

Sarvaank

Law Decoded for *Entrepreneurs*

Overview



Sarvaank

Law Decoded for *Entrepreneurs*

Introduction

- Sarvaank 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 provides end to end start-up advisory services and 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 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 various legal topics.
- Sarvaank's approach is to provide multi-pronged services and add value by helping its clients build strong, legally optimised and compliant businesses.



SERVICES

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Start-up
Advisory

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General
Corporate
& Commercial

3

Investment and
Acquisition
Transaction

4

Gift City
Advisory

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Taxation &
Finance

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Intellectual
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Incubation and
Accelerator
Support

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Prevention of Sexual
Harassment at
Workplace





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Start-up Advisory

Services

Comprehensive End-to-End Start-up Advisory



Start-up Imperatives

Fledgling start-ups sometimes delay their interaction with law even though they are part of the same legal ecosystem.

Engaging with legal
requirements at the
fore helps

- Boost value of business
- Save resources later
- Position the stakeholders favorably during funding negotiations
- Create water-tight cap table structures through multiple series of shareholding



Supporting Investors

Committed to provide one stop solution for all the legal needs related to investments. Investors including PE/VC Funds, HNs, Institutional Investors, Angel Networks, Family Offices, etc.

- Assistance in formulating an informed decision/structuring the investment deal
- Due Diligence (Legal, Secretarial, Financial, Tax, IPR)
- Drafting & negotiation of the transaction documents
- Structuring the capitalization table to depict clear ownership records
- Closing of the transaction and completion of the post-closing actions as per the transaction documents
- Rights and valuation-based negotiations
- Review and completion of the pre-closing actions
- Representing the investors, either, a Seller or Acquirer/ Purchaser, during exit including the assistance on structuring, negotiations, drafting (*inter-alia*) of the transaction documents



Supporting Entrepreneurs

Committed to provide end to end legal solutions for entrepreneurs who are at pre or post scaling stage of their venture.

Pre-Scaling

- Requisite approval(s), license(s), registration(s)
- Start-up India recognition by DPIIT
- Proper filings, reporting and disclosures to appropriate authorities
- Maintenance of proper books or accounts
- Internal legally compliant policies of the organisation
- Template vendor and customer agreements

Post-Scaling

- Structuring of the business and capital infused
- Drafting of the transaction documents including SHA, SSA, SPA, Venture Debt related and other ancillary documents
- Negotiations
- Closing of transactions
- Post-closing integration and transition
- Framing human resource policies of key managerial persons and employees
- Reporting and disclosures
- Regular compliances
- Positioning towards subsequent rounds of funding (Series A,B,C,etc) & the advice thereof
- Structuring the capitalization table to depict clear ownership records preventing unnecessary dilution





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General Corporate & Commercial

Services

CORPORATE AND COMMERCIAL SERVICES ACROSS SECTORS



Transactions

- Corporate restructuring including complex mergers and acquisition through court or slump sale
- Drafting of transaction documents, *inter-alia*, including:
 - business transfer agreements
 - asset purchase agreements
 - share purchase agreements
 - Share subscription agreements
 - shareholder agreements
 - term sheet/ LOI/ MOU
 - joint venture agreements



CONTRACTS AND AGREEMENTS

- Negotiating business contracts on behalf of the client
- Drafting of documents, *inter-alia*, including:
 - vendor agreements
 - customer agreements
 - settlement deeds
 - construction agreements
 - senior management contracts,
 - non-compete agreements
 - non-disclosure agreements
 - employee stock option scheme/ plans
 - Software Licensing Agreements



ADVISORY

- Government contracts and policy advisory
- Setting up of business in India and outside of India, encompassing the Indian laws with requisite approvals and advisory on appropriate and efficient structure for the entity
- Incorporation of companies, limited liability partnership or any other form of business entity
- Assistance in formulating appropriate corporate governance models for the business with appropriate employee, management and whistle-blower policy including setting up of appropriate committees mandated by the government and managing disputes
- Advisory on management issues relating to liabilities of companies, duties and obligations of individual directors and governance risks faced by the boards of directors
- Secretarial Compliances - Monitoring of all day to day secretarial compliances of the Company.



REGULATORY REPRESENTATION

- Representing clients across all sectors including advice and strategy on:
 - Indian exchange control laws,
 - structuring investments/ exits, and
 - dealing with the regulators on various unique transaction structuring and business models.





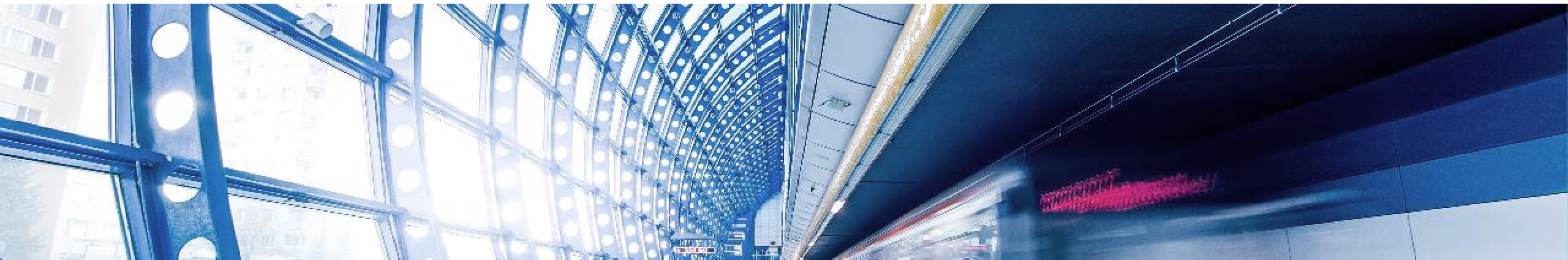
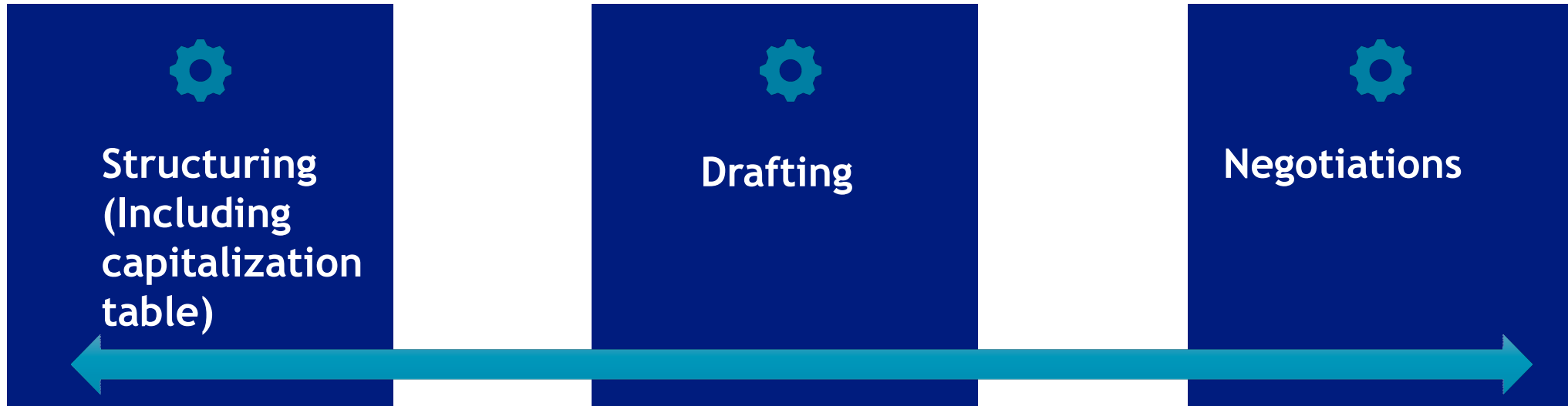
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Investment and Acquisition Transaction

Services

COMPREHENSIVE INVESTMENT AND ACQUISITION TRANSACTION SERVICES





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Gujarat International Finance Tec-City (Gift City)

Services



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- Advising SEBI registered AIFs operating in GIFT City on their investment in other overseas companies and vice versa, which includes:
 - ❑ Drafting and finalization of the transaction documents i.e. Shareholders Agreement, Share Subscription Agreement etc.



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TAXATION

Services

COMPREHENSIVE TAXATION & FINANCE SERVICES

(Through our associate firms)



TAX ADVISORY

- Structuring of investments and specific business arrangements
- Structuring of distribution and sales networks of clients in view of applicable taxes both direct and indirect taxes
- Goods and Services tax implications and issues pertaining to taxability, classification, valuation and payment of taxes and their disclosures, including specialised advisory on input tax credit efficiency and tax refunds, among others
- Assessment of importability of goods and requisite approvals
- Tax incentives and schemes eligibility and approvals specially in case of imports and exports



TAX REGULATORY

- Procurement of registration(s) from the tax and regulatory authorities in India
 - Permanent Account Number and Tax Account Number
 - Importer Exporter Code
 - Goods and Services Tax
- Requisite approvals required for importing restricted goods under foreign trade policy.
- Approval(s) for tax incentive schemes such as SEZ, FTWZ, EOU, STPI, SEIS, MEIS etc. under foreign trade policy and customs law.



TAX LITIGATION

- Representation before tax authorities / departments including tax refund filing
- Obtaining advance ruling from tax authorities to definitively ascertain tax liability in relation to any proposed or existing business practice/model
- Representation before quasi-judicial and judicial authorities





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FINANCE

Services

VIRTUAL CFO

- Analyze your processes, systems, cash flows to identify areas of improvement
- Preparation of documents, overseeing due diligence during fundraising process
- Construct a working model of how your business should perform financially if certain strategies are executed and milestones are reached.
- Create a budget that shows the investors what you will use their money for and over what period of time.
- Setup of Management Reporting System
- Key Performance Indicators Development & Analysis
- Development of MIS framework
- Investor Reporting
- Cash Management - help you to park the excess funds in safe and liquid assets



Financial Advisory

Committed to provide one stop solution for all the financial needs for Entrepreneurs and Investors

For Entrepreneurs

- Virtual CFO Services
- Preparation of Business Plan
- Investor Presentation/Deck
- Internal Audit
- Risk Analysis & Mitigation
- Setting up of SOPs for startups
- Treasury Management & Fund Forecast
- Set up of Management Reporting Systems

For Investors

- Due Diligence- Finance & Tax
- Tracking of Portfolio Companies
- Management Information Systems (MIS)
- Compliances
- Financial Reporting
- Investor Relations
- Virtual CFO Services





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INTELLECTUAL PROPERTY

Services

MULTI DISCIPLINARY INTELLECTUAL PROPERTY SERVICES

(Through our associate firm)



Advisory & Consulting

- Conducting legal due diligence on portfolio of patents, trademarks and copyright works
- Analysis of potential threats (risk assessment)
- Advise on intellectual property agreements involving trademark licensing and assignment, distribution agreements, and IP related aspects of franchising transactions
- Negotiating transaction documents, co-existence agreements and buy-outs on behalf of clients
- Drafting technology transfer and licensing compliances
- Advise and opinion on prior art, freedom to operate, validity, and non-infringement matters



Search & Registrations

- Search and intelligence services including investigation and market surveys
- Drafting and filing of applications of Trademarks, Patents, Copyrights, Geographical Indications, Domain Names, Business Processes, including the filing of PCT applications for Patents



Enforcement & Litigation

- Representation before and liaisioning with courts and various authorities such as Trade Mark Registry, Copyright Office, Geographical Indications Registry, National Informatics Centre and Intellectual Property Appellate Board (IPAB).
- Initiation of, and defence against, opposition and revocation matters before courts and various authorities.





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Incubation and Accelerator Support

Services

Supporting Incubators

Committed to provide one stop solution for all the legal needs related to incubation services to the incubators and incubatees

- Assistance in drafting documents in relation to incubation services including and not limited to incubation agreement, mentorship agreement, MoUs etc
- Due Diligence (Legal, Secretarial, Financial, Tax, IPR)
- Drafting of the transaction documents
- Closing of the transaction and completion of the post-closing actions as per the transaction documents.
- Assisting tech incubatees with the technology law aspect w.r.t their products and/ or services.
- Conducting knowledge sessions and work-shops for the incubators and incubatees apprising them with the latest development in legal field impacting their business.





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Prevention of Sexual Harassment at Workplace (POSH)

Services

IMPLEMENTATION OF POSH POLICY

Promoting safe workplace by creating awareness about workplace ethics fosters better relationships and equality among employees, thus ensuring a quality workplace environment

- Drafting, advising, implementing and enforcing a Policy in compliance with the Prevention of Sexual Harassment at Workplace Act.
- Constitution of ICC and Compliances in respect thereof, including providing of an external member as a seat.
- Conducting of Annual Sessions which are mandated under the POSH Act.
- Sensitizing Employees and Employers on consequences under POSH Act.
- Registration, Compliances and other Secretarial Compliances in respect of the POSH Act.
- Conducting of investigations in respect of complaints made.
- Overall support for a holistic compliances with the Act, from a legal and a growth perspective.





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Key Team

Key Contacts

Key Team



Ankita Singh

Founder



Key Team



Yash Vardhan Singh
Principal Associate



Rasu Sharma
Head- Compliance & Regulatory





Ankita Singh
Founder

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

While at IAN, Ankita was responsible for closing of the deals from start to finish. She played a pivotal role in handholding the start-ups in further raising of funds and supporting the investors to get the right value of money. Prior to IAN, she has worked in leading 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 Aadhar.

Ankita's experience includes advising clients across sectors including telecommunications, information-technology, renewable energy, power, manufacturing, hospitality, FMCG, food, defence, space, real estate, logistic, fintech, health-tech and deep-tech companies.

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





Yash Vardhan Singh

Principal Associate

Yash is a corporate, commercial lawyer with core practice 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.

As a lawyer, Yash's engagement with diverse start-ups has equipped him with a skill-set which helps him in mentoring young start-ups.

Yash might be working on the most mundane agreement, but he derives his motivation from the exceptionally motivated businesses our client is involved in. At Sarvaank Associates, he works with the Start-ups and helps the team in drafting, reviewing and negotiating the transaction documents including but not limited to Shareholder's Agreement, Share Subscription and Share Purchase Agreement,

creation of ESOP Trust etc. Apart from working with the Start-ups, Yash also looks after day-to-day legal affairs of his clients, negotiations on the commercial agreements, including without limitation, lease deeds, partnership agreements, licensing agreements, SAAS agreements. Yash also has a hang of structuring complicated capitalization table giving him an edge while advising stakeholders be it start-ups or investors.

An avid tea and coffee lover, Yash's inclination to engage in discussions about technology, books and current affairs makes him an amazing conversationalist. An active sportsperson, with interests in tennis and cricket, Yash is also a web-series aficionado and is a go-to person for everyone seeking feedback on one!





Rasu Sharma

Head- Compliance &
Regulatory

Rasu Sharma is a Practicing 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.

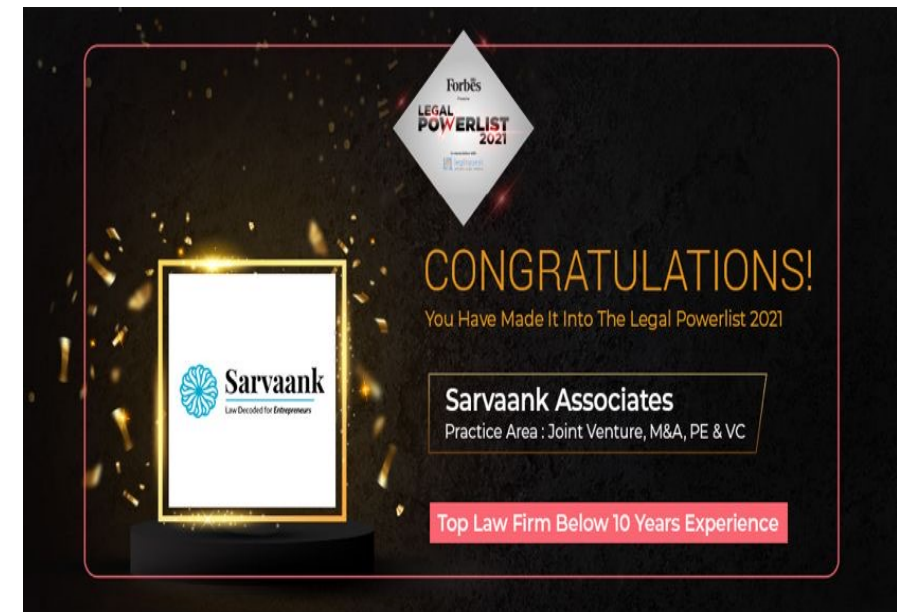
At Sarvaank, Rasu advises the clients on secretarial matters, fund raising by way of private placements, preferential

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 Invest India Program of Government of India.



OUR RECOGNITIONS





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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 solution.
- We believe in symbiotic growth along with our clients therefore take interest in their legal updation and strong foundation.
- The team comprises of young energetic lawyers with relevant experience in diverse fields of law and are proficient to provide satisfactory and innovative solution to the client.

Our Clients



Our Clients



QuickShift



Attron Automotive



Our Clients



AMORQA



6 DEGREE°



**trade
india.**

KYTCHEN



Pickright Technologies



**MASTER
CHOW**



From Our Clients

"We appreciate the professional services received from "Sarvaank Associates". We are satisfied with all the legal opinion, legal advice, guidance, and expertise. Thanks to Ankita, Yash, and Sarvaank team for all the time spent and personal follow up they had to make in order to fulfill the deliverables on time. Their knowledge and dealing with our varied use cases was wonderful. The team of lawyers is knowledgeable, proactive, and always willing to go above and beyond to ensure our company's success. Appreciate the work and happy to be associated."

Darpan Khurana
Co-Founder
GroMo (Vitrak Technologies
Private Limited)

"Yash and team from Sarvaank have been a pillar of strength for hustling founders like myself . Yash, along with his skilled team partner with us on the most crucial legal aspects like contractual advice , capital table structuring , employee and supplier agreements . The team come up with practical resolutions and more importantly walk us through the logic of their recommendations - helping us cross the legal bridge. All in all , Alyve Health has benefitted immensely and derived enormous value from the engagement with Sarvaank"

Shashank Avadhani
Co-founder and CEO
Alyve Health (Imagine Healthfin Private
Limited)



From Our Clients

"Sarvaank takes a hands-on approach and proactively assisted us in our recent deal. They are responsive, available, and understand the nuisances of working with startups! We look forward to continuing the relationship with Sarvaank as we grow."

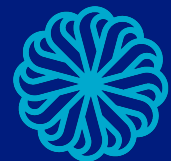
Swapnil Sangeetkumar Shrivastav
Co-Founder
Uravu Labs Private Limited

"We have been associated with Sarvaank for the last few years. The team lead by Yash Vardhan Singh and Ankita is very knowledgeable, proactive, and works to deliver the assignments with a great degree of commitment."

The entire team works with great commitment, very knowledgeable and because of that we are able to progress in our business successfully. We feel they are like a protective ring around us. Apart from vetting of contracts, problem resolution with good interpretation of the laws is their forte. We are glad that we are engaged with them for all our legal counselling and wish them all the very best."

Varadarajan Sivakumar
COO
Earth Rhythm Private Limited





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