

Ian R. Cohen

New York M&A Attorney & Fractional General Counsel

Board-level judgment. Front-line execution.

BUILT FOR FOUNDERS, C-SUITES, BOARDS, PE-BACKED COMPANIES, AND GROWTH-STAGE TECH, AI & WEB3 VENTURES

IRC Legal is the law firm of Ian R. Cohen — 17+ years at the intersection of BigLaw depth and operator instinct. A partner at the table when the decision is consequential and the margin for error is thin.

01

M&A and Transactional Counsel

Buy-side and sell-side M&A, financings, joint ventures, and complex commercial contracts. LOI through closing, \$5M to \$1B+. Structured for leverage. Drafted for certainty. Closed on schedule.

STRUCTURED FOR LEVERAGE

02

Fractional General Counsel

Embedded, board-level legal leadership without full-time overhead. 10 to 40 hours per month, fixed fee. Inside the leadership team — more than advice.

EMBEDDED · FIXED FEE

03

Corporate Counsel & Governance

Entity structure, founder and shareholder agreements, cap tables, board matters, and executive personal counsel. De-risk the choices that matter before they are made.

DE-RISK BEFORE THE DECISION

DIFFERENTIATOR · BITCOIN AND DIGITAL ASSET LAW

Bitcoin legal strategy, corporate treasury, self-custody and estate planning, and crypto M&A. The firm holds bitcoin on its balance sheet and accepts bitcoin for fees.

"I lead the matter. You will know me, and I stay on it. Supporting lawyers I supervise may handle drafting and diligence. I do not run a BigLaw leverage model."

IAN R. COHEN · FOUNDER & PRINCIPAL ATTORNEY, IRC LEGAL

17+

years of practice

500+

closed deals

\$3B+

aggregate value

NY 2010

bar admission

Both sides of the table

A dual-track career spanning high-stakes BigLaw transactional work at Schulte Roth & Zabel and BakerHostetler, then in-house General Counsel of Pharmapacks and its parent company Packable. Counsel forged inside the deal — not just advice at its edge.

Seed through exit

Guided a PE-backed growth-stage company (\$500M+ raised) from Seed through Series B, a public-market process, and eventual wind-down and asset sale. The full lifecycle — not just the wins.

Representative Matters

- Sell-side M&A, \$5M to \$1B+ — SaaS, tech-enabled services, e-commerce
- Two billion-dollar sales of PE-backed companies (telecom, government contracting)
- Series A and B financings — CPG, e-commerce, AI, and fintech
- Distressed wind-down and creditor negotiations
- Digital asset structuring and treasury counsel

RATES · BIGLAW VS. IRC LEGAL**\$1,800–\$3,400+/hr » \$680–\$800/hr**

Elite BigLaw partner rates versus IRC Legal. Same depth. Different overhead. Fixed monthly retainers for fractional GC.

Credentials

- Admitted to practice in New York, 2010
- Super Lawyers New York Metro Rising Star, 2014–2018
- J.D., Maurice A. Deane School of Law at Hofstra University · B.A., University of Maryland
- Grew up on Long Island, trained in New York City, returned home

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Serving clients in New York, nationally, and internationally.