

APEX HATCHERS

Venture | Building | Innovation

SME Advisory

This is the property of Apex Hatchers, India ("AH" and must not be disclosed outside of the Government of India or be duplicated, used, or disclosed- in whole or in part for any purpose other than to evaluate this proposal).

This contains confidential and proprietary information that is exempt from disclosure under Section 8 of Right to Information Act, 2005 (the Act). The same cannot be shared with anyone other than the entity receiving this for whatsoever purpose and whatsoever medium to any third party.

If a contract is awarded to AH as a result of, or in connection with, the submission of this proposal, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract and subject to the limitations of the Act. Accordingly, no portion of this proposal should be released without consulting Apex Hatchers.

This is contingent on the Parties reaching mutually agreeable terms and conditions and upon acceptance of any limitations described herein.

About The Company

Apex Hatchers is an operations consulting that problem solves in three domains, business operations, legal operations, and people operations.

As a team of specialists, we have been providing a unique mix of our expertise to businesses along with our proprietary processes to hack growth and achieve optimal results to build successful ventures.

We aid businesses around the globe enter Indian markets and set up bases in India and Indian businesses to expand globally.

Our services are research-based, action-driven, and goal-oriented.

Our Values

Apex Hatchers is an entity 100% dedicated to **values**:

- We hold on to the best interests of our clients
- We adhere to the highest ethical standards
- We preserve our Client confidences by being fact-and-data driven
- We always maintain an independent perspective so that our Clients receive the solution that is best for them

Introduction

For SMEs and startups, legal expertise is crucial yet often scarce. Navigating contractual issues, regulations, financing, disputes, and transactions without proper guidance introduces major risk as you scale. Yet legal counsel is a significant investment that many SMEs struggle to undertake.

This is why we offer tailored legal advisory services designed specifically to meet SME needs. Our experienced team provides comprehensive guidance across key legal areas - enabling you to confidently tackle contracts, compliance, deals, disputes, and more.

With our flexible, affordable solutions, legal support integrates seamlessly into your operations. Our emphasis is on pragmatically mitigating legal risk and friction to accelerate growth. By aligning legal initiatives with your business objectives, we empower you to scale, innovate, and disrupt without the heavy burden of in-house legal affairs. The document will further explore our SME-tailored services in more detail.

Our Offerings

Our Core Legal Services specifically designed for SMEs include:

Contract Drafting and Review

- Crafting comprehensive contracts to protect your interests and secure the foundations of your business (employment, vendor, customer, IP, etc)
- Standardising agreements for consistency across partners
- Reviewing contracts to highlight risks, obligations, rights, and unfavourable terms

Compliance Assessments

- Conducting assessments against compliance with latest regulations (environmental, IP, labour, data protection)
- Identifying areas of non-compliance and providing recommendations
- Reviewing policies, procedures, controls, and documentation for gaps
- Assisting with implementation controls for the compliance requirements

Contract Negotiation and Management

- Negotiating favourable terms in contracts and handling disputes
- Administering contracts end-to-end including tracking renewals, milestones, and terminations
- Mediating issues with vendors and customers related to contracts
- Maintaining authoritative contract repository

Risk Mitigation

- Continuously identifying and evaluating legal risks (liability, IP infringement, lack of agreements)
- Quantifying risks and developing mitigation strategies (compliance controls, insurance, etc)
- Providing advisory services to minimise behaviours that drive risk
- Arranging appropriate insurance coverage

Corporate Governance

- Providing advice on legal and regulatory requirements to make informed decisions
- Providing counsel on shareholder rights, board member duties, and ownership structures
- Reviewing corporate documents and minutes to validate compliance

Transactions Support

- Performing due diligence, drafting transactional documents for deals, and investing rounds
- Assessing and negotiating partner/investor agreements to optimise terms
- Ensuring compliance with relevant regulations and requirements
- Providing counsel on IP considerations related to partnerships and expansion

These services are tailored as per the needs of your organisation. This will help your business navigate the legal intricacies involved in running and scaling their business confidently and compliantly.

Key Benefits for Your Business

We understand the unique challenges your business faces. Through our tailored services, we can empower your business to thrive by providing comprehensive solutions tailored to their needs. Here's how partnering with us can transform your business:

- **Confidently Address Legal Issues:**
Our expertise provides you personalised guidance, ensuring that every legal decision aligns with your business objectives
- **Avoid Disruptions:**
We help you avoid operational disruptions by staying ahead of regulatory changes and industry standards and proactively mitigating such risks, safeguarding your operations from fines, penalties, and potential liabilities
- **Accelerate Growth:**
We provide diligent counsel and document filings to smooth financing, partnerships, expansion and transactions
- **Reduce Legal Spend:**
Our holistic approach eliminates the need for piecemeal engagements with external law firms for specific issues

Why Our Legal Team?

Our legal team has extensive background in partnering with SMEs, including:

- Years of combined experience in the legal fraternity, advising SME clients across industries
- Deep expertise across regulations, compliance, contracts, dispute resolution, and transactions
- Hands-on experience navigating financing rounds, equity investments, and M&A
- Proven track record structuring compliance programmes for fast-growing companies
- Strategic partnerships with top industry professionals bring practical business perspectives
- Flexible and responsive operating model suited for SME needs

Conclusion

For SMEs seeking to efficiently manage legal risk and compliance while accelerating growth, our advisory services deliver. By tapping into our tailored SME-focused solutions, you can:

- Receive end-to-end legal guidance adapted to your environment
- Establish structured frameworks for contracts, compliance, disputes, and deals
- Focus resources on core business goals rather than legal affairs
- Have an experienced team as a partner to enable scalability
- Get counsel from lawyers with proven SME backgrounds

With our expert advice and execution, the legal aspects of growing your business are handled. You can scale with confidence knowing risks are covered. Let us put our SME-specific legal experience to work for you.

The commercials and timeline depend on the scope of work, please send your queries to enquiries@apexhatchers.in and/or apexhatchers@gmail.com.