



Jeffrey L. Braker

COUNSEL

jbraker@sflaw.com | 415-773-7270

AREAS OF EXPERTISE

Corporate, Mergers & Acquisitions, Corporate Securities, Debt Financing, Venture Capital

Overview

Mr. Braker's practice focuses primarily on representing public companies and large and emerging private companies in mergers and acquisitions, capital raising transactions and licensing, development, and supply chain agreements.

Mr. Braker has extensive experience counseling clients in a broad array of corporate and commercial transactions, including mergers and acquisitions, private placements, public securities offerings, secured financing transactions, strategic partnering and technology licensing arrangements. He also has substantial experience with a wide range of general corporate issues, including counseling officers and directors, and negotiating executive compensation arrangements.

Mr. Braker has advised individuals, corporations, venture capital funds, financial institutions and other entities in a wide variety of industries and businesses, including software developers, medical device manufacturers, food producers, telecommunications providers, and promotion and marketing companies. His representation has extended from start-ups and early round financings through initial public offerings and acquisitions.

Mr. Braker joined the Firm's Corporate Department as of counsel in April, 2008. Mr. Braker began his legal career at Orrick, Herrington & Sutcliffe in San Francisco, before moving to Seyfarth Shaw in Los Angeles. Mr. Braker started his own practice, and later founded Olsen Kim & Braker LLP in 2003 in order to better serve the needs of emerging and growing companies. Prior to that, Mr. Braker was of counsel in the corporate finance department of Morrison & Foerster's Los Angeles office.

Experience

Mr. Braker's recent experience in mergers and acquisitions includes the following representative transactions:

- Represented Waste Connections, Inc. in its acquisition of Rock River Environmental Services, Inc.
- Represented Sleep Train in its \$425 million sale to Mattress Firm.
- Represented Innovative Interfaces Incorporated, a leading provider of library automation software, in its sale to a private equity consortium.
- Represented Datasong, an analytics technology company, with particular focus on the retail sector, to MarketSale.
- Represented Benefitter Insurance Solutions, a technology company providing employee benefit decision support tools to small businesses and their employees, to HealthMarkets.
- Represented Essential Publishers, the developer of Judicial Council Forms software, in its sale to CEB.
- Represented Waste Connections, Inc. in a series of acquisitions totaling over \$100 million in the last year.

Mr. Braker has also recently been involved in the following representative matters:

- Represented a leading Japanese medical devices manufacturer in a series of mission critical supply chain, joint venture and licensing and development agreements.

- Represented a private equity fund in a significant debt and equity investment in an innovative travel website.
- Represented various borrowers in the negotiation of credit facilities totaling over \$300 million in the last year.
- Represented Dolby Family Ventures in the creation of a joint venture with the Gladstone Institutes focusing on the development of potential therapies for Alzheimer's disease.

Publications/Speaking

Taking Stock in Your Client: Strengthening the Client Relationship and Avoiding Pitfalls, *State Bar of California Business Law News*, 2008

Professional Activities

Mr. Braker is a past Chairman of the Business Law Section of the Beverly Hills Bar Association.

Mr. Braker served as Articles Editor of the *Michigan Journal of International Law*.

Education

Columbia College
A.B. in Philosophy-Economics, 1983

University of Michigan,
Gerald R. Ford School of Public Policy
Master of Public Policy, 1988

University of Michigan Law School
J.D., *cum laude*, 1988

Admissions

State Bar of California