



SUSAN ANTONIO

Partner

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Susan M. N. Antonio joined Outside GC in 2014, bringing over 30 years of experience in corporate and securities law, venture capital, business development, financial operating, tax and public accounting. Her clients at Outside GC include biotech, e-commerce, cannabis, healthcare, tech, and software companies, including:

- [Alternative Compassion Services](#) (medical cannabis)
- [Censa Pharmaceuticals](#) (orphan drug biopharma)
- [Fresh Source Capital](#) (sustainable food fund)
- [HawkPartners](#) (branding and customer experience for global companies)
- [Intera Oncology](#) (oncology and neuromodulation drug delivery)

Susan provides a wide array of sophisticated corporate transactional support to her clients (early stage, developing and exiting companies), including:

- Founder agreements, contribution agreements, restricted stock and other subscription agreements, stockholder agreements and structuring of ownership
- Funding (angel, convertible notes, and SAFEs, seed and other series of preferred stock)
- Equity incentive plans and executive employment matters
- Consulting, board and advisory agreements
- Business plan and financing strategies (tapping into background in VC)

EDUCATION

University of Miami School of Law, J.D.

Senior Articles Editor, University of Miami Law Review

Order of the Coif

Bentley College, M.S. in Taxation
Boston College, B.S.

SECTORS AND SERVICES

[Business Startups & Corporate Governance](#)

[Mergers and Acquisitions & Finance](#)

[Commercial Transactions & Contracts](#)

[Banking & Financial Services](#)

[E-Commerce & Digital Advertising](#)

[Software, SaaS & Hardware](#)

CREDENTIALS

Bar Admissions

Massachusetts

- Review and negotiation of a wide range of contracts and agreements, including:
 - corporate governance agreements
 - operating agreements
 - convertible note and equity purchase agreements
 - investment agreements including voting agreements, investor rights agreements and right of first refusal and co-sale agreements
 - stock and asset purchase agreements
 - letters of intent, MOUs, and term sheets
 - master services agreements
- Oversight and management of complex transactions such as M&A, joint ventures, development, and strategic collaborations, independently and to extend small in-house teams, as well as in coordination with large, international firms

Prior to Outside GC, Susan served for thirteen years as Chief Legal Counsel and General Partner of Saturn Partners, a venture capital firm, where she handled legal and operational matters. She also advised Saturn's portfolio companies on the myriad legal and financial issues associated with developing early stage companies and commercializing technologies. Susan formed and managed three venture capital limited partnerships, special opportunity investment vehicles and their related general partner and management companies. She also structured and negotiated over \$145 million of debt and equity investments in a broad range of industries.

From 1996 to 2000, Susan practiced corporate and securities law with Bingham McCutchen LLP, an international law firm, where her clients included an electronic commerce issuer in an IPO and a stock-for-stock acquisition; and a biotechnology issuer in an IPO. From 1980 to 1987, Susan worked in public accounting as an auditor and tax practitioner, with firms including Ernst & Young. From 1987 to 1993, she held senior financial operating positions in several early and later stage development companies.

Susan is the Founder of Impactive Strategic Investments LLC, a social venture-focused consulting firm that leverages her experience in venture capital in the development and advancement of socially motivated for-profit and nonprofit organizations, particularly those utilizing education technology and advancing STEM initiatives.

Susan holds a Juris Doctor degree from the University of Miami School of Law, where she was Senior Articles Editor of the University of Miami Law Review and a member of the Order of the Coif. She also holds a MS degree in Taxation from Bentley College and a BS degree in Business Administration from Boston College.