

VLP Partners David Goldenberg and Martin Levensglick co-author the article “Acqui-Hire Transactions: Recruitment Mixed with M&A” for *Corporate Counsel*

David Goldenberg, founding partner with VLP Law Group and partner Martin H. Levensglick, members of the Firm’s Corporate Group, wrote an article which was recently published in the *Corporate Counsel*. The article “Acqui-Hire Transactions: Recruitment Mixed with M&A” discusses the increased use and rationale of the acqui-hire transaction.

In Silicon Valley and in other markets where there is an intense competition for technological innovation—and an equally intense demand for a limited pool of highly sought-after talent—companies are increasingly pursuing nontraditional pathways to hire that talent when a mere offer of employment may not suffice.

One approach that has gained increasing traction in the tech community is the so-called “acqui-hire” transaction. An acqui-hire is in essence an M&A transaction, the principal objective of which is to hire the core team of talent residing inside a startup or early-stage private company, as distinguished from the more typical objective of an M&A transaction, in which the goal is principally to acquire an ongoing business and/or its assets.

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