

Bob O'Connor

PARTNER

Corporate
San Francisco
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FOCUS AREAS

Capital Markets
Clean Energy
Climate and Clean
Technologies
Consumer Products and
Services
Corporate
Emerging Companies
Energy and Climate
Solutions
Environmental, Social, and
Governance
Financial Services
Mergers & Acquisitions
Private Equity
Sustainability and
Decarbonization

HIGHLIGHTS

A Strategic Partner

Bob serves as a strategic partner to his clients and their boards of directors through a broad range of complex financing and strategic corporate transactions at all stages of their development, from inception through exit.

Wide-Ranging Clients

Bob focuses on the representation of clients innovating in the energy, infrastructure, mobility, consumer products, and sustainability sectors, as well as the representation of venture capital and private equity firms, corporate venture groups, family offices, and impact investors that finance them.

Energy Industry Expertise

Bob founded the firm's energy and climate solutions practice in 2003, co-leads the firm's industry initiative today, and is considered to be a thought leader in the field.

A Recognized Practitioner

He has repeatedly been named as a leader in his field by *Chambers USA: America's Leading Lawyers for Business*, is annually recognized in *Best Lawyers in America*, and has been named among California's "Top Emerging Companies Lawyers" by the *Daily Journal*.

EXPERIENCE

Robert (Bob) O'Connor is a corporate partner with Wilson Sonsini Goodrich & Rosati. Bob's global practice focuses on the representation of high-growth enterprises, with an emphasis on those innovating in the energy, infrastructure, mobility, consumer products, and sustainability sectors, as well as the representation of venture capital and private equity firms, corporate venture groups, family offices, and impact investors that finance them. Bob serves as a strategic partner to his clients and their boards of directors through a broad range of complex financing and strategic corporate transactions at all stages of their development, from inception through exit.

Bob is credited with having founded the firm's energy and climate solutions practice in 2003 and co-leads the firm's industry initiative today, which includes a cross-disciplinary team that is widely viewed as being among the preeminent energy and infrastructure practices in the country. Nationally recognized as a thought leader in the sector, Bob is a frequent speaker at prominent industry events nationally, and he is a go-to strategic partner to universities, laboratories, and accelerators committed to technology commercialization directed at energy and infrastructure innovation.

Prior to founding the firm's energy and climate solutions practice, Bob founded and served as managing partner of the firm's Salt Lake City office, during which time he represented many of the

leading venture capital and private equity investors and technology enterprises in the region, including Altiris (sold to Symantec), Backcountry.com, High West Distillery, NPS Pharmaceuticals, Omniture (sold to Adobe Systems), Overstock.com, and SkullCandy.

Bob also serves on the board of directors of the Wilson Sonsini Foundation, a philanthropic vehicle for the firm's partners to support charitable and other community organizations.

CREDENTIALS

Education

- J.D., Loyola Law School
- B.A., University of California, Los Angeles

Associations and Memberships

- Member, Investor Advisory Board, National Renewable Energy Laboratory
- Advisory Network Member, The Cyclotron Road
- Mentor, Elemental Excelsior
- Mentor, Powerhouse
- North American Advisory Board Member, Cleantech Group
- Steering Committee, Cleantech To Market, University of California, Berkeley
- Board Member, The Solutions Project

Honors

- Recognized among California's "Top Emerging Companies Lawyers" by the *Daily Journal* in 2014
- Named in the 2007, 2011-2013, and 2015-2017 editions of *Chambers USA: America's Leading Lawyers for Business*
- Named in the 2007 edition of *Mountain States Super Lawyers* and in the 2008 and 2009 editions of *Northern California Super Lawyers*
- Selected for inclusion in the 2007-2018 editions of *Best Lawyers in America*
- Cited in 2005 as one of *Utah Business* magazine's "Forty Under 40," its annual feature on 40 of the state's top business leaders under the age of 40
- Ranked No. 1 among Utah's corporate lawyers in the 2005 edition of *Chambers USA: America's Leading Lawyers for Business*

Admissions

- State Bar of California

CLIENTS

Representative Engagements

Representative enterprise clients include:

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| ▪ Building Robotics (acquired by Siemens) | ▪ Lucid Design Group (sold to Acuity Brands) |
| ▪ E-Motorwerks (sold to ENEL) | ▪ Muzik |
| ▪ Enlighted | ▪ Powerhive |
| ▪ FarmX | ▪ PosiGen |
| ▪ Fenix International (sold to Engie) | ▪ Project Frog |
| ▪ GELI | ▪ Redaptive |
| ▪ Generate Capital | ▪ Renew Financial |
| ▪ High West Distillery (sold to Constellation Brands) | ▪ Seriforge |
| ▪ JUST Goods | ▪ Sunrun |

Representative investor clients include:

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| ▪ Activate Capital | ▪ EnerTech Capital |
| ▪ Aster Capital | ▪ Kleiner Perkins Caufield & Byers |
| ▪ Braemar Energy Ventures | ▪ NGEN Partners |
| ▪ Congruent Ventures | ▪ NGP Energy Technology Partners |
| ▪ Draper Fisher Jurvetson | ▪ Nth Power |
| ▪ E.ON | ▪ Prelude Ventures |
| ▪ Element Partners | ▪ Rockport Capital Partners |
| ▪ Emerald Technology Ventures | ▪ Sequoia Capital Partners |
| ▪ Emerson Collective | ▪ Tin Shed Ventures (Patagonia Works) |

- U.S. Renewables Group
- VantagePoint Venture Partners
- Volta Energy Technologies
- Westly Group

INSIGHTS

Select Publications

- Co-author, "Securities Law 101 for Community Solar Market Participants – Orange Groves, Country Clubs, and Solar Condos," *Energy Today*, April 7, 2017
- Co-author, *Innovations and Opportunities in Energy Efficiency Finance*, Second and Third Edition, May 2012 and May 2013
- Co-author, *The Initial Public Offering: A Guidebook for Executives and Boards of Directors*, Bowne & Co., Third Edition, October 2008