



# Mergers & Acquisitions

**TRUSTED ADVISORS**







“ They bring a real confidence and calmness to a transaction and are strategically excellent. They walked us through the process really well and the work they did was flawless. ”

- client quote in *Chambers USA 2016: America's Leading Lawyers for Business*



Our M&A practice organizes our deal teams to provide a practical and cost-conscious approach that leverages our breadth of experience. We have a fully dedicated team of more than 30 M&A lawyers, plus additional transactional support from subject matter attorneys across multiple practices. Many of our attorneys are former C-level executives, former in-house counsel or joined Smith Anderson after practicing with prestigious global law firms.

Management teams and general counsels choose Smith Anderson for our willingness and ability to immerse ourselves into their businesses and to dovetail efficiently with their internal deal teams. We are relationship-driven and pride ourselves on loyalty, reliability and responsiveness.

We are regularly involved in transactions aggregating over \$4 billion in value annually, ranging from technology exits to private equity roll-ups to public company strategic acquisitions and dispositions. We take particular pride in having become trusted advisors to some of the Research Triangle region's most prominent companies through working together across multiple transactions over many years, including in many major and formative transactions that have helped shape the region and its economy.

## Representative Transactions

Our deep industry knowledge and experience serving public and private companies is demonstrated through our representative transactions across many sectors, including **Pharma & Pharma Services**, **Technology**, **Manufacturing & Distribution**, **Food & Beverage** and **others**.

**Quintiles Transnational Holdings Inc.**  
merger with  
IMS Health  
Holdings, Inc.  
\$17.6 Billion

**Tekelec Global, Inc.**  
acquisition by  
Oracle Corporation, Inc.  
\$1.3 Billion

**General Parts International, Inc.**  
merger with  
Advanced Auto Parts, Inc.  
\$2.04 Billion

**SciQuest, Inc.**  
acquisition by  
Accel-KKR  
\$509 Million

**Chiesi USA, Inc. and Chiesi Farmaceutici S.p.A.**  
acquisition of product  
rights from  
The Medicines Company  
\$794 Million

**LipoScience, Inc.**  
merger with  
Laboratory Corporation of  
America Holdings  
(LabCorp)  
\$85.3 Million

**Cornerstone Therapeutics Inc.**  
acquisition of  
EKR Therapeutics, Inc.  
\$150 Million

**Martin Marietta Materials, Inc.**  
sale of  
California cement  
plant assets  
\$420 Million

**Primo Water Corp.**  
acquisition of  
Glacier Water  
Services, Inc.  
\$263 Million

**Quintiles Transnational Holdings Inc.**  
acquisition of  
Novella Clinical Inc.  
\$179 Million

**First Citizens BancShares, Inc.**  
acquisition of  
First Citizens  
Bancorporation, Inc.

**TrialCard Incorporated**  
acquisition by  
Excellere Partners

**Epic Games, Inc.**  
sale of  
“Gears of War”  
to Microsoft Corporation

**Pepsi Bottling Ventures LLC**  
sale of franchise assets  
to Pepsi-Cola Bottling  
Company of  
New York, Inc.

**MBM Corporation**  
acquisition by  
McLane Company, Inc.,  
a subsidiary of  
Berkshire Hathaway

**Ateb, Inc.**  
acquisition by  
Omniceil, Inc.

**Machine & Welding Supply Company**  
merger with  
Arcet Equipment  
Company

**Direct Travel**  
acquisition of multiple  
corporate travel  
management companies

**Chiltern**  
acquisition of  
Ockham Development  
Group, Inc.

**Clinipace, Inc.**  
U.S. counsel  
in multiple  
cross-border acquisitions

**Client Service Culture** is a hallmark of our firm and of our M&A practice. In addition to accessibility and responsiveness, our team strives for efficiency. We use a proprietary knowledge management database to provide ready access to firm resources and to support development of project budgets based on real experience in similar transactions. Our systems and processes support project management, enabling real-time fee monitoring and reporting at the functional level. To us, this is all part of being a member of your team.



We are honored that **BTI Consulting Group** ranked Smith Anderson for the second consecutive year as one of the nation's top law firms for client service excellence in the 2016 and 2017 BTI Client Service A-Team guides. The BTI Client Service A-Team is the only law firm ranking based solely on direct, unprompted feedback from corporate counsel.

## Local Knowledge with Global Reach

Approximately half of our M&A lawyers joined Smith Anderson from some of the most prestigious law firms in the world.

Andrews Kurth **New York**  
Blank Rome **Philadelphia**  
Cravath, Swaine & Moore **New York**  
Dechert **London**  
Freshfields **Frankfurt & London**  
Goodwin **Boston**  
K&L Gates **Raleigh**  
Kilpatrick Townsend **Raleigh**  
King & Spalding **New York**

Mayer Brown **New York, Chicago & Charlotte**  
McGuireWoods **Washington, DC & Charlottesville**  
O'Melveny & Myers **Los Angeles**  
Paul Hastings **San Diego**  
Paul Weiss **Tokyo**  
Sidley Austin **Chicago**  
Thelen Reid & Priest **New York**  
Vinson & Elkins **New York**  
White & Case **Los Angeles & New York**

## Mergers & Acquisitions Rankings



*Chambers USA* continually awards Smith Anderson's Corporate/Mergers & Acquisitions practice with its highest ranking. Our Mergers and Acquisitions team is one of only three in North Carolina to be rated "Band 1" in the 2016 guide, and we have more lawyers recognized as leading practitioners in this area than any other North Carolina-based law firm.



"Best Law Firms" bestowed a Metropolitan Tier 1 rating, the highest rating available, on our firm's Mergers & Acquisitions practice. The 2017 guide also recognizes Smith Anderson as a leading firm in 38 practice categories.



Eleven Smith Anderson Mergers & Acquisitions attorneys were selected for inclusion in *The Best Lawyers in America*®. Additionally, a total of 62 Smith Anderson lawyers were recognized in the 2017 guide.



Smith Anderson has grown to become the largest business and litigation law firm headquartered in the world-renowned Research Triangle region and one of the largest in North Carolina. We provide a full range of legal services to a diverse and dynamic group of regional, national and international companies. Over a century of practicing law has grounded our firm's culture, informed our perspective and provided us the insight necessary to help our clients succeed.





Smith, Anderson, Blount, Dorsett, Mitchell & Jernigan, L.L.P.

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