

VLP Attorneys Timothy Bowers and Andrew Dixon publish column with TechCrunch Entitled “Negotiating for Better Stock in Equity-Funded Acquisitions”

VLP Managing Partner **Timothy Bowers** and Counsel **Andrew Dixon**, members of the Firm’s Corporate Practice Group, co-wrote an article for TechCrunch entitled, “Negotiating for Better Stock in Equity-Funded Acquisitions”. The article explains what “better” equity looks like for sellers in the context of an equity-funded acquisition by another venture-backed company and strategies sellers can use to negotiate effectively in that scenario. A link to the article on the TechCrunch website (paywall) can be found [here](#). The full text of the article can be read [here](#).