

## Rich Mullen

PARTNER

Mergers &  
Acquisitions  
San Francisco

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## FOCUS AREAS

Corporate Governance  
Mergers & Acquisitions  
Private Equity

## HIGHLIGHTS

### Expert in M&A and Strategic Transactions

Rich is a strategic advisor who counsels boards of directors and management teams on their most challenging issues. He has significant experience with M&A and corporate governance matters, particularly in the technology and life sciences industries, having structured and negotiated hundreds of strategic transactions, including mergers and acquisitions, tender and exchange offers, asset acquisitions, divestitures and business carve-outs, equity investments, and joint ventures and other strategic partnerships.

### Trusted Advisor to Leading Companies

Rich regularly leads M&A and other strategic transactions for industry-leading companies, such as LinkedIn, Roblox, RingCentral, Lumentum, MaxLinear, and Zendesk.

### Experienced Dealmaker

Rich's transactional experience includes completed M&A and other strategic transactions valued at over \$85 billion in the aggregate.

## EXPERIENCE

Rich Mullen is a partner in the San Francisco office of Wilson Sonsini Goodrich & Rosati. Rich advises public and private companies, and their boards of directors and management teams, in a wide range of strategic transactions and corporate governance matters, including mergers and acquisitions, tender and exchange offers, asset acquisitions, divestitures and business carve-outs, equity investments, and joint ventures and other strategic partnerships. Rich primarily represents clients in the technology and life sciences industries, but has represented clients in various sectors, including telecommunications, healthcare, financial services, aviation, automotive, security, and manufacturing.

Rich is the hiring partner for Wilson Sonsini's M&A group and serves on the firm's hiring committee.

From 2009 to 2010, Rich served as a law clerk to the Honorable Richard M. Berman of the U.S. District Court for the Southern District of New York.

## CREDENTIALS

### Education

- J.D., University of Michigan Law School  
*Cum Laude; Contributing Editor and Member of the Article Selection Committee, Michigan Journal of Race & Law; Treasurer and Member, Native American Law Student Association; Member, Business Law Association*

- B.S., Business Management—Finance, Case Western Reserve University  
*Summa Cum Laude; Team Captain and Member, Varsity Basketball; Member, Varsity Baseball*

## Admissions

- State Bar of California
- State Bar of New York

## MATTERS

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### Select Transactions

#### **Buy-Side Transactions**

- Chronosphere, Inc. in its acquisition of Calyptia Inc.
- Danaher Corporation in its acquisition of Stochastic, LLC
- Dolby Laboratories, Inc. in various transactions, including:
  - its acquisition of substantially all assets of Hybrik, Inc.
  - its acquisition of Voxeet, Inc.
- DoorDash, Inc. in various transactions, including:
  - its acquisition of Chowbotics, Inc.
- DroneDeploy, Inc. in its acquisition of StructionSite, Inc.
- Elastic N.V. in its \$234 million acquisition of Endgame, Inc.
- EnLiven Therapeutics, Inc. in its reverse merger transaction with Imara Inc.
- F5 Networks, Inc. in its \$670 million acquisition of Nginx, Inc.
- GoDaddy, Inc. in various transactions, including:
  - its acquisition of Brandsight, Inc.
  - its \$175 million acquisition of Main Street Hub, Inc.
  - its acquisition of the domain name portfolio and registrar and other businesses from Uniregistry, Corp.
- LinkedIn Corporation in various transactions, including:
  - its acquisition of Drawbridge, Inc.
  - its acquisition of EduBrite Systems, Inc.
  - its acquisition of Glint Inc.
  - its acquisition of Oribi, Inc.
- Lumentum Holdings, Inc. in various transactions, including:
  - its \$750 million acquisition of Cloud Light Technology Limited
  - its \$5.7 billion acquisition of Coherent, Inc. (transaction terminated following numerous topping bids from II-VI, Inc. and MKS Instruments, Inc. and payment of termination fee)
  - its acquisition of IPG Photonics Corporation's telecom transmissions product lines
  - its \$918 million acquisition of Neophotonics Corporation
- Lunar Energy, Inc. in its acquisition of Moixa Energy Holdings Ltd.
- MaxLinear, Inc. in various transactions, including:
  - its \$3.8 billion acquisition of Silicon Motion Technology Corporation
- Pluralsight, Inc. in its \$170 million acquisition of GitPrime, Inc.
- RingCentral, Inc. in various transactions, including:
  - its purchase of patents and other intellectual property rights with respect to "Circuit" from Atos S.E. and its affiliates
  - its acquisition of Connect First, Inc.
  - its \$650 million acquisition of certain intellectual property rights and patents from Mitel Networks
- Roblox Corporation in various transactions, including:
  - its acquisition of substantially all of the assets of Bash Video, Inc.
  - its acquisition of Ceebr Limited (d/b/a Code Kingdoms)
  - its acquisition of Guilded, Inc.
  - its acquisition of Hamul Inc.
  - its acquisition of substantially all of the assets of Humen, Inc.
  - its acquisition of substantially all of the assets of Imbellus, Inc.
  - in its acquisition of Jido Inc.

- its acquisition of Loom.ai, Inc.
- its acquisition of Speechly, Inc.
- Transcarent, Inc. in various transactions, including:
  - its acquisition of BridgeHealth Medical, Inc.
  - its acquisition of 98point6, Inc.'s AI-powered virtual care platform business and managed care business and related transactions, including its convertible note investment into 98point6's new technology subsidiary
- Twitter Inc. in various transactions, including:
  - its acquisition of Smyte Inc.
  - its acquisition of Yes, Inc.
- Uplift Health Technologies, Inc. in its acquisition of TAO Connect, Inc.
- Upstart Holdings, Inc. in various transactions, including:
  - its \$100 million acquisition of Prodigy Software, Inc.
- Urgently Inc. in its acquisition of Otonomo Technologies Ltd.
- Zendesk, Inc. in its acquisition of Tymeshift, Inc.

### ***Sell-Side Transactions***

- Aerohive Networks, Inc. in its \$286 million sale to Extreme Networks, Inc.
- CA, Inc. in its \$19 billion sale to Broadcom Inc.
- Embark Technology, Inc. in its sale to Applied Intuition, Inc. (2023)
- FieldWireLabs, Inc. in its \$305 million sale to Hilti of America Inc.
- Find Your Crush LLC in its sale to Discord Inc.
- Gainsight, Inc. in its sale to Vista Equity Partners
- GTreasury, a portfolio company of Mainsail Partners, in its majority investment from Hg (2023)
- Icontrol Networks in its sale of its Connect and Piper businesses to Alarm.com and its subsequent and related merger transaction resulting in the sale of its Converge business to Comcast Corp.
- Inspire Energy Capital LLC in its sale to Shell New Energies US LLC
- Jive Software, Inc. in its \$480 million sale to ESW Capital, LLC
- Limelight Health, Inc. in its \$90 million sale to FINEOS Corporation Holdings, plc
- LinkedIn Corporation in its sale of the SlideShare business to Scribd Inc.
- Obviously Social, LLC in its sale to WPP plc
- Plaid Inc. in its \$5.3 billion sale to Visa Inc. (transaction terminated by mutual agreement of the parties)
- Raxium, Inc. in its sale to Google LLC
- Relign Corp. in its sale to Zimmer Biomet
- Spear Power Systems, Inc. in its sale to Sensata Technologies, Inc.
- Text IQ, Inc. in its sale to Relativity ODA LLC
- Texts in its sale to Automattic Inc.
- The Special Committee of Telenav, Inc. in Telenav's \$241 million management take-private transaction with V99, Inc., which is led by Telenav's co-founder, president, and chief executive officer
- Thorne HealthTech, Inc. in its \$680 million sale to L Catterton
- TruValue Labs, Inc. in its sale to FactSet Research Systems Inc.
- Twitter, Inc. in its sale of the Fabric developer platform to Google, Inc.
- WeddingWire, Inc. in its \$450 million sale to Permira Holdings Limited

### ***Other Matters***

- Box, Inc. in its proxy contest victory over Starboard
- Box, Inc. in its \$500 million preferred stock investment led by KKR
- RingCentral, Inc. in various matters, including:
  - its strategic partnership with Alcatel-Lucent Enterprise
  - its strategic partnership with Atos S.E., including RingCentral's purchase of patents and other intellectual property rights with respect to "Circuit"
  - its strategic partnership with Avaya Holdings Corp., including RingCentral's purchase of \$125 million of Avaya's convertible preferred stock
  - its strategic partnership with Mitel Networks
  - its \$200 million preferred stock investment by Searchlight Capital
  - its strategic partnership with Vodafone Business

## INSIGHTS

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### Select Speaking Engagements

- Speaker, "Navigating a Merger or Acquisition: From Beginning to End," TechGC's 2023 DeputyGC Offsite, October 12, 2023
- Speaker, "The Ultimate Guide to Mergers & Acquisition for Startups," Nasdaq Entrepreneurial Center M&A Bootcamp, October, 29, 2020
- "Serial M&A in the Current Environment," Webcast, July 30, 2020