

Michael B. Dell

PARTNER

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With a focus on mergers and acquisitions, Michael Dell is a trusted deal lawyer whose practical, solutions-oriented approach has helped close hundreds of transactions.

Known for his keen judgment, creativity, responsiveness, and deal fluency, Mike Dell partners closely with companies across a broad spectrum of industries to solve challenges, seize opportunities, and maximize value throughout a company's lifecycle. As the firm's Corporate group leader, Mike is a relationship-driven professional who prioritizes exemplary client service. He brings deep experience across the full spectrum of corporate transactions, with a particular focus on mergers and acquisitions in the middle market. Clients rely on him to manage complex deals to successful outcomes, lead high-stakes negotiations, and consistently deliver practical, market-informed solutions.

Business Acquisitions

Strategic acquirers and private equity companies work with Mike for buy-side legal representation because he understands deals in the larger context of his client's business and he executes a project management approach to M&A that reduces costs and delivers economies of scale for clients growing through serial acquisitions.

AREAS OF EXPERTISE

Corporate

Mergers & Acquisitions

Private Equity

Venture Capital & Emerging Companies

Technology Transactions

Corporate Securities

EDUCATION

University of Southern California Law School; J.D., *Order of the Coif,* 2008

Princeton University; B.A., economics, 2005

BAR ADMISSIONS

California

ACCOLADES

2026 Legal 500 US City Elite – San Francisco, Corporate and M&A, Level 3

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Supporting the Complete Business Life Cycle

In addition, Mike supports clients through all phases of the business life cycle, from entity selection and formation, capital raises through succession planning, sale and/or dissolution, as well as ongoing governance and commercial needs in between.

What Clients Say

Mike is trusted by Waste Connections, Inc., one of the largest waste services companies in the country, to handle all their acquisitions and divestitures across the United States, having successfully closed hundreds of transactions for them.

Mike has also represented Oilstop in multiple buy-side acquisitions and Scott Hempy, Oilstop's CEO, stated that "Mike has represented Oilstop in all of our acquisitions as we have grown and has played a critical role in getting each deal across the finish line. He's incredibly responsive, detail-oriented, and has a sharp legal mind that gives us full confidence as we move through complex negotiations and diligence. Michael helps us move fast without missing anything important — he's a true partner who ensures our deals get done right and done efficiently."

Business owners seek out Mike for his experience and dedication to his clients. Mike understands that a business sale is a life-changing event for most business owners that they may only experience once, and he works tirelessly to ensure the best outcomes. Marcus Bode, CEO and founder of SpearMC, which Mike represented in its 2025 sale, said that "Mike is genuine, responsive and an excellent listener. Not only did he represent myself and my firm's interest at the highest levels of integrity and professionalism, but when needed, he tapped into the appropriate legal counsel at his firm to assist me and the SpearMC team no matter how complex or difficult the matter at hand was."





Experience

Mergers & Acquisitions:

- Successfully closed the purchase of hundreds of target companies for Waste Connections, Inc., one of the largest waste services companies in the United States.
- Negotiated the sale of SpearMC to Mythics LLC, an Oracle Systems integrator in its sale, which closed in April 2025.

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- Represented Oilstop in connection with its purchases of various drive-thru oil change businesses in the western United States.
- Counseled a California-based construction company in multiple acquisitions in the construction and construction materials industries.

Activities

- Legal Aid at Work
  - Board Member, 2018 – present
  - Development Committee Member, 2018 – present
  - Executive Committee Member, 2024 – present

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