



## Robert H. Laird Jr.

Shareholder

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Robert "Rob" H. Laird Jr. represents clients, including emerging growth companies and venture capital investors, in matters involving securities and corporate law.

Rob counsels emerging growth companies and venture capital investors in venture capital investments, corporate transactions, corporate governance, securities, mergers and acquisitions, and information technology. He regularly serves as counsel in structuring and negotiating mergers and acquisitions and advising companies and investors on capital formation and securities offerings. Rob also advises corporate boards of directors and officers.

Prior to his career in private practice, Rob served as in-house counsel for an early-stage venture capital-backed company through an initial public offering (IPO) and several entity acquisitions. Clients find value in and appreciate his understanding of the day-to-day challenges of running a business and the pressures that entrepreneurs and business operators face.

Rob is a frequent speaker on a range of corporate and securities law topics, including mergers and acquisitions, venture capital financing, formation of legal entities, and corporate governance.

### Representative Matters

- Represented [Slope.io, Inc.](#), a clinical operations solution company, in a \$20 million Series A financing led by global venture capital firm New Enterprise Associates, Inc. (NEA), to accelerate go-to-market efforts and further expand into decentralized and direct-to-patient clinical trials.
- Represented Reimagine Care, Inc., a company that partners with health care systems and independent oncologists to support value-based oncology care delivery, in a Series A financing.
- Represented a digital health engagement company in a multimillion-dollar asset sale to one of the nation's largest health care systems.
- Represented a health care technology company in a \$20 million private placement financing of preferred stock.
- **Represented FCA Venture Partners where FCA Venture Partners was lead investor in the following preferred stock private placement transactions:**
  - Aidin, Inc., a company that streamlines the hospital discharge and post-acute referral process through its technology platform.
  - Credo Health Solutions, Inc., a company that helps value-based care provider groups automate medical record retrieval and improve documentation accuracy to support appropriate risk adjustment.
  - Diligent Pharma, Inc., a company that reduces clinical trial start-up times by standardizing and centralizing vendor qualification and RFI data for sponsors and CROs.
  - IgniteData, Inc., a company that automates the transfer of clinical trial data from EHR systems to EDC platforms through its integrated Archer technology.
  - Kode Health, Inc., a company that connects health care providers with medical coding professionals through a technology-enabled outsourced coding platform.
  - Nmible Health, Inc., a provider of reimbursement and stipend payment software for clinical trial participants, sponsors, sites, and CROs.

- Patient Partner, Inc., a digital health communication platform that uses real patient experiences to educate and engage patients on behalf of pharmaceutical and medical device companies.
- Primum Health, Inc., a digital platform that connects oncologists with subspecialty experts for rapid consults on complex cases and treatment options.
- Vellum, Inc., a mobile vascular access company that provides on-site IV access, infusion therapy, and transfusion services to patients in facilities and home settings.
- **Represented Martin Ventures where Martin Ventures was lead investor or co-investor in the purchase of debt and equity securities in the following transactions:**
  - BEKHealth, a company that uses data processing and workflow solutions to develop more accurate and automated trial feasibility and patient trial matching.
  - Cadence, a pioneering health technology company that offers remote patient monitoring for large health systems.
  - Hashed Health, a health care innovation firm focused on accelerating the meaningful development of blockchain and distributed ledger technologies.
  - Interactive Health Centers, a company that enables health care providers to offer specialized psychiatric and behavioral health services via telehealth.
  - Livara Health, Inc., a company that offers a neck and back rehab therapy solution focused on the prevention, treatment, and recovery of spinal conditions.
  - Ludi, a company that optimizes physician spend by bringing technology to physician contract compliance and automation to payments.
  - Mployer Advisor, a company that enables employers to find the best benefits and insurance for their unique needs at a competitive price.
  - Memora Health, a company that provides enterprise productivity software and operating systems that automate patient follow-up, instructions, health coaching, and collection of patient-reported outcomes within one software system.
  - OncoLens, a company that delivers innovative solutions for tumor board management, survivorship care planning, accreditation and quality improvement.
  - ProCredEx, a digital marketplace solution for credentialing professionals at health care organizations.
  - StationMD, a telehealth medical service that offers immediate virtual access to board-certified physicians specifically trained in the care of people with intellectual and developmental disabilities.
  - SubjectWell, a patient recruitment platform designed to deliver highly qualified referrals for clinical trials.
  - Trilliant Health, Inc., an analytics and data science company that focuses on strategies to maximize revenue and expand market share.
  - Wellvana Health, LLC, a company that partners with independent physicians for the purpose of developing and maintaining clinically integrated health care networks.
  - Well Health, Inc., a company that provides a unified communications platform for providers and health systems to facilitate an enhanced digital patient experience.
  - Zus, Inc., a company focused on empowering new, digital-first health care builders who will create digital health technologies and services that are cheaper, more customizable and more personalized.
- **Represented Mountain Group Partners where Mountain Group was lead investor in the purchase of debt and equity securities in the following transactions:**
  - Advanced Animal Diagnostics, Inc., a company that has developed diagnostic tests to help livestock producers detect diseases and manage the reproductive, nutritional, and overall health status of animals.
  - AN2 Therapeutics, Inc., a clinical-stage biopharmaceutical company focused on novel medicines targeting infectious diseases.

- AngelEye Health, Inc., a company that has developed internet-based camera systems and educational and clinical communications software to transform neonatal care.
- Appello Pharmaceuticals, Inc., a preclinical-stage company focused on the treatment of Parkinson's disease.
- Aspire Health, Inc., a health care company that assists patients facing a serious illness.
- Boragen, Inc., a small molecule development company focused on leveraging the unique chemical properties of Boron chemistry, both in crop protection and animal health.
- Castle Biosciences, Inc., a company that develops and commercializes molecular diagnostics to aid health care professionals in assessing types and sub-types of tumors.
- Cerebrotech Medical Systems, Inc., a company that has developed a non-invasive, continuous monitor for early detection of cerebral fluid change that can occur in a number of neurologic conditions.
- Circular Genomics, a leader in the use of circular RNA as a novel biomarker to power precision medicine to improve the diagnosis and treatment of neurological and psychiatric conditions.
- Cyber Physical Systems, Inc., a consumer product development and service company that develops telematics devices for vehicle safety.
- Diabetes Care Group, Inc., a health care services firm focused on treating diabetes.
- Diagnovus, Inc., a company that develops and commercializes molecular diagnostics to aid health care professionals in assessing types and sub-types of tumors.
- Evermind, Inc., a company that remotely monitors the usage of home appliances and home medical equipment.
- In the Bowl Animal Health, Inc., a company that provides pet owners with a creative alternative to current methods of drug administration.
- MedCenterDisplay, Inc., a company that commercializes digital health networks in hospitals with screens in high wait-time and high traffic areas.
- Mindera Health, Inc., a company that has developed a proprietary micro biopsy tool.
- NuSirt Sciences, Inc., a biotechnology company focused on developing products targeting metabolic diseases associated with over-nutrition such as, obesity, diabetes, and inflammatory stress.
- Panopto, Inc., a company that offers a flexible and easy-to-use presentation capture platform that lets users capture, edit, stream, archive, and share recordings that preserve critical knowledge.
- PinkDX, an early-stage diagnostics company focused on women's reproductive cancers.
- Preferral, Inc., a platform for referral management, analytics and document routing.
- Silicon Ranch Corporation, a developer and operator of utility scale solar facilities.
- TARGAN, Inc., a poultry vaccine delivery device company.
- Verility, a company that offers a mobile based testing platform for fertility analysis in swine and other farm animals.
- Vytelle, a company developing in vitro fertilization and data technologies for improved cattle genetics and performance.
- **Represented Mountain Group in the following exit transactions:**
  - Diagnovus, Inc. in the acquisition by Aegis Sciences Corporation in January 2015.
  - MedCenterDisplay, Inc. in the acquisition by PatientPoint in November 2016.



## Professional Honors & Activities

- Recognized in *The Best Lawyers in America*® for Mergers and Acquisitions Law (2022 – 2026); Leveraged Buyouts and Private Equity Law (2023 – 2026); Venture Capital Law (2023 – 2026)
- *Nashville Post*'s 2021, 2022, 2023, and 2024 "In Charge: Legal"
- *Nashville Business Journal*'s "Best of the Bar" (2009)
- Member – Nashville Parks Foundation, Board of Directors
- Member – Economic Club of Nashville (ECON)

- Member – East End Prep; Board of Directors (2013 – 2021)
- Member – First Steps, Inc. (2005 – 2010); President (2008 – 2010)
- Member – Nashville Bar Association
- Member – Tennessee Bar Association



## Publications

- "Navigating the Major Section 1202: Updates for QSBS and Other Tax Provisions for Startups," *Daily Report* (December 2025)
- "Takeaways From Recent Changes in the National Venture Capital Association Legal Documents," Law.com (February 2025)
- "Court Blocks VC Firm from Issuing Grants to Black Women-Owned Businesses" (June 2024)
- "Recent Revisions to the NVCA Model Forms," Law.com (June 2024)
- "NVCA Revises Model Forms Post-*Moelis* Ruling" (May 2024)



## Education

- University of Tennessee College of Law, J.D., 1996
- University of Tennessee, M.B.A., 1996
- Tulane University, B.A., 1990



## Admissions

- Tennessee