

# Daily Journal

SEPTEMBER 19, 2018

## TOP 100 LAWYERS IN CALIFORNIA 2018

### CORPORATE

## MICHAEL S. RINGLER

**WILSON SONSINI GOODRICH & ROSATI PC |**  
SAN FRANCISCO, PALO ALTO

**SPECIALTY:** MERGERS & ACQUISITIONS, DIVESTITURES,  
JOINT VENTURES

Although he went to law school, Ringler said he was always intrigued by the business side of law. Mergers and acquisitions allowed him, as an attorney, to get close to the business world and contribute to a company's success.

Ringler has advised on several multi-billion-dollar, high-profile deals, including in July the sale of software maker CA Technologies to semiconductor company Broadcom Inc. for \$18.9 billion. The transaction is expected to close later this year.

While the deal went smoothly from a legal perspective, Ringler noted that such transactions between companies from different industries can present additional challenges. Each company must learn about the other, understand go-to-market strategies, and how their contracts and legal profiles will integrate.

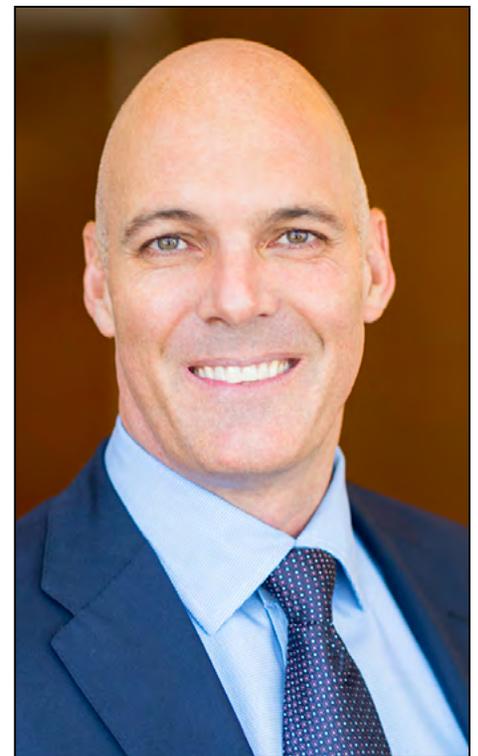
"That always presents a challenge, when one business doesn't quite know everything there is to know about the other business because it's not in the same industry," he said. "There's an education process and a learning curve; you have to help both get up to speed on each other."

In another notable transaction, he advised Axiom Corp. in the \$2.3 billion sale of its Axiom Marketing Solutions data collection and distribution division to advertising company Interpublic Group.

"Pulling two companies apart — any companies — is an incredible challenge. It takes a lot of time, and really requires you to roll up your sleeves, get in there and understand the client's business from the ground up," he said. "We dug in deep into all the details of the company and what it would take to split it up from a technology perspective, from a business perspective, and from a people perspective."

In addition, the Axiom deal finished one week before the CA Technologies transaction. They essentially happened in parallel, presenting an additional hurdle in the fast-paced world of mergers and acquisitions.

"It was like landing two planes at SFO right next to each other," he said. "You have to make sure you're very well organized, keep the teams on schedule and focused, and not let one transaction distract from the other. It required a lot



of discipline, focus, and frankly, was a huge team effort on the part of many constituencies."

— Jennifer Chung Klam