

# MintzTech Connect Industry News - February 2016

February 15, 2016 | Article | By **Daniel I. DeWolf**, **Samuel Asher Effron**

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Dear Readers,

As the Northeast begins (hopefully) to thaw out and we head into an early spring (so said the Groundhog), we are excited to deliver our new issue of MintzTech Connect — our bimonthly newsletter on “all things technology” in the legal and business world, from our perspective, of course.

A few thoughts first. There has been significant “chatter” lately about what 2016 will bring from a deal flow perspective. And while no one has a crystal ball, the consensus is that there will be a bit more caution from investors as we witness the choppiness of our public capital markets, the decline in oil prices, the uncertainty in the Chinese economy, and the reality TV show masquerading as an election process here at home. As a result, deals may take longer to close and valuations may see a downward shift from the past 2+ years. However, here at Mintz we have not seen any slowdown in the deal pace thus far, although we have noticed some investors asking for “harsher” terms and a new discipline in terms of valuations. But all of this may very well create significant opportunities for investors with funds to deploy and companies looking for acquisition targets. We have seen it before. As the year unfolds and we head toward the end of Q1, it will be interesting to see how things play out.

This issue contains some key industry news, a profile on an amazing tech company (Conduce), an article about what’s flying over our heads (drones and UAS), some key insights from our tax gurus, and, of course, a list of events taking place in key start-up hubs around the country.

As always, we welcome your questions and inquiries, and be sure to visit our website for emerging companies @ [www.mintzedge.com](http://www.mintzedge.com). Sign up [here](#) to receive email alerts when new articles are posted to MintzEdge.com.

Sincerely yours,  
Dan + Sam

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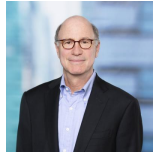
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Daniel I. DeWolf is an authority on growth companies and serves as Chair of Mintz's Technology Practice Group and Co-chair of the firm's Venture Capital & Emerging Companies Practice. He has worked on pioneering online capital-raising methods. He also teaches venture capital law at NYU Law School.



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Samuel Asher Effron assists Mintz clients with venture capital and private equity transactions, helping start-ups with legal and business matters. He has clients in a variety of technology sectors, including video gaming, music, virtual and augmented reality, and consumer electronics.

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