



NICHOLAS J. OUTMAN

Shareholder

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PRACTICE FOCUS

Venture Capital & Emerging Companies

Mergers & Acquisitions

General Corporate Advice

Securities & Corporate Governance

Corporate & Transactional

Financial Services

EDUCATION

New College of Florida, B.A., 2005

New York University School of Law, J.D., 2008

BAR ADMISSIONS

American Bar Association:
Private Equity & Venture Capital Committee

The Florida Bar

Hillsborough County Bar Association

North Carolina Bar Association

Nick Outman practices in the areas of venture capital and emerging companies, private equity, mergers and acquisitions, banking and finance, and corporate governance.

Nick's principal focus is on representing emerging companies and venture capital investors in investment and capital raising transactions. He has extensive experience negotiating, structuring, and leading transaction processes for equity and debt financing transactions across the full spectrum of a startup's life cycle, having represented clients in closing hundreds of such transactions ranging in size from only \$100,000 to over \$100 million, and from the inception of a startup to the verge of going public.

Nick is often engaged by investors and emerging companies alike to navigate complex transactional, governance, and strategic matters. His clients include technology startups and other high-growth companies, their founders, and their investors, including institutional venture capital firms, professional family offices, corporate VCs, and individual angel investors.

In addition to investment transactions, Nick routinely helps emerging companies with corporate governance, debt financing, commercial, and M&A matters throughout the business lifecycle, and coordinates across the firm's other specialty areas to meet all of the day-to-day legal needs of high-growth businesses.

Nick has been recognized by Best Lawyers in America and is ranked by Chambers USA, where clients have noted his "extremely practical approach," "very sophisticated solutions," and that he goes "above and

NICHOLAS J. OUTMAN

beyond during negotiations."

Passionate about technology, Nick sits on the firm's Technology Committee and devotes much of his time outside the office to tinkering with computers and being involved with the area's technology startup and investing community. He has variously served as a speaker, panelist, coach, mentor or director at organizations including Florida Venture Forum, Tampa Bay Wave, Florida-Israel Business Accelerator, and the Tampa Bay Chamber Foundation's Minority Business Accelerator.

Prior to joining the firm, Nick worked in the Charlotte office of the international law firm Cadwalader, Wickersham & Taft, LLP.

HONORS

- Chambers USA: America's Leading Lawyer, Corporate/M&A & Private Equity (2020-2025)
- Florida Super Lawyers Rising Star (2017-2023)
- *Legal 500 U.S. City Elite*, Corporate Mergers & Acquisitions (2026)
- *The Best Lawyers in America*® (2023-2026)

EXPERIENCE

Recent representative transactions include:

- Representing Homee, a provider of a technology platform for connecting insurers, policyholders, and skilled service providers in the claims process, across several financings led by or with participation from Activate Capital, Forte Ventures, Liberty Mutual Strategic Ventures, State Farm Ventures, Hartford Investment Management Company, and Desjardins, among others.
- Representing the lead investor in a \$100m+ equity financing of a real estate wellness and technology company.
- Representing Topmark Partners as the lead investor in the Series B financing of Soundstripe, a provider of high-quality, royalty-free music, video, and sound effects for creators.
- Representing TampaBay.Ventures as the lead investor in the Series Seed financing of Hook Security, a phishing testing and security awareness company.
- Representing the lead investor in a growth equity and recapitalization transaction with a filmmaking technology company.
- Representing a medical device company in a combined \$30 million equity investment and non-bank debt financing transaction.

NICHOLAS J. OUTMAN

- Representing Ballast Point Ventures in a growth equity financing of Mailprotector, a cybersecurity company providing a portfolio of cloud-based email security, management, and hosting services.
- Representing Mize, a leading provider of connected customer experience platform and service lifecycle management software for manufacturers, in a significant equity investment from M33 Growth, a venture and growth stage investment fund.
- Representing Fulcrum Equity Partners in leading the Series B financing of Feathr, a provider of marketing technology for associations and event organizers.
- Representing Fulcrum Equity Partners in leading a significant growth equity financing of Digital Hands, a managed security services provider.

COMMUNITY & PROFESSIONAL

- Florida Venture Forum: Board of Directors
- Tampa Bay Wave
 - Board of Directors
 - Chair, Capital & Investor Relations Committee (2019 - Present)
 - Mentor
- Embarc Collective Young Professionals Board (2021)

NEWS & INSIGHTS

Nine Hill Ward Henderson Attorneys Recognized in 2026 Legal 500 City Elite Rankings
Firm News, 4.15.26

Seventy-Seven Hill Ward Henderson Attorneys Recognized in the 2026 Edition of *The Best Lawyers in America*® and *The Best Lawyers: Ones to Watch*® in America
Firm News, 8.21.25

Hill Ward Henderson Attorneys and Practices Receive 2025 Chambers Recognition
Firm News, 6.5.25

Eighty-Three Hill Ward Henderson Attorneys Cited in The Best Lawyers in America 2025 Publication
Firm News, 8.15.24

NICHOLAS J. OUTMAN

Hill Ward Henderson Attorneys and Practices Receive 2024 Chambers Recognition
Firm News, 6.6.24

Eighty-Three Hill Ward Henderson Attorneys Cited in The Best Lawyers in America 2024 Publication
Firm News, 8.17.23

Sixty-one Hill Ward Henderson Attorneys Recognized in 2023 Florida Super Lawyers Listing
Firm News, 6.27.23

Hill Ward Henderson Attorneys and Practices Receive 2023 Chambers Recognition
Firm News, 6.1.23

Eighty-One Hill Ward Henderson Attorneys Cited in The Best Lawyers in America 2023 Publication
Firm News, 8.18.22

61 Hill Ward Henderson Attorneys Recognized in 2022 Florida Super Lawyers Listing
Firm News, 7.1.22

Hill Ward Henderson Attorneys and Practices Receive 2022 Chambers Recognition
6.1.22

58 Hill Ward Henderson Attorneys Recognized in 2021 Florida Super Lawyers Listing
Firm News, 6.23.21

Hill Ward Henderson Attorneys and Practices Receive 2021 Chambers Recognition
Firm News, 5.20.21

Fifty Nine Hill Ward Henderson Attorneys Recognized in 2020 Florida Super Lawyers Listing
Firm News, 6.5.20

Hill Ward Henderson Attorneys and Practices Receive Chambers USA 2020 Recognition
Firm News, 4.23.20

Hill Ward Henderson Attorneys Named 2018 Florida Super Lawyers
Firm News, 6.25.18

NICHOLAS J. OUTMAN

Hill Ward Henderson Attorneys Named 2017 Florida Super Lawyers
Firm News, 6.8.17

Hill Ward Henderson Elects Three New Shareholders
Firm News, 1.12.17

Nicholas J. Outman Joins Hill Ward Henderson
Firm News, 2.29.12

NOTEWORTHY

Chambers USA ranks the leading lawyers and law firms across the USA. Legal rankings are based on in-depth market analysis and independent research, conducted by an experienced team of researchers. Individual lawyers are ranked in their practice area(s) based on legal knowledge and experience, ability, effectiveness and client service.

"Nicholas is consistently going above and beyond to provide the guidance and support we need." Client quote, *Chambers USA 2025*

"He is outstanding. He is both thorough and thoughtful." Client quote, *Chambers USA 2025*

"Nicholas has a unique combination of legal acumen and business sensibility." Client quote, *Chambers USA 2024*

"Nicholas is an outstanding lawyer and very good at focusing on the key issues. He is very experienced and his counsel is consistently excellent." Client quote, *Chambers USA 2024*

"He is highly responsive and knowledgeable." Client quote, *Chambers USA 2024*

"Nick has an extremely practical approach. Nick does excellent work and can offer very sophisticated solutions." Client quote, *Chambers USA 2023*

"He is always prepared, gives us valuable insight and has gone above and beyond during negotiations." Client quote, *Chambers USA 2021*

"He's a knowledgeable and diligent lawyer." Client quote, *Chambers USA 2021*