



GBx team and partners are delighted to offer their support to GBx members

Reach out to our GBx team for insights and advice on your journey to scale in the US.
Get great industry advice on corporate structure, hiring or pitch coaching - our partners are all recommended by other GBx members.

Within GBx we invite our members to connect via the GBx Member Directory or Members' Slack Channel:

1. If you are not already a member of GBx - Apply for Membership here [link](#)
2. Log into the [GBx Member Site](#)
3. Use the GBx Member Directory to find and message Team, other Members & Partners
4. Check out the [GBx Members' Slack Channel](#)

Please share an overview of the company and, if interested in discussing investment, a pitch deck or information on the round.

GBx Board - Meet the Team



Amber Atherton, Founder & CEO, Zyper (acquired by Discord)



Sunny Dhillon, Partner, Signia Partners



Kate Dutton, Executive Director, GBx
-hasn't accepted friendship on linkedin



Pete Flint, Managing Partner, NFX



Julian Gay, Co-founder and CEO, General Manager, AppDirect



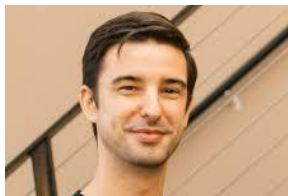
Julian Green, Co-Founder & CEO, Headroom



Cal Henderson, CTO and Co-Founder, Slack



Mike Hughes, Co-Founder and Co-CEO, LoopUp and Founder, Silicon Valley Internship Program (SVIP)



Danny King, Co-founder and CEO, Accredible



Jaclyn Mason, Consul and Head of Trade & Investment, Department for International Trade



Andy McLoughlin, Partner, Uncork Capital

	Nicole Quinn, Partner, Lightspeed Venture Partners
	Janice Roberts, Partner, Benhamou Global Ventures
	Joe White, HM Tech Envoy to the US, HM British Consul-General, San Francisco

GBx Member Benefits	
	Claire Macmillan, Pitch Coach claire@clairemacmillan.com Claire prepares management teams and investor decks ahead of fundraising pitches in the US and UK. Working to tell the story and clearly articulate the investment opportunity, she cuts out the noise and helps the team structure a compelling deck, before coaching them in highly effective pitching technique. Since 2004 Claire has been creating presentations and coaching management teams, working with 100's of companies at all stages of development from seed and Series A, through later stage fundraising, PE exits and IPOs. Her background as a criminal barrister in London and in equity capital markets for Merrill Lynch in London and NYC means she has real insight into the messages an investor needs to hear, combined with real experience of persuasive storytelling. GBx Members receive a free initial session with actionable advice on your pitch. More info: https://www.clairemacmillan.com/
Example topics:	• Create the content for a full suite of Investor materials

	● Review your existing pitch deck ● Work purely on your verbal pitch
	Executive Coaching can help you improve your performance and well-being. This is your chance to get pro advice in a short, confidential one-on-one format. Lucy Georgiades, Executive Coaching lucygeorgiades@gmail.com Lucy is an Oxford University graduate with a Bachelors and a Masters in Experimental Psychology. She specialized in cognitive neuropharmacology and vision and brain development. She has diplomas with distinction in Personal Performance Coaching and Corporate & Executive Coaching from The Coaching Academy, U.K. She is also an accredited Mind Gym coach. Lucy coaches senior executives and founders of startups and has assisted companies to define their leadership strategy. Ask about discounts for GBx members on programs. More information on https://www.lucygeorgiades.com/ Discuss ● How can I improve my leadership and communication skills? ● How can I better manage my stressful life? ● How can I make better decisions? ● How can I better prioritize what's important for me and my team? ● How can I become more confident?
Hubspot for StartUps	We're happy to share that HubSpot for Startups onboarding is no longer required for customers looking to purchase HubSpot's Professional products. If a member of your community wants to buy any of our Professional solutions, they will no longer be required to pay the \$300 one-time setup fee. Of course, if they are looking for a higher-touch onboarding experience, the HubSpot for Startups Setup package is still available for purchase - which includes two 30-minute calls with our startup onboarding experts. GBx Members can access benefits of Hubspot for StartUps *** The time has come: the number of searches on mobile has finally surpassed desktop. In order to attract buyers at the right time, businesses must be able to get found in search on the first page of Google and convert short attention spans from mobile users. Founders can get started with this 3-part SEO kit including: ● On-Page SEO Templates ● Search Insights Report (SIR) Templates ● 21 of the most popular SEO myths unpacked

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GBx Partners - GBx members are invited to reach out for Office Hours	
	Helen Moore, Head of US Tech, Department for International Trade Helen.Moore@mobile.trade.gov.uk Helen works for DIT, the UK Government's economic development agency, based in the British Consulate-General SF. She leads the US team facing the Tech industry and provides free and confidential services to support companies' growth and support them in creating jobs, in the US and the UK.
	Thaedra Brondum, Trade & Investment Manager, Department for International Trade Thaedra.Brondum@mobile.trade.gov.uk Thaedra Brondum works for DIT, the UK Government's economic development agency, based in the British Consulate-General SF. She works with UK B2B Software companies interested in the Pacific Northwest and Bay Area to support companies' growth to the US.
Discuss	• Go-To-Market • Location Selection • Market Entry • B2B Software and Cyber-security • Business Culture Differences UK-US
	Daniel Glazer, London Office, Managing Partner, Wilson Sonsini Goodrich & Rosati daniel.glazer@wsgr.com Daniel Glazer is an American technology lawyer, strategic business advisor, and the founding partner of Wilson Sonsini's London office. Since the 2010 launch of the UK Government's "Tech City" initiative, Dan has advised high-growth UK and other European technology and life sciences companies on raising U.S. capital, expanding their businesses into U.S. markets, and connecting with U.S. investors, corporates, advisors, and other stakeholders. WSGR's London office provides US support and facilitates transatlantic connections for the UK and wider European tech and life sciences communities. Dan also leads WSGR's US Expansion group, which focuses on advising UK and other non-US technology and life sciences companies through their US life cycle: US launch, expansion, commercial contracts, fundraising, M&A, and IPO. The Tech Nation/WSGR US expansion and fundraising online library can be found at https://bit.ly/2yHq9OB

	Discuss: • How do I launch in the US? • How do I fund raise in the US? • How do I operate in the US?
	Matt Margolin, VC & Private Market Coverage, Barclays US matt.margolin@barclays.com
	Jeff Burkland, Founder & CEO, Burkland Associates jburkland@burklandassociates.com Burkland gives startups smarter finance, accounting, and tax advice to grow with confidence. They provide financial expertise that makes economic sense for startups in stages that range from Seed to Series C. Our on-demand CFOs, accountants and tax experts give strategic guidance to ease a company's growing pains, so they can confidently focus on running the business. Burkland serves more than 250 startups across the United States with offices in San Francisco and New York. Learn more at - https://burklandassociates.com. GBx members can contact Bree Hanson for more information at bhanson@burklandassociates.com
	Sami McCabe, Founder & CEO, Clarity PR sami@clarity.pr Clarity can help you shape your brand story so it resonates with key US stakeholders: investors, influencers, media and target customers (b2b or b2c). With your narrative optimised for the US, we can advise on how to disseminate key messages so they reach target audiences in a way that results in a meaningful engagement. More info: https://clarity.pr/ Discuss: • How do I tell my story? • What needs to change in our strategy as we focus on US market?
	Sam Wilkins, Senior Partner, Erevena sam.wilkins@erevena.com Sam is a senior partner at Erevena, after spending 5 ½ years in the London office he has recently relocated to San Francisco. Sam leads Erevena's technology practice that works on CTO and VP Engineering searches for hyper-growth and 'scaled but transforming' SaaS, Consumer and Marketplace brands. His recent clients include Sqreen (Y-Combinator, Greylock and Point 9 backed), Trouva (Index backed) eBay, MatchesFashion (Apax backed), Kobalt (Google Ventures backed), Babylon Health (Kinnevik backed) and Expedia.

	Terry Shaw, Partner, Erevena terry.shaw@erevena.com Terry joined Erevena in 2010, and is a partner based in the San Francisco office having relocated from London in 2016 to launch Erevena's local US presence. His functional specialism is around Product and Marketing, and he frequently engages with founders of FinTech and Infrastructure software businesses. His recent clients include Varo Money (backed by TPG and Warburg Pincus), Revolut (Index, DST), Finix Payments (Insight, Bain Capital Ventures), Cruise Automation (GM, Honda, Softbank), Nylas (Spark, 8VC), Bitrise (Partech, YC), & Codacy (EQT Ventures).
Discuss	• What are salary benchmarks for xyz? • How do we find and compete for top talent? • What roles & teams work remote? How do I make them work? • How do I (re)-structure my Board after the next round?
 	Avoiding costly mistakes in the US - plan for Finance & Tax <u>Malcolm Joy, UK Managing Partner, Frazier & Deeter, LLC</u> is a tax partner with deep expertise in transfer pricing and international tax. As the leader of Frazier & Deeter's UK tax practice, Malcolm works with the firm's corporate clients across all industries. Malcolm's clients range from fast growing entrepreneurial business to major multinationals. His skills are especially helpful to companies doing business in the U.K. as well as the U.S. or other cross-border scenarios. Contact: malcolm.joy@frazierdeeter.com <u>Mike Whitacre, Partner, Frazier & Deeter, LLC</u>, has over 30 years of experience with auditing and taxation in public accounting, providing a wide variety of services primarily to middle-market business clients in both the public and private sectors, including private equity backed entities. Mike assists clients with federal and state tax planning and compliance, overall tax minimization, tax controversy resolution, income tax accounting issues and income tax provision preparation and analysis. Mike has also worked extensively with various businesses in assisting with tax planning and compliance related to cross-border operations and mergers and acquisitions. Contact: mike.whitacre@frazierdeeter.com Discuss: • Global mobility • Transfer pricing • State tax planning



Immigration & Visas

[Elizabeth Jamae, Partner, Corporate Immigration Partners](#), has been practicing immigration law for over a decade. Known for her out-of-the-box thinking and holistic approach, she represents clients of all scale with Immigration Strategy, Compliance and Mobility Program Management as well as talent research initiatives affecting site selection for a company's growing global footprint.

Prior to joining Corporate Immigration Partners, Elizabeth ran her own successful law practice where she advised on both global and US-based immigration growth strategies. In addition to a full range of business and family immigration matters, Elizabeth's practice has included I-9 compliance guidance, successful complex appeals matters, and extensive pro bono work for low income families. She also has experience with EPA and OSHA compliance, as well as contract negotiation and human resources management.

Contact: elizabeth.jamae@pearllawgroup.com

Discuss:

- Entry to the US for founders & teams



US & UK tax traps for founders

[Daniel Hyde, Partner, Blick Rothenberg](#) is a Chartered Tax Adviser and joined Blick Rothenberg in July 2018 when the firm acquired his business, Westleton Drake, which he founded in 2009. He is also an Agent enrolled to practice in front of the Internal Revenue Service.

He specialises in advising high net worth individuals and their families on US/UK tax matters including US-connected entrepreneurial business issues, renouncement of US citizenship, and nondisclosure in the US. Contact: daniel.hyde@blickrothenberg.com

Discuss:

- Where am I a tax resident?
- Double tax worries. You can pay twice.
- Planning for an exit.
- Where Greencards go bad.