

David J. Brown

Partner

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David Brown is a partner in the firm's Business & Technology Group.

EDUCATION

Suffolk University Law School
cum laude, JD, 1982

Bowdoin College
BA, 1977

PRACTICE FOCUS

Mergers & Acquisitions

Structuring and negotiating M&A transactions for public and private companies, including complex US and international asset and stock acquisitions involving all types of mergers, acquisitions, leveraged buyouts and going private transactions for technology, service, manufacturing and distribution companies.

Venture Capital & Search Funds

Representation of technology companies in all phases of venture finance and formation of search funds and representation in connection with acquisitions, debt and equity financings and general corporate matters.

Outsourcing, Licensing & Joint Ventures

Structuring and negotiating complex international outsourcing and joint venture arrangements and technology licensing agreements.

REPRESENTATIVE ENGAGEMENTS

- Netherlands based multi-national corporation and leading provider of digital maps in connection with mergers and acquisitions, outsourcing arrangements and securities law advice.
 - Multi-national corporation engaged in manufacture and sale of communications equipment in connection with sale to publicly-held competitor, including negotiation and documentation of acquisition agreement and preparation of registration statement for filing with Securities and Exchange Commission.
 - Formation of search fund and representation of fund in connection with initial funding and subsequent acquisition of medical instrument distribution company, including services related to debt and equity financings.
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ADMISSIONS

Massachusetts

PRACTICE AREAS

Business & Technology

Mergers & Acquisitions

- Publicly-held testing services and instrumentation company in connection with reorganization with parent company and majority-owned subsidiary, including preparation of all necessary registration statements and proxy materials with Securities and Exchange Commission.
- Financial services software company in connection with negotiation of licensing agreements with major international financial institutions.

PUBLICATIONS AND PRESENTATIONS

Regular lecturer on search funds at Harvard Business School, MIT Sloan School of Management, Tuck School of Business at Dartmouth, Yale School of Management and Northwestern Kellogg School of Management.

- "Advanced Search Fund Topics," *speaker, Kellogg School of Management, Northwestern University, 2014, 2015 and 2016 and University of Chicago, Booth School of Business, 2016 and 2017.*
- "Industry Drill Down: Healthcare, Life Sciences and Technology," *moderator, Thomson Reuters' Northeastern M&A/Private Equity Forum, December 2013.*
- "Entrepreneurship Through Buying a Company," *speaker, MIT Martin Trust Center for Entrepreneurship's Entrepreneurship Through Buying a Company, November 2012.*
- "Same Rules, Different Ball Game," *quoted, The Deal Pipeline, December 2011.*
- "Walking the Funding Tightrope: Essentials for Success," *panelist, Harvard Business School Entrepreneurship Club's Entrepreneurship Conference, January 2008.*

PROFESSIONAL AND COMMUNITY INVOLVEMENT

Mr. Brown is a member of the firm's Executive Committee.