

# Daily Journal

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## TOP 100 LAWYERS IN CALIFORNIA 2017

### CORPORATE

## JEFFREY D. SAPER

WILSON SONSINI GOODRICH & ROSATI PC | PALO ALTO

SPECIALTY: MERGERS & ACQUISITIONS, CAPITAL MARKETS, CORPORATE GOVERNANCE

Saper rose up alongside the major players in Silicon Valley before Palo Alto and the surrounding areas even received the famous nickname — going all the way back to the 1980 initial public offering of the company known as Apple Computer.

“I was like a second year partner and I was living at Apple for months leading up to the IPO,” he said. “I worked very closely with Larry Sonsini. This is hardly something where I would want to co-opt his very active and important role, but I was kind of the second chair on it.”

This past year, Saper continued his representation of domain registrar GoDaddy Inc., and he was actively involved in the nearly \$4 billion acquisition of AppDynamics by Cisco Systems Inc.

He said the past year was “a very, very active year for the firm, and individually for myself. ... It was a fairly intense capital markets year where we were launching a number of issuer-side IPOs.”

Originally from the Bronx, New York, Saper remembers always wanting to be a lawyer.

After 30-plus years in the business, it's his reputation for candor, transparency, and responsiveness that's not only earned

him the respect of his colleagues but also resulted in repeat business and referrals.

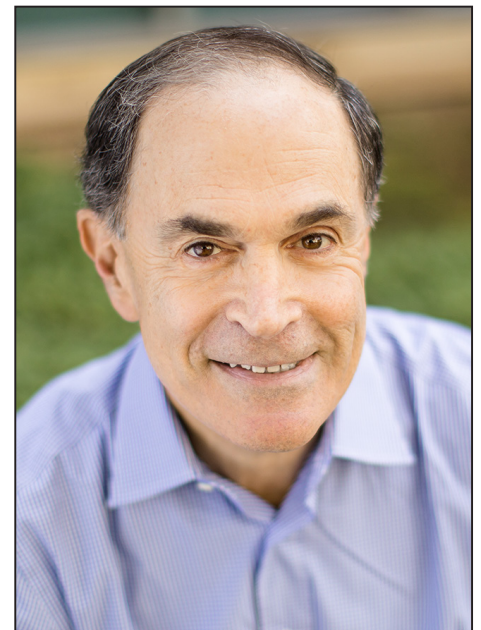
The world of capital markets, he acknowledges, is a small community, and Saper has no desire to burn any bridges.

“I think there's kind of a unity of purpose between the senior people on each team. ... Sometimes you're on the company side, sometimes you're on the underwriter's side, sometimes you're representing a private company if it's raising capital, sometimes you're representing the venture capital firm that's investing in that company. But it's a virtual circle.”

The current period in the technology industry, added Saper, is very pivotal. “There's a lot more than just capital raising, it's now that you're there, what do you do for an encore? How do you create generational succession and management succession? How do you deal with enterprise risks effectively? And so, it's a very exciting but very challenging environment to be practicing in that kind of culture.”

Saper said he hasn't forgotten his origins.

He keeps an image above his desk of a Bronx neighborhood reminiscent



of where he grew up. Underneath the image are cubes from all the deals on which he's worked.

It's all juxtaposed there, he said “to try to demonstrate some level of balance and some recollection of where I came from. ... It was an ancient Jewish philosopher who once said ... ‘Show me where a man is from and I will tell you who he is.’”

— David Mendenhall