

ACC-SFBA – Tales From the Buy-Side: Things That Buyers Care About When Negotiating an Acquisition

AUGUST 29-30, 2017

Join WilmerHale Partners Chris Rose and Eric Hwang for a discussion about the key terms that buyers focus on in due diligence and negotiations. Presentation topics include:

- Getting to the heart of definitive agreement negotiations by focusing on things that really matter to both tech buyers and sellers;
- Navigating the diligence and integration planning processes to reduce deal fatigue; and
- Important considerations when negotiating management and employee retention plans.

Both speakers have over a collective decade of in-house experience at serial buyers and on the startup side, as well as over two decades as outside counsel. With roles spanning both in-house legal as well as corporate development functions, Mr. Rose and Mr. Hwang have a wealth of experience managing and executing transactions as the business leader, in-house legal leader and outside counsel, and they look forward to sharing their insights to help you plan for your next strategic transaction.

This event will be held on August 29 from 11:30 a.m.–1:30 p.m. at Fleming's Steakhouse in Palo Alto and again on August 30 from 11:30 a.m.–1:30 p.m. at One Market Restaurant in San Francisco.

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