under foreign trade policy and customs law and for importers

for bringing in restricted goods under the foreign trade policy including assistance in preparing and filing the applications, follow-up with the authorities for obtaining the licences, authorisation, scrips, etc. from the DGFT and all the compliances under GST.

TAX ADJUDICATION AND LITIGATION

Our advance preparation at the initial stages of tax litigation takes care of the uncertainty in respect of ongoing transactions by obtaining advance ruling from tax authorities to definitively ascertain tax liability in relation to any proposed or existing business practice or model.

Our tax team consists of experienced professionals having significant expertise in representing clients before tax authorities, departments, both quasi-judicial and judicial authorities including assistance in GST refund filings and representations.

During departmental adjudication we assist in preparing replies / responses to show cause notices, issues raised under Departmental Audits routine enquiry letters, assistance in preparation filing of application for Authority of Advance rulings as well as assistance in summons proceedings.

Our litigation services include drafting, filing and arguing appeals before various appellate authorities and assistance in filing writ petitions and briefing counsel for hearings before Tribunal, High Courts and the Supreme Court.



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Our team comprises of young energetic lawyers with relevant experience in diverse fields of law and are proficient to provide satisfactory and innovative solutions to our clients.

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OUR TEAM

Ankita Singh



FOUNDER

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Ankita brings with her a rich experience of having worked with prominent law firms as well as leading the legal team of Indian Angel Network (IAN), Asia's largest Angel Group with more than 450HNI Investors.

While at IAN, Ankita was responsible for closing of the deals from start to finish.

She played a pivotal role in handholding the Startups in further raising of funds and supporting the investors to get the right value of money. Prior to IAN, she has worked in law firms and gained extensive experience in advising clients on investment / restructuring transactions, mergers and acquisitions, joint ventures, exit transactions, company formation, debt transactions and company law matters. She has also worked with some of the IT juggernauts and the government together in the UIDAI Project colloquially Aadhaar.

Ankita's experience includes advising clients across sectors including telecommunications, information technology, renewable energy, power, manufacturing, hospitality, food and real estate.

Ankita is a practising lawyer since 2011 and is a qualified company secretary.

OUR TEAM

Ajay Anand



STRATEGIC ADVISOR

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Ajay has over a decade's experience in early stage start-up funding, corporate law, diligence, deal structuring and investor relations.

Ajay is currently the CFO of Anicut Capital, a SEBI registered Debt Fund with a corpus of about INR 400 Crores. At Anicut he manages the transactions and the post transaction monitoring compliances etc.

Before joining Anicut, Ajay had been the CFO of Indian Angel Network (IAN) Asia's largest Angel Group with more than 450 HNI Investors, heading the fund finances and compliances for 9 years. While at IAN, he anchored critical next round investments for IAN's portfolio companies raising funds from VCs & Strategic Investors, spear headed the due diligence of incumbent deals structuring, financial modelling and worked closely with promoter teams to negotiate termsheets & shareholder agreements.

Ajay is a practising lawyer since 2006. In addition to being a lawyer, he has a strong grasp of financial modelling, accountancy and tax issues especially for the seed and early stage investment ecosystem.

OUR TEAM

Shubham Patel



SENIOR ASSOCIATE

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Shubham is an ardent learner who pursued his B.BA, LL. B(Hons.) degree from Jindal Global Law School. He is an Associate at Sarvaank Associates. His area of interest revolves around Start-ups, General Corporate and Private Equity. Having worked on a mini business idea from a white board to a revenue making initiative, he is most empathetic to understand a Client's queries and needs.

At Sarvaank Associates, Shubham practices in core areas of Commercial Law and entails customised assistance to clients in drafting Shareholder's Agreement, Founder Agreement Service Agreement, detailed ESOP Policy, Privacy Policy. Shubham firmly believes in integrity in the workplace and aspires to dedicate meaningful working hours to meet the high aspirations of the clients.

He always looks forward to work with motivated individuals from diverse backgrounds on challenging fronts. With strong research-based internship experiences from various firms of all scales he has gained a wide knowledge base to provide support to the team.

OUR TEAM

Yash Vardhan Singh



SENIOR ASSOCIATE

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Yash is a corporate, commercial lawyer with core interest in Start-up Advisory, Private Equity and General Corporate & Commercial Transactions. He has pursued his BA LL.B. (Hons.) from School of Law, Christ (Deemed to be University), Bengaluru.

He has interned with various firms of different scale and has garnered experience and expertise which he is now practically utilising to make valuable contribution at Sarvaank Associates.

Yash might be working on the most mundane agreement, but he derives his motivation from the exceptionally motivated businesses our client is involved in. He is also an expert in making some of the best tea that you could ever taste. At Sarvaank Associates, he works with the Start-ups and helps the team in reviewing and drafting the transaction documents, agreements and regular advisory on plethora of matters. He wishes to gain experience in multiple realms of the corporate legal system and understand its dynamic nature.

OUR TEAM

Rasu Sharma



HEAD-COMPLIANCE & REGULATORY

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Rasu Sharma is a Practising Company Secretary and a Law Graduate. He has a blended experience in Corporate Advisory, Indirect Taxation and other regulatory matters. He has obtained comprehensive exposure in handling Corporate Secretarial Matters including Corporate Governance procedures, Compliance Management, Secretarial Audit, Investor Relations, FEMA Compliances, SEBI Compliances. He has an expertise of coordinating and liaising with the regulatory authorities.

At Sarvaank, Rasu advises the clients on secretarial matters, fund raising by way of private placements, preferential allotment, rights issue and other corporate law matters.

Rasu is a registered GST Practitioner and also a license holder from National Investment Promotion and Facilitation Agency under India Program of Government of India.

WHY CHOOSE US

We understand that one size does not fit all therefore we aim to offer a specialised focused service from experienced professionals.

We believe in continuous engagement with our client during execution which enables us to provide a client centric legal solution.

We believe in symbiotic growth along with our clients therefore take interest in their legal updation and strong foundation



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