

# WOMEN LEADERS IN TECH LAW

## 2014

## ALLISON SPINNER

**PARTNER**  
**WILSON SONSINI GOODRICH & ROSATI**

The deal lawyer had a piece of some of the year's hottest offerings. She advised Barracuda Networks in its \$75 million initial public offering. And she advised the underwriters in Israel-based Wix.com's \$127 million IPO, and Nimble Storage's \$168 million IPO. More recently, Spinner advised the underwriters in the IPO for GoPro that raised \$427 million. A career highlight for her was joining the Barracuda executive team at the NYSE opening bell on the first day of trading. "Sharing this experience with the company was a fun and memorable way to wrap up the deal."

### **What don't you like about working in tech?**

In the innovation economy, not every business will succeed, and sometimes the board and management will have to shut the company down. It's an emotional time for founders. I'm glad to be able to be a resource as they go through that process.

### **Name a mentor and the most important thing you learned from him or her.**

Jeff Saper, who was one of the first partners I worked with when I joined Wilson Sonsini Goodrich & Rosati. Law school trains us to analyze issues, but it does not teach us how to engage with clients. Jeff taught me to "dig in" and understand the client's business and, importantly, to put myself in the client's shoes. Understanding the client's objectives and perspective is critical to providing valuable advice.

### **Time saving tip?**

Coordinate and communicate with your team. Meeting for 10 minutes in the morning to review project status, prioritize work and allocate responsibilities will save everyone time. It also builds camaraderie and makes work more fun.

### **What recent development do you see having a big effect on your practice, industry or area of focus?**

Early-stage companies are able to



develop technology and products using less capital. Angel investors play a much bigger role than they did a decade ago, so the funding process has changed.

### **Biggest accomplishment outside of work?**

I have two wonderful sons. It's not easy to explain "IPO" to a second-grader, but they know I work hard and enjoy what I do.