

# Snell & Wilmer

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## **Martin C. Walsh, Jr.**

Partner | Denver

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### **Main Bio**

Marty Walsh is a member of the firm's Corporate & Securities practice group and concentrates his practice on advising a broad range of business clients, helping them secure value in new opportunities while alleviating risk. He has extensive transactional experience representing clients throughout the U.S. and internationally, and takes great pride in obtaining a thorough understanding of each transaction's underlying business, tax and economic arrangements.

### **Mergers and Acquisitions**

Marty counsels buyers and sellers through complex mergers and acquisitions, stock and asset purchases and dispositions, management buyouts, consolidations, spinoffs and related transactions. He is often requested to provide strategic advice on the acquisition of technology-related companies and advising clients on the development of technology businesses and assets.

### **Capital Markets**

Marty advises public and private companies, from early stage emerging businesses to mature businesses, in connection with both public and private offerings of equity and debt securities. Marty also advises publicly traded companies in connection with their regulatory and securities compliance and general corporate and commercial matters.

### **Technology and Emerging Companies**

Marty advises clients ranging from startup and emerging growth companies to Fortune 500 companies, including negotiating and structuring transactions related to cloud computing, software as a service (SaaS), enterprise-wide technologies, licensing agreements, managed services and outsourced development relationships, strategic partnerships, joint ventures and collaboration agreements. He has in-depth experience launching technology platforms globally and advising clients entering new markets.

### **Private Equity and Venture Capital**

Marty's transactional background provides a solid foundation through which he advises private equity and venture capital investors focused on public and private debt, equity, and other alternative investment vehicles and related investment transactions. Often, Marty focuses on counseling investor clients with respect to integration and operation of portfolio companies, structuring investments in bolt-on acquisitions and emerging companies, and participating in strategic decisions. He also guides entrepreneurs and emerging growth companies regarding financing, strategies for growth, corporate governance and operation, and exit strategies.

### **Corporate Counseling**

Marty provides corporate advice for software, technology, financial, private equity, venture capital, broker-dealer and investment management, and cannabis companies. Drawing on his business background, Marty

works directly with ownership, boards and senior management to help ensure clients successfully achieve their financial and business goals.

## Representative Experience

- Represented a private equity firm in its acquisition of a bolt-on mechanical and structural field service/maintenance company, offering major refractory, insulation, boiler and repair capabilities throughout Louisiana and Texas.
- Represented a large independent insurance broker in the sale of assets in exchange for cash and equity consideration valued at up to \$137.25 million.
- Supported a medical technology company in completing its Initial Public Offering and trading on the Nasdaq.
- Represented a private equity firm in its acquisition of controlling interest in a new platform full-service oilfield chemical company.
- Served as fund formation counsel to energy and technology fund, providing organization of investment fund and representation of fund management company.
- Completed a \$25 million share exchange transaction between our client, a consumer technology company in the residential real estate industry, and a financial technology company serving prospective home buyers using a technology-enabled real estate platform.
- Advised a national independent enterprise risk management agency on completion of \$30 million in private equity financing. In connection with the financing, advised client on formation and capitalization of a specialty brokerage and investment banking platform offering insurance solutions to public and private companies and private equity sponsors.
- Advised fintech company on completion of Series A venture capital investment round in which more than \$6.6 million was raised. In addition, advised client on establishing a strategic licensing relationship to develop a customized version of the client's proprietary investment technology platform, which the lead Series A investor will commercialize within the Hong Kong market.
- Counseled a global leader in the rental car business in connection with technology development, software licensing and telecom services.
- Counseled worldwide leader in the payments technology industry across a variety of practice areas in connection with technology development and licensing, and payment processing service offerings.
- Represented large, privately held client in \$78 million managed sale equity purchase of manufacturer of high-precision, custom-engineered drivetrain components for off-road vehicles.
- Represented large, privately held client in \$25 million asset sale of over-the-counter pharmaceutical manufacturing business and supplier to major nutraceutical, pharmaceutical and food brands.
- Advised financial technology emerging company on its Series Seed and Series A venture capital rounds and commercialization of its technology.
- Advised a financial technology company providing robo-advisory services on its multimillion-dollar venture capital fundraising.
- Advised an investor on a multimillion-dollar venture capital investment into a mobile sports gaming company.

- Advised lead investor on multimillion-dollar Series A venture capital investment into cloud-based predictive analytics software company.
- Advised lead investor on multimillion-dollar Series A venture capital investment into biotech company developing and commercializing cutting-edge technologies for gene editing, gene expression and bioprocessing.
- Managed acquisition of company providing CRM, sales automation, dynamic content management, and reporting for the home building and real estate sectors.
- Managed acquisition of company providing web-based design software for a wide range of home improvement and renovation projects.
- Managed acquisition of provider of software for residential and commercial energy code compliance and HVAC system design.
- Represented a large, privately held holding company in the acquisition of a manufacturer and fabricator of products for the light and heavy vehicle industries.
- Advised private equity group with multimillion-dollar investment and mezzanine debt transaction in building products manufacturing company.
- Provided corporate counseling to a cloud-based payments technology platform in its global expansion.
- Counseled multibillion-dollar, publicly traded diversified manufacturer regarding its commercial technology contracts.
- Guided U.K.-based international wearable device gaming and payment platform provider in connection with their commercial technology development, financing, and U.S. expansion.
- Counseled holding company operating specialty manufacturing companies in commercial contract relationships.

## Education

- Saint Louis University School of Law (J.D.)
- Saint Louis University (B.S., Finance and Economics, *magna cum laude*)

## Professional Memberships & Activities

- The Missouri Bar
- Bar Association of Metropolitan St. Louis
- State Bar of Nevada
- Douglas County Bar Association
- The State Bar of California

## Professional Recognition & Awards

- Barrister's Best: People's Choice for Private Equity, Law Week Colorado (2020)

## Community Involvement

- C.H.A.M.P. Assistance Dogs Inc.

- (Past Vice President, Board Member)
- Make-A-Wish Foundation
- Douglas County Community Foundation
  - (Past Secretary and Board Member)

## **Bar Admissions**

- California
- Colorado
- Missouri
- Nevada

## **Court Admissions**

- United States District Court, District of Nevada