

## Sample Due Diligence Request List – Tech

The following documentary requests are a sample of due diligence requests that may be asked of tech companies as they prepare to go public. These are baseline templates, and counsel will typically customize them for each particular issuer and its particular risk profile.

			Provided	N/A
(A)	BASI	C CORPORATE DOCUMENTS FOR THE COMPANY:		
	(1)	Certificate of Incorporation, including amendments.		
	(2)	Bylaws, including amendments.		
	(3)	Minutes of all meetings of directors, committees of directors and stockholders, including copies of notices of all such meetings where written notices were given and copies of all written consents.		
	(4)	List of all states and foreign countries where qualified to do business.		
	(5)	List of all states and foreign countries where the Company operates its business or maintains inventory, owns or leases property or has employees, agents or independent contractors with approximate size, number of employees and a description of services performed at each location.		
	(6)	List of all current officers, directors and other key employees of the Company.		
<b>(B)</b>	SUBS	IDIARY CORPORATION DOCUMENTS:		
	(1)	Same as listed in Section A above for all material subsidiaries.		
(C)		YIOUS ISSUANCES OF COMMON STOCK, PREFERRED STOCK, WARRANTS, ONS, DEBENTURES, BONDS OR ANY OTHER SECURITIES:		
	(1)	Capitalization schedule setting forth the current number of authorized, issued, outstanding and treasury shares of each class of securities for the Company.		
	(2)	Same information as specified in $(C)(1)$ above as of the end of last fiscal year.		

		Provided	N/A	
(3)	Schedules setting forth all issuances or grants of stock, warrants, options, subscription rights and other ownership interests in the Company by the Company, listing the names and addresses of the issues or grantees, the amounts issued or granted, the dates of the issuances or grants, and the consideration received by the Company in each case.			
(4)	Lists of all current record and beneficial owners of stock of the Company, including addresses, number of shares owned and certificate numbers.			
(5)	Same information as specified in (C)(4) above for holders of any other outstanding securities.			
(6)	List of all options and warrants currently outstanding, including names and addresses of option and warrant holders, the number of options and warrants held by each, the exercise price, expiration date, vesting schedule and number of shares vested and unvested.			
(7)	Rule 701 compliance analyses and related documentation.			
(8)	Samples of stock certificates, warrants, options, certificates and any other outstanding securities.			
(9)	Copies of any shareholder agreement or other similar agreement covering any portion of the Company's shares (including voting agreements, demand or piggyback registration rights, restrictions on resale, etc.).			
(10)	All material written communications with shareholders.			
(11)	Equity compensation plans or stock option plans and forms of option agreements that have been used.			
(12)	Copies of all agreements and instruments granting options or warrants or other rights to purchase shares of capital stock of the Company (other than those covered by $(C)(9)$ above).			
(13)	Purchase agreements that have been used for sales of any equity securities or debt of the Company.			
(14)	Copies of all offering circulars, private placement memoranda and prospectuses relating to the offer or sale of the capital stock or debt of the Company.			
(15)	Any other agreements or arrangements relating to sales of securities of the Company, including Buy-Sell and Right of First Refusal Agreements, as well as any documents relating to any share repurchase program.			

			Provided	N/A
	(16)	Copies of all agreements and instruments containing restrictions on transfer, preemptive rights, voting obligations and rights, encumbrances upon, or other restrictions with respect to the capital stock of the Company.		
	(17)	Permits or other state or federal securities law filings for issuance or transfer of the Company's securities, including Forms Ds or any other forms filed to establish an exemption under the Securities Act of 1933.		
	(18)	Other employee stock plans of any sort.		
	(19)	Any documents relating to confirmation and acknowledgement of receipt of authorized shares.		
(D)		RIAL CONTRACTS, AGREEMENTS, INFORMATION AND LITERATURE OF OMPANY:		
	(1)	List of material suppliers, licensors, service providers, distributors and manufacturers.		
	(2)	List of major customers or collaborators and revenues received from each such customer or collaborator for the last three fiscal years and forecast for the current fiscal year.		
	(3)	Description of any significant supplier, vendor, distributor, manufacturer, customer, licensing, collaborative or partnering relationship terminated or suspended within the last three years.		
	(4)	Percentage of sales contributed by each major product or service for the last three fiscal years and forecast for the current fiscal year.		
	(5)	New products that are expected to be introduced in the next two years and forecast revenues for these products.		
	(6)	Any material studies relating to products and services.		
	(7)	Contracts with major distributors, resellers, sales representatives, referral partners, warehouse distributors and similar sales channel partners.		
	(8)	Contracts with major customers or other sources of revenue (including any collaborators or partners).		
	(9)	Sample contracts with other customers, licensees or other sources of revenue (including any collaborators or partners).		
	(10)	Contracts relating to any nonstandard customer agreements, support terms or other obligations.		

		Provided	N/A
(11)	Copies of the standard terms of use (or equivalent legal agreement) used by the Company in all jurisdictions.		
(12)	Contracts with major licensors, services providers, suppliers or manufacturers.		
(13)	Sample contracts with other licensors, service providers, suppliers or manufacturers.		
(14)	Insurance policies.		
(15)	All material agreements relating to competition, noncompetition, solicitation, licensing, territorial arrangements, franchises or distributorships to which the Company is a party.		
(16)	Joint venture or partnership agreements.		
(17)	Collaboration or other partnering agreements.		
(18)	Research and development agreements, including sponsored research agreements.		
(19)	Technical cooperation agreements.		
(20)	Permits and distributorship agreements.		
(21)	Import/export licenses.		
(22)	Advertising and marketing literature.		
(23)	Other material contracts outstanding or material commitment of or to the Company or any of its subsidiaries not evidenced in writing.		
(24)	All documentation relating to product acquisitions or licenses.		
(25)	Contracts with all advertising partners.		
(26)	Data protection policies; copies of all internal policies and procedures concerning the use, storage, and handling of user information (including Company information security and data protection policies); and copies of all external-facing privacy policies and privacy statements issued or posted by the Company.		
(27)	Other agreements that are material to the Company or that were entered into other than in the ordinary course of business.		

			Provided	N/A
	(28)	Correspondence relating to actual or alleged contract breaches.		
<b>(E)</b>	FINAN	ICE DOCUMENTS:		
	(1)	Copies of all documents and agreements, including amendments, renewal letters and notices, evidencing outstanding borrowings of the Company and all material correspondence with lenders, including any compliance certificates.		
	(2)	Copies of all documents and agreements evidencing other material financial arrangements of the Company, including credit agreements, hedging arrangements, sale and leaseback arrangements, capitalized leases, inventory financing agreements, construction loans, mortgages, real estate and other material installment purchases, material equipment leases, etc.		
	(3)	Copies and descriptions of all loan transactions, evidence of any indebtedness and other obligations of and to the Company to or from any affiliate, stockholder, officer, director or employee.		
	(4)	List and copies of guarantees and indemnity undertakings entered into by the Company.		
	(5)	All Uniform Commercial Code financing statements filed and/or Canadian equivalents.		
<b>(F)</b>	PROPI	ERTIES:		
	(1)	Schedule of all of the Company's and its subsidiaries' owned and leased real property and material fixed assets.		
	(2)	Title reports for any real property owned by the Company.		
	(3)	Documentation regarding the purchase or transfer of real property of the Company.		
	(4)	All documents purporting to create liens, mortgages, security agreements, pledges, charges or other encumbrances on real, intellectual or personal property against material assets of the Company.		
	(5)	Lease agreements for offices and other facilities of the Company.		
(G)	Envir	RONMENTAL AND HEALTH AND SAFETY MATTERS:		
	(1)	Environmental or safety studies, audits, assessments or reports prepared by, for or in the possession of the Company and citations, notices, orders or requests relating to matters involving the Company.		

			Provided	N/A
	(2)	Agreements pursuant to which the Company is obligated to make any payment for environmental cleanup or compliance or to indemnify any other party for the cost of such cleanup or compliance.		
	(3)	Other documents, records and logs not specifically identified above that relate to potential or alleged violations, investigations, litigation or responsibility under any applicable environmental laws.		
(H)	ACQU	ISITION DOCUMENTS:		
	(1)	Agreements regarding divestiture of assets of the Company.		
	(2)	Securities purchase agreements of the Company.		
	(3)	Acquisition agreements of the Company.		
	(4)	Asset purchase agreements of the Company.		
	(5)	Documentation of mergers with any predecessor entities.		
	(6)	All material documents relating to any major acquisition, disposition, reorganization or other extraordinary corporate event of material significance to the Company.		
	(7)	Description of all planned acquisitions and dispositions by the Company.		
	(8)	Agreements regarding sales to government entities of the Company.		
<b>(I)</b>	SEC A	AND EXCHANGE INFORMATION OF THE COMPANY:		
	(1)	All SEC filings and material correspondence with the SEC or any exchanges, including [NYSE/Nasdaq].		
	(2)	List and copies of any third-party information used, or to be used, as source material in citations in the S-1 Registration Statement.		
(J)	LITIG	ATION MATTERS:		
	(1)	Documentation and correspondence relating to pending or threatened claims, suits, actions, litigation, arbitrations, and/or government or administrative proceedings, investigations or inquiries involving the Company or, to the Company's knowledge, any officer or director thereof (or any employee benefit plan or any fiduciary thereof).		

		Provided	N/A
(2)	Most recent internal litigation summaries or reports or, if none exist, a description of any material litigation, proceedings, disputes or claims (pending, threatened or contemplated), including shareholder derivative actions.		
(3)	Material consent decrees, judgments, other decrees or orders, settlement agreements or similar matters within the last three fiscal years.		
(4)	Description and copies of all outstanding orders and judgments of any court or other administrative or regulatory body or arbitrator binding upon the Company.		
(5)	All documentation relating to material distributor, supplier, manufacturer, competitor or customer complaints or patterns of repeated such complaints.		
(6)	Correspondence, memoranda and notes concerning any dispute with or threat from distributors, suppliers, manufacturers, service providers, competitors or customers regarding any claim for an amount in excess of \$[100,000] or any claim or potential claim as to the licensing or use of technology.		
(7)	Correspondence with auditors regarding threatened or pending litigation, assessments or claims.		
(8)	Correspondence, memoranda and notes concerning United States government contract violations.		
(9)	Correspondence, memoranda and notes concerning inquiries from federal, state or foreign tax authorities.		
(10)	Correspondence, memoranda and notes concerning inquiries from federal, state, local or other occupational safety and hazard officials.		
(11)	Correspondence, memoranda and notes concerning any claim or potential claim involving the prior employment of, or inventions of, any employee or consultant of the Company.		
(12)	Correspondence, memoranda and notes concerning inquiries from federal, state, local or other authorities regarding equal opportunity violations.		
(13)	Correspondence, memoranda and notes concerning warranty claims.		
(14)	Attorneys' letters to management on status of lawsuits.		

			Provided	N/A
(K)	Emplo specif	DYEE DOCUMENTATION (FOR THE COMPANY EXCEPT WHERE ICALLY INDICATED):		
	(1)	Organization chart indicating the number of employees by department and functional area.		
	(2)	Employment contracts, material agreements with consultants or independent contractors, and commissions arrangements.		
	(3)	Indemnification agreements with directors and officers for the Company.		
	(4)	Management incentive or bonus plans for the Company.		
	(5)	Correspondence, memoranda and notes concerning labor or employment disputes, grievances, arbitrations or litigations.		
	(6)	Correspondence, memoranda and notes concerning any pending or threatened work stoppage(s).		
	(7)	Collective bargaining agreements, if any.		
	(8)	Employment, confidentiality, noncompetition or any similar agreements with employees, including noncompetition or any similar agreements between any key employee and an employer other than the Company.		
	(9)	Copies of all severance plans and summary plan descriptions.		
	(10)	Copies of all employee pension benefit plan documents (including pension, profit-sharing, 401(k) and retirement plans) and related agreements (including adoption agreements, trust agreements, summary plan descriptions and annuity contracts).		
	(11)	Copies of IRS determination letters for employee pension benefit plans.		
	(12)	Copies of all employee welfare benefit plan documents (including health, cafeteria, long-term and short-term disability, and life insurance plans) and summary plan descriptions.		
	(13)	Copies of Form 5500s (the annual return/report filed with the IRS) for all ERISA plans.		
(L)	AUDIT	<b>DOCUMENTATION:</b>		
	(1)	Management letters from auditors concerning internal accounting controls and procedures, including any related reports, correspondence or written materials.		

			Provided	N/A
	(2)	All letters that have been sent to the Company in connection with all audits.		
	(3)	Description of any change in accounting policy or procedure during the past five years.		
	(4)	All communications, including emails and documents, relating to questions, allegations or issues raised by whistleblowers about the Company's accounting controls, audit issues, financial reporting and disclosure, or other violations of the law.		
	(5)	Communications to or from auditors regarding any potential accounting issues not provided pursuant to $(L)(4)$ .		
	(6)	Copies of all audited and unaudited financial statements of the Company for the past five fiscal years.		
	(7)	Description of and reason for all recent material changes in accountants, accounting methods or principles.		
	(8)	Tax returns for the last five fiscal years.		
	(9)	Most recent projected financial and cash flow statements.		
	(10)	Any off-balance-sheet liabilities.		
	(11)	Current internal budget, operating and financial plans and projections, and any reports or papers relating to any long-term budget, capital development, restructuring program or strategic plans.		
(M)	INTEL	LECTUAL PROPERTY:		
	(1)	List all patents, patent applications (complete and incomplete) and provisional patent applications (in each case both domestic and foreign) of the Company and its subsidiaries. With respect to each patent and patent application, specify the name of the invention, issuance or application number, date of issuance or application, date of expiration, inventor(s) and chain of title information.		
	(2)	License and technology transfer agreements and other agreements of the Company or any of its subsidiaries regarding technology with founders, corporate partners or other parties.		
	(3)	Proprietary Information and Inventions agreements with employees of the Company or any of its subsidiaries.		
	(4)	All current and former public-facing privacy policies of the Company and its subsidiaries.		

		Provided	N/A
(5)	Information Technology Disaster Recovery programs and service agreements.		
(6)	All agreements, options or other commitments giving anyone rights to acquire any right, title or interest in the Company's or its subsidiaries' intellectual property or related technology.		
(7)	All coexisting agreements with respect to the Company's or third-party trademarks.		
(8)	List and brief description of any patents or patent applications owned by third parties and not licensed by the Company or any of its subsidiaries that relate to the Company's or its subsidiaries' products.		
(9)	Identify and provide any communications with third parties with respect to assertion of infringement of intellectual property rights issued by or to the Company.		
(10)	List of all outside counsel that handle intellectual property matters for the Company, including general description of type of matter (e.g., litigation, licensing, patent prosecution, etc.), contact names and contact telephone numbers.		
(11)	Complete list of all trade names, trademarks and service marks used by the Company or its affiliates anywhere in the world but not registered, together with date of first use in the United States and a brief description of the products, processes or information covered thereby or subject thereto.		
(12)	Evidence of proper quality control measures pertaining to the Company's exploitation of trade names, trademarks and service marks.		
(13)	Schedule of copyright registrations and applications identifying each copyright by (i) title; (ii) registration (application) number; and (iii) date of registration (application).		
(14)	Brief description of subject matter of trade secrets held by the Company or its affiliates (including licensors and licensees).		
(15)	Description of measures taken to ensure secrecy and enforceability of trade secrets held by the Company or its affiliates (including licensors and licensees).		
(16)	Description of any disclosure of a trade secret held by the Company or its affiliates (including licensors and licensees) or any breach of measures taken to ensure secrecy and enforceability of trade secrets held by the Company or its affiliates (including licensors and licensees).		

			Provided	N/A
(	17)	All confidential disclosure agreements (nondisclosure agreements), noncompetition and nonsolicitation agreements.		
(	18)	Agreements with those persons and entities who may create, work with or have access to the Company's intellectual property (including employees and independent contractors) evidencing assignment to the Company of rights in intellectual property and confidentiality of trade secrets.		
(	19)	Copies of all agreements related to technology, know-how and research and development; partnership, joint venture, strategic alliance and teaming agreements; and any supply agreements, distribution agreements or collaboration agreements between the Company and any third party.		
(2	20)	Documents evidencing assignments, licenses or security interests in any patents and patent applications, trademark registrations and applications, and copyrights and documents evidencing recordation thereof.		
(2	21)	Agreements pursuant to which any patent, trademark, service mark or copyright has been sold or transferred (e.g., material transfer agreements) by or to the Company or its affiliates and evidence of recording thereof.		
(2	22)	Copies of all opinions and analyses related to competing technology with respect to the Company's products and technology, including any documents concerning valuation of competitive intellectual property owned by others.		
(2	23)	Copies of all trade name, trademark and service mark registrability, validity and/or infringement searches and opinions requested by the Company or its affiliates pertaining to the Company or third parties.		
(2	24)	Description of R&D organization of the Company, including headcount and detail of R&D funding by third parties or affiliates.		
(2	25)	Breakdown of the estimated amounts spent on R&D during each of the last five full fiscal years.		
(2	26)	Schedule identifying (a) all free/open-source software that is used by the Company; (b) the corresponding license for such free/open-source software; (c) a description of whether such free/open-source software is distributed to third parties; and (d) a description of how such free/open-source software is used by the Company.		
N	AISCE	LLANEOUS:		
(	1)	Analyses of the Company or its industry prepared by investment bankers, engineers, management consultants, accountants or others, including marketing studies, credit reports and other types of reports, financial or		

(N)

otherwise.

		Provided	N/A
(2)	All significant recent management, marketing, sales or similar reports or memoranda relating to broad aspects of the business, operations or products of the Company.		
(3)	Internal or external appraisals or valuations of the Company, its assets, properties, financial position or future prospects, including any presentations given to lenders, potential lenders or rating agencies in the last three fiscal years.		
(4)	Results of any internal or external investigation into potential wrongdoing at the Company, including any investigation summaries or conclusions.		
(5)	Any other documents or information that, in your judgment, are significant to the business of the Company or should be considered and reviewed in making disclosures regarding the business and financial condition of the Company to prospective investors.		