

# M&A Considerations for Venture-Backed Companies

May 19, 2016

Our panel of experienced deal makers will provide an insiders perspective on what it takes to successfully position a venture backed company for sale and get a deal done! Each of the panelists brings years of experience in venture-backed M&A. While our panelists represent different perspectives—buyer, seller and banker— and will bring their unique viewpoints to the discussion, they are also skilled at working through the emotionally charged and high stakes M&A transaction process and bringing deals to closing. Among the topics they will address:

- How can a company best position itself for a successful exit?
- Who are the various stakeholders in an M&A transaction and are their interests aligned?
- What key considerations do buyers apply in assessing strategic fit?
- What best practices will help ensure a smooth transaction when both parties want to get a deal done?

This event is complimentary but seating is limited.

Moderated by:

**Jon Gworek**, Member, *Morse* - @pevclAW

*Chair of the Private Equity and Venture Capital Committee of the American Bar Association*

*Member, National Venture Capital Association*

Panelists:

**Brady Bohrmann**, General Partner, *Avalon Ventures* - @bbohrmann

**Ted Gillick**, Vice President - Corporate Development, *EMC Corporation* - @EMCcorp

**Douglas Melsheimer**, Managing Director, *Bulger Partners* - @dmelsheimer