



Global Legal Solutions

GLS STARTUP SUPPORT™ PLANS.



BRONZE
Watchful Eye



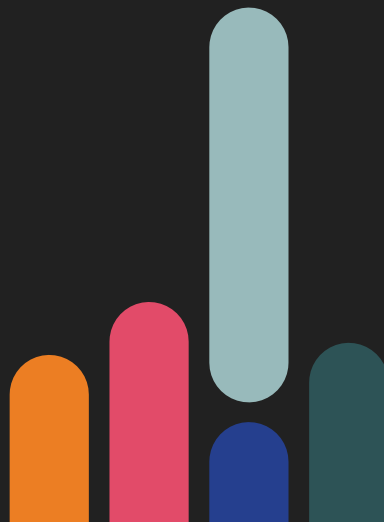
SILVER
Concrete
Legal Team



GOLD
Startup On
The Move

ESTABLISH YOUR OWN LEGAL DEPT. CAPABILITY

www.gls-startuplaw.com





GETTING **STARTUPS** THE **SUPPORT** THEY NEED

Accessing legal help during the startup stage of your business is not just about saving time and money, or even building value, it can also be the difference between success and failure.

Instead of relying on traditional law firms, or worse, going without legal support, you now have the opportunity to establish your own dedicated legal advisory team at a genuinely affordable price.

BARRIERS TO STARTUPS ACCESSING QUALITY LEGAL SUPPORT:

- **Affordability**
the costs of legal services are historically beyond reach for most businesses, especially Startups.
- **Limited Resources**
the limited resources of a Startup have many demands - legal expenses are prioritized below other business activities and expenses.
- **Poor Lawyer Perception**
the value perception of lawyers is often thought to be low.
- **Advice Practicality**
law firms struggle to deliver practical advice in the dynamic Startup space.
- **Intangibility**
dollars spent on legal advice feel more expensive than dollars spent on delivering tangible growth or revenue.

GLS Startup Legal Support™ offers subscription based legal support solutions. These plans operate like your own fully resourced legal department, but without the administration or cost of hiring your own in-house legal counsel or using traditional law firms.

GLS STARTUP LEGAL SUPPORT™

YOUR OWN LEGAL TEAM CAPABILITY

- Leadership capability for your legal function
- A health check on your Startup's legal requirements
- Instant access to great lawyers
- Excellent legal documentation for all stages of the Startup life cycle
- Legal dept. resources to enable your legal function to be proactive and effective
- Ongoing access to effective legal strategies and processes

... all at an affordable cost.

With GLS Startup Legal Support™ your business will have access to libraries of precedents, world-class lawyers and powerful, personalized support.

It's like having your own legal director and support – but without the cost.

WHAT THIS MEANS IS THAT YOU CAN:

- Worry less about avoidable legal risks
- Focus on your core business
- Be ready for investors to get on board
- Project an enhanced professionalism to the market



GLS STARTUP LEGAL SUPPORT™

PLANS ARE FEATURE-RICH

SUPPORT PLAN FEATURE	HOW YOU BENEFIT
Your Legal Team	Our support plans operate as though you have your own legal team
Legal Director	Your own dedicated senior legal affairs manager to help set your legal priorities and manage your support plan resources
Legal Needs Audit	A legal needs audit so you can understand and prioritise
Fixed Fee	The certainty of a fixed monthly fee that most startups globally can afford
Templates	Access to a huge inventory of the legal documentation most commonly needed by Startups
Checklists	Access to a range of helpful Checklists for many startup specific issues
Founder Modules	Modules designed to analyze and enhance ongoing founder alignment
Funding Modules	Modules designed to help you understand and prepare for funding rounds
Dispute Modules	Modules designed to help you identify and resolve disputes early
World Class Lawyers	Experienced lawyers coming from leading firms and/or in-house positions
Trading Modules	Modules designed to get your business up and trading safely and quickly
Legal Team Capacity	A defined pool of legal team capacity + discounted access to extra capacity (if needed)
IP Protection Modules	Modules designed to help you devise an effective IP strategy
Law Firm Representation	A right to representation by GLS Law Firm – a licensed international law firm headquartered in Singapore
24/7/365 Online Access	Access your account and support solution 24/7/365
Contract Reviews	Access to A.I. based contract reviews
Auto Contract Kiosk	Access to our online contract generator for available contracts
SLA Support Levels	All support features are SLA backed
Proactive Counselling	Regular updates on legal issues relevant to Startups
Legal Tech Enabled	Support solution delivered through a tech enabled environment
Convenience	No more complex legal sourcing – all your legal needs managed by a dedicated team
Value	Our bundled plans create high value support scenarios for a single affordable price, delivering >70% savings in most areas

GLS STARTUP LEGAL SUPPORT™

YOUR OWN LEGAL TEAM CAPABILITY

GLS Startup Legal Support™ gives you the right balance between the personal touch of an actual high-powered lawyer and the ability to efficiently address most of your legal needs through our technology enabled self-serve solutions.

Compared to a traditional law firm's expensive hourly rates – or the significant cost of establishing your own legal department – GLS Startup Legal Support™ plans give you instant access to world class support at disruptive, affordable prices

THIS ALLOWS YOU TO:

- Focus on growing
- Derive a competitive advantage in the market
- Attract institutional investors early



HOW DOES GLS STARTUP LEGAL SUPPORT™ WORK?



The onboarding process is vital to plan success as it sets the advisory context into which your support capacity will be deployed. The process will vary slightly based on your chosen GLS Startup Legal Support™ plan.

HOW IS GLS STARTUP LEGAL SUPPORT™ POSSIBLE?

The GLS Group difference that allows us to create a support construct at a fraction of the prices charged by comparable providers is as follows:

- OUR FOCUS**
law firms generally view Startups as unprofitable or risky clients – we give them our full focus
- OUR BUSINESS MODEL**
our disruptive business model places efficiency first, at all times
- OUR FIXED PRICING**
the world looks very different when you view it through a “fixed price” model – instead of selling time, we focus on how efficiently things can be done
- OUR SOLUTIONS**
addressing common Startup challenges we can leverage cost-effective solutions
- OUR PLATFORM**
the GLS Group offers the world’s largest portfolio of in-house tools & solutions
- OUR TECHNOLOGY**
we digitize as many legal support solutions as we can
- OUR PREVENTATIVE**
taking care of issues early when more options are available helps to avoid budgetary disasters
- OUR SCALE**
the scale of the GLS Group enables us to leverage the best legal talent and solutions from around the world

The real secret, of course, is and will always be: giving you access to great people. And extraordinary things happen when those people focus on common challenges and use the best technology to get you your answers.

Even if you only wanted a lawyer for some time, just compare what our monthly fees would get you at the average, traditional law firm:

Big Law Review	US Rate	Bronze Plan (\$299)	Silver Plan (\$999)	Gold Plan (\$1499)
Partner	\$850	0h 21m	1h 10m	1h 42m
Senior Associate	\$640	0h 28m	1h 33m	2h 20m
Blended Rate	\$520	0h 34m	1h 55m	2h 53m
Associate	\$480	0h 37m	2h 05m	3h 06m
Junior Associate	\$420	0h 43m	2h 22m	3h 34m

BENEFITS OF GLS STARTUP LEGAL SUPPORT™

- SUPPORTED**
you will have the ability to “check in with legal” at any time
- BUDGETED**
your legal support is locked into place, fully budgeted, cost-effective and always available
- FOCUS**
our plans allow you to focus on your business and reduce the risk of distracting legal issues
- PROACTIVITY**
with legal director capacity you can proactively manage your legal affairs
- MITIGATION**
early interventions to legal risk / support scenarios increases optionality and decreases costs
- COSTS**
our disruptively priced plans are quite simply market leading – most Startups globally can afford our plans
- CERTAINTY**
certainty over your costs, and your ability to access quality legal support and resources
- DEDICATED**
our plans give you access to a dedicated legal director to work as an extension of your team
- SPECIALISTS**
our entire business is dedicated to Startup legal support
- RESOURCES**
our plans give you access to resources that rival the legal departments of many MNCs
- UPGRADE**
professionalize your dealings with financiers, customers and vendors from Day 1
- FLEXIBILITY**
choose a plan that is suitable to your Startup’s life cycle phase and adjust according to needs as they develop
- OPTIONALITY**
access additional support modules from the GLS Group with a 10% discount
- REPRESENTATION**
our supported Startups will gain priority representation from GLS Law Firm Pte Ltd
- PROFESSIONALISM**
project professionalism to your market with quality legal support at your disposal

This is what great legal advice looks like – and what most Startups have traditionally been unable to access. With GLS Startup Legal Support™ your business will always operate with the benefit of proactive legal support to help keep your Startup safe ... and most importantly, to help make that next deal happen.



STARTING UP WITHOUT LEGAL PROTECTION

Startups unable to access quality legal support when they need it not only face unnecessary exposure to avoidable legal risks, but also miss the opportunity to build and lock in business value.

EXAMPLES OF THE POTENTIAL CONSEQUENCES YOU MIGHT FACE IF YOU ARE UNABLE TO ACCESS QUALITY LEGAL SUPPORT WHEN YOU NEED IT:

- **SIGNIFICANT FOUNDER RISK**
poor founder alignment is a significant cause of Startup failure and disputes
- **POOR LEGAL DOCUMENTS**
have been begged, borrowed or stolen and so are often of inconsistent quality or even entirely inappropriate for the job
- **DYNAMIC ENVIRONMENT RISK**
Startups must by nature permanently assess, evolve and pivot so “one off” legal advice quickly becomes outdated
- **VALUE SEEPAGE RISK**
increased failure to protect and monetize your great ideas, innovations and IP
- **EXPLOITATION RISK**
unrepresented Startups are far more susceptible to being exploited by more sophisticated and well-resourced parties
- **MONETIZATION FAILURE**
many Startups fail to protect and/or monetize the assets that make them valuable
- **LEGAL RISK AWARENESS**
you cannot avoid legal risks if you don't know what they are and most founders are not lawyers.
- **UNDERWHELMING EXIT**
good exit and fundraising strategies are usually planned and implemented from Day 1
- **LOSS OF CONTROL**
everyone knows a Startup owner that lost control of their great idea or business
- **OAK TREE SYNDROME**
you don't get oak trees without planting seeds – failing to access formative stage advice can have long term consequences (e.g. impacted, reduced exit, investment valuation)

- 
- **PREDATORY INVESTOR RISK**
being taken advantage of by experienced investors and their lawyers
 - **KNOWLEDGE DEFICIT RISKS**
founders typically know products but not legal or regulatory operating risks
 - **FUNDING RISKS**
securing funding can be costly with huge concessions (often worth more than the value of the investment)
 - **COMPLIANCE VIOLATION RISK**
few founders fully understand how laws and regulations will impact their business
 - **INSECURE REVENUE RISK**
lack of legal representation can slow or impact the closure of key revenue contracts
 - **AMATEURISM RISK**
successful Startups project professionalism in their dealings from the “get-go” – and this includes sophisticated legal support capability
 - **UNBUDGETED LEGAL FEES**
responding to legal issues reactively is always much harder and more expensive than proactive management

Whilst many of the above factors are “consequence” related, what all businesses want is to operate safely, to be quick to pursue opportunities and to be attractive to the market.

With GLS Startup Legal Support™ your Startup can achieve an optimised legal health status that is proportionate and right for your place in the Startup life cycle.



3 GREAT SUPPORT PLANS TO SUPER-CHARGE YOUR STARTUP.



BRONZE Watchful Eye

A plan that delivers quarterly legal director consults together with a small but automated legal template library and a range of substantial discounts for areas of anticipated need.

This plan is perfect if you are about to incorporate, or have just incorporated a business and you want to “get going”. You get instant access to the most common legal documents with intent to seriously bootstrap your operations. All under the watchful eye of an experienced lawyer.



SILVER Concrete Legal Team

A plan that delivers multiple legal director consults per month to allow for a more proactive legal agenda leadership, backed up by a seriously powerful library of automated legal templates covering the majority of key startup document requirements. You also get a meaningful pool lawyer capacity so that you can put your new resources to work!

This plan is perfect if you are starting to design products, make sales, set up your supply chain and hire staff. Additionally, the plan helps you get ready to attract external investors – and includes specific solutions that enhance your capacity to tackle a major funding round.





GOLD Startup On The Move

A plan that delivers weekly legal director consult sessions for a Startup that is seriously on the move.

This plan features enhanced helpline availability, extensive A.I. contract review capacity, full legal library access, inbuilt execution capability, heavily discounted top-up options, and an extensive range of other dept. specific resources. All for a total annual cost that is less than employing your own lawyer for <1 day per week.

3 GREAT SUPPORT PLANS TO SUPER-CHARGE YOUR STARTUP

Support Plan Feature		Bronze \$299 pm	Silver \$999 pm	Gold \$1499 pm
Your Own Legal Team				
Legal Director Consults	Regular consults of up to 30 minutes with your legal director against a proven agenda to progress your legal support agenda effectively	2 per quarter	2 per month	4 per month
Dedicated Legal Director	A dedicated senior lawyer (i.e. the same legal director) dedicated to your account	N/A		
Team Capacity (GLS Overflow – Annual Hours)	A pool of experienced legal team members to meet your needs based on your priorities	N/A	5	10
Additional Capacity Discount	Access additional capacity on demand at discounted rates	N/A	10%	15%
GLS Helpline	Access our legal sounding board for quick variety legal queries – over the phone or via the chat line ¹	N/A	Up to 5 queries	Up to 10 queries
Your Law Library	Access your own library of world class, fully automated legal template specific to your support plan tier	Bronze Library	Silver Library	Gold Library
GLS Law Firm Preferential Rates	A right to representation and discounted rates from GLS Law Firm – a licensed international legal practice with a global network of lawyers ²	N/A	10%	15%
Legal Needs – assessing your Startup legal needs				
Legal Health Check	A diagnostic module to assess your current legal health condition with automatically generated report	✓	✓	✓
Legal Needs Audit – Onboarding	An online legal needs assessment audit to help set legal strategy		✓	✓

¹ Help line sessions are limited to a 10-minute window and must be scheduled through our online meeting maker. No document review or production will be offered under this service. ² Representation by GLS Law is subject to separate terms and conditions and KYC/AML take on procedures.

Support Plan Feature		Bronze \$299 pm	Silver \$999 pm	Gold \$1499 pm
Set Up – select the right operating entity				
Discounted Company Incorporation	A 20% discount on the cost of incorporating your company in Singapore, Hong Kong and the United Kingdom only	✓	✓	✓
Pre-Incorporation Risk Management	A guide to tidying up “pre-entity establishment” business establishment effort		✓	✓
Founder Alignment – ensuring your founders are aligned				
GLS Shareholder Deal Shaper	A deal shaping module that tests and encourages key founder alignment		✓	✓
Founders Agreement	A founders agreement template to help you set up your business correctly		✓	✓
Avoiding Founders Dispute Checklist	A checklist to help you avoid common issues that trigger disputes amongst founders		✓	✓
Contracting – professionalize your contracting capability				
A.I. Based Contract Reviews	Have our A.I. software review your legal contracts in minutes	N/A	2	5
Contracting 101 Training	Access our digital training library on Contracting 101s to ensure your team knows the legal basics		✓	✓
Contract Negotiation Training	Access our digital training library on basic contract negotiations to improve your team’s performance		✓	✓
Contract Type Checklists	Access our library of contract type-specific checklists, based on your support tier	N/A	5	10
IP – protecting your IP assets				
GLS Guide to IP Assets	A guide to recognizing valuable forms of IP			✓
GLS Guide to Formulating Your IP Strategy	A framework for developing your IP strategy		✓	✓
GLS IP Register	A register for recording and managing your IP assets			✓
IP License Agreement	A basic IP license template		✓	✓

³ We offer A.I. reviews for a growing catalogue of contract types. You may subject reviews against any available contract type.

Support Plan Feature		Bronze \$299 pm	Silver \$999 pm	Gold \$1499 pm
IP Assignment Agreement	A basic IP assignment agreement		✓	✓
IP Contracting Checklist	A detailed checklist for IP contracting			✓
Investors & Funding – ensuring you are ready to approach funding				
GLS Funding Workshop	GLS Workshop preparing you for your next funding round			✓
Funding Document Review	Discount token for use against our review of the documents for your next funding round	5%	10%	15%
Convertible Loan Note	A convertible loan note template		✓	✓
GLS Finance Experts	Direct access to a GLS financing experts via the GLS Helpline	N/A	✓	✓
GLS Shareholder Loan Agreement	A GLS standard GLS shareholder loan agreement template		✓	✓
Term Sheet Review	GLS Term Sheet reviews based on plan tier ⁴		✓	✓
GLS Funding Risk Checklist	A checklist of issues to avoid founder risks inherent to a fund-raising round	✓	✓	✓
Online Trading – getting you ready to trade online				
Website Trading Risk Checklist	A checklist to guide you through the risks associated with online trading		✓	✓
Privacy Policy	A GDPR calibrated privacy notice for your website			✓
Cookie Policy	A cookie policy notification		✓	✓
Website/App Terms of Use	A general legal terms and conditions of site use	✓	✓	✓
Marketing & Advertising – promote your business safely and successfully				
Advertising Legal Checklist	A checklist of the legal implications of marketing and advertising			✓
Influencer Agreement	A legal template if you use social media influencers			✓
Advertising Agreement	A template to manage your advertising spend			✓

⁴ We will do a single review of the term sheet together with an up to a 30- minute discussion of our findings. Further work subject to additional engagement.

Support Plan Feature		Bronze \$299 pm	Silver \$999 pm	Gold \$1499 pm
Supply Chain – create an efficient supply chain				
Supply of Goods Agreement	A supply of goods template		✓	✓
Supply of Services Agreement	A supply of services template		✓	✓
Vendor Code of Conduct	Put in place an ethical supply chain with your own vendor code of conduct			✓
Services Agreement Checklist	A checklist for essential legal issues in a services agreement			✓
Purchase Order	A world class purchase order for basic procurement		✓	✓
Request for Proposal Templates	A professional request for services template to drive efficient sourcing			✓
Board Level Support				
Directors Duties Training Manual	A detailed manual setting out your directors' duties and obligations			✓
Directors Data Protection Briefing	A detailed board level briefing on data protection matters for your board from GLS's digital training library			✓
Compliance – compliance support resources				
GLS Corporate Policies	Access tier specific quantities from available GLS corporate policies essential for your startup (e.g. Social Media Policy, Whistleblower, Data Protection)		1	3
Automated Board Resolutions	Unlimited access to our online board resolution generator		✓	✓
Automated Shareholder Resolutions	Unlimited access to our online shareholder resolution generator			✓

Support Plan Feature		Bronze \$299 pm	Silver \$999 pm	Gold \$1499 pm
Employment – resources to manage your workforce				
Employment Agreement (General Staff)	A general employment agreement template		✓	✓
Employment Agreement (Executive Staff)	An executive level employment agreement template			✓
Employee Handbook	An employee handbook solution			✓
Consultant Services Agreement	A consultant services agreement template		✓	✓
Consultancy Agreement Checklist	A legal checklist to review consultant agreements		✓	✓
ESOP Plan	A detailed ESOP Template for your ESOP Plan			✓
Settlement Letter Agreement (Employees)	Template employee settlement agreement		✓	✓
Employee Warning Letters	Template for polite but effective employee warning scenarios		✓	✓

ORDERING YOUR PLAN



BRONZE
Watchful Eye



SILVER
Concrete
Legal Team



GOLD
Startup On
The Move

ORDERING YOUR PLAN

Ordering your GLS Startup Legal Support™ plan is simple.

Simply go the GLS Startup Solutions Centre and click on the GLS Startup Legal Support™ plan that is right for you.

Or you can [CLICK HERE](#) to speak to a GLS Legal Expert who will guide your through the plans and process your order for you.

Your plan will be implemented in accordance with and subject to the GLS Solutions Terms of Business including Special Terms & Conditions specific to these plans.

To the extent that you choose to add additional tools and solutions to your plan, you can order them directly online using a unique discount code that we will provide according to your plan's eligibility.

COSTS & PAYMENT

The cost of each plan is expressed as a fixed price that is available to all Startups globally, on an entirely non-discriminatory basis.

The fee for each plan is payable annually in advance.

Customers signing up for two (2) year plans enjoy an additional upfront 15% discount.

This discount will also apply to any additional GLS solutions* you wish to include in your plan.

* Note: Plan-based discounts do not apply to GLS solutions that require human intervention (e.g. GLS Overflow™ or GLS Manpower™).

MORE INFORMATION

For more information, please feel free to visit www.gls-startuplaw.com.

Alternatively, you can [CLICK HERE](#) to book a free consultation with a GLS Transformation Expert.

ABOUT THE GLS GROUP

The GLS Group is dedicated to meeting the diverse needs of the global legal industry by offering tools and support solutions that can empower their ability to efficiently meet their legal support requirements.

We are globally recognized for developing and delivering cost-effective, innovative and technology-led solutions to solve a wide range of the common legal support scenarios faced by businesses globally.

THIS IS DONE BY:

- Developing and delivering tools and legal operations solutions that allow businesses to better meet their own legal support requirements
- Allowing IHLs to simultaneously reduce legal spend whilst massively boosting their performance capabilities

LEGAL DISCLAIMER:

GLS Solutions Pte Ltd is not a law firm and does not offer legal advice. GLS Startup Legal Support™ plans do not constitute professional service legal advice. If you require the services of a law firm, this can be arranged.



REFERENCES

 Careem
YALLA LET'S GO!



mena
moon
shots

 hmlet

Careem
Yalla let's go!

 KACIFIC
the heart of broadband

mindful
moments

ACX



 barePack

 homi