



Alex S Kaufman

Partner, Corporate Department
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Alex S. Kaufman is a partner in the Private Equity practice of Paul Hastings and is based in the firm's Palo Alto office. Mr. Kaufman advises private equity funds and standalone technology companies on mergers and acquisitions transactions, including leveraged buyouts, growth equity investments, and divestitures, with an emphasis on the software and technology sectors. His clients have included many of the leading technology-focused buyout and growth equity funds in the Bay Area. Mr. Kaufman also serves as U.S. counsel to numerous Israeli technology companies.

Mr. Kaufman graduated, with honors, from the Emory University School of Law, where he served as senior editor of the *Emory International Law Review*, president of the Jewish Law Students Association, and senior advisor to the Federalist Society. He earned his bachelor's degree from the University of Pennsylvania.

Recent Representations

- Francisco Partners and eSolutions, Inc. in eSolutions' acquisition of Dorado Systems, Inc., a healthcare IT provider.
- SoftBank Group Capital Limited and SoftBank Vision Fund in the \$7.7 billion investment in Uber Technologies, Inc., the most highly valued private venture-backed company in the world and the leading operator in the ride sharing space, via a combination of primary capital and secondary investment via third-party tender offer.
- SoftBank Group Capital Limited and SoftBank Vision Fund in connection with over \$5 billion of investments in WeWork Companies Inc., the leading provider of shared workspaces and one of the most highly valued private venture-backed companies in the world.
- SoftBank Group Capital Limited and SoftBank Vision Fund in the \$1 billion investment in Fanatics Holdings, Inc., the leading online retailer of professional and collegiate sports apparel, merchandise and memorabilia, and in its parent company, Kynetic LLC, via a combination of primary capital and secondary

Palo Alto

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Admissions

California Bar
New York Bar

Education

Emory University School of Law, J.D. 2007
University of Pennsylvania, B.A. 2003

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investment.

- SoftBank Group Capital Limited and SoftBank Vision Fund in investments in Fair Financial Corp.
- HighRadius Corporation in its \$50 million Series A Preferred Stock financing with Susquehanna Growth Equity (and related self-tender offer) and in its \$10 million Series A-1 Preferred Stock financing.
- Francisco Partners and eSolutions, Inc. in eSolutions' acquisition of RemitDATA, Inc., an integrated receivables platform.
- Francisco Partners and HealthcareSource HR, Inc. in HealthcareSource's acquisition of the Centricity Contingent Staffing business, a SaaS-based healthcare staffing product, from GE Healthcare.
- Cal Sheets LLC, a Northern California corrugator and sheet provider, and related unaffiliated box sellers, in a rollup sale to Lindsay Goldberg for \$250 million.
- Mozilla Corporation in its acquisition of Read It Later, Inc., a content storage application, representing the first strategic acquisition for Mozilla.
- DFINE, Inc., a venture-backed medical device manufacturer, in its sale to Merit Medical Systems, Inc. (NASDAQ:MMSI) for \$97.5 million.
- ShopperTrak RCT Corporation, the leading global provider of retail data analytics, in its sale to Tyco International for \$175 million .
- Francisco Partners and Aesynt Incorporated, a provider of automated medication management systems, in the sale of Aesynt to Omnicell, Inc., in a transaction valued at \$275 million.
- Sumeru Equity Partners (formerly Silver Lake Sumeru) in its acquisition of Cybera, Inc., a leading provider of secure virtual application networks .
- TA Associates and Idera Inc. in Idera's acquisition of Embarcadero Technologies, a developer of advanced software tools for application developers and database professionals, from Thoma Bravo.
- Carvana Group, LLC, an online vehicle marketplace, in connection with its growth equity financing, led by Guggenheim Partners, which valued the company in excess of \$500 million.
- Accel Growth Partners and Technology Crossover Ventures as lead investors in the leveraged recapitalization of California Product Shop, Inc. (d/b/a GoFundMe.com), the leading platform for personal milestone fundraising and crowdfunding, which resulted in Accel, TCV, and four additional institutional investors acquiring control of the company at a valuation in excess of \$500 million.
- Francisco Partners in its acquisition of ShoreGroup, Inc., a provider of software and managed services for supporting the infrastructure of information technology networks (responsible for all aspects of the acquisition, including

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drafting and negotiations). This transaction was featured in the June 5, 2015 edition of TheDeal.com.

- Francisco Partners in its acquisition of Clicksoftware Technologies Ltd. (NASDAQ: CKSW), an Israel-based software company that offers automated mobile workforce management and service optimization solutions for enterprise and small businesses, for \$438 million.
- Francisco Partners in its acquisition of HealthcareSource HR Inc., the leading provider of cloud-based talent and learning management software for the healthcare provider industry.
- Francisco Partners in its acquisition of eSolutions, Inc., an enterprise software suite for improving revenue cycle management in the healthcare reimbursement industry (responsible for all aspects of the acquisition, including drafting and negotiations).
- Francisco Partners and eSolutions, Inc. in eSolutions' acquisition of ClaimRemedi, an online claims clearinghouse with patient billing, eligibility verification and payment processing capabilities.
- TA Associates in its acquisition of Idera Inc., a provider of application and server management software.
- TA Associates in its acquisition of Bomgar Corporation, a leading provider of enterprise remote support software.
- Silver Lake Sumeru in its acquisition of BlackLine Systems, a leading provider of financial close software.
- Silver Lake Sumeru in its financing of Opera Solutions, a "big data" analytics company.
- Silver Lake Sumeru as a significant shareholder in the sale of PrimeSense, an Israeli 3D sensing company, to Apple Inc., for \$360 million. PrimeSense was best known for licensing the hardware design and chip used in Microsoft's Kinect motion-sensing system for the Xbox 360.
- HGGC and Hollander in Hollander's acquisition of Louisville Bedding Company.
- HGGC in negotiating employment and executive compensation arrangements with C-level executives of various portfolio companies.
- Accel Partners and The Carlyle Group in evaluating strategic alternatives for OzForex Group Limited, which resulted in the second largest IPO on the Australian Stock Exchange in 2013 (responsible for overseeing all aspects of the sale process and coordinating Australian counsel).
- Clark & Wamberg in its sale of Stratford360, a customized benefit plan consultancy, to Aon plc.
- Sequoia Capital in its growth equity investment in Prosper Marketplace, a peer-to-peer lending forum.
- Vivek Ramaswamy (founder and CEO) in the formation and initial financing of

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Valor Biotechnology, a startup backed by financial and strategic investors (at nearly \$100 million, the initial financing represented one of the largest ever first rounds in the biotechnology sector).

- ARYZTA AG (publicly traded in Dublin and Zurich) in its \$700 million acquisition of Cloverhill Bakery.
- Silver Lake Partners in its minority investment in William Morris Endeavor Entertainment.
- Silver Lake Partners in its unsuccessful bid (along with Alibaba and Microsoft) to acquire Yahoo! Inc. (NASDAQ:YHOO).
- Hellman & Freidman in its \$3.9 billion acquisition of Pharmaceutical Product Development (NYSE:PPDI) (with The Carlyle Group), the third largest take-private of 2011 (featured in *The American Lawyer*, December 2011).
- Hellman & Friedman and Datatel in Datatel's acquisition of SunGard Higher Education, a leading provider of software solutions to manage student records, for \$1.775 billion.

Hedge Funds

- Elliott Management in its debt and equity financing of Relativity Media, to finance the development, production, and distribution of a slate of major motion pictures to be distributed by Universal Studios.
- Eos Partners, Avenue Capital Partners, and other credit-focused hedge funds in negotiating and closing over one hundred LSTA and LMA distressed and par syndicated loan transactions.
- Contrarian Capital Partners in a tender offer for LP interests representing litigation claims against the Refco estate.
- The Rock Creek Group, a fund of funds, in reviewing private placement memoranda of, and performing due diligence on, over fifty hedge funds.
- Managed a team of six associates negotiating hundreds of confidentiality agreements for hedge fund clients, mostly with respect to distressed debt transactions and minority equity investments.

Restructuring Matters

- Lehman Brothers Treasury Co. BV, the largest creditor in the Lehman Brothers bankruptcy, and an ad hoc committee of Lehman creditors, in connection with various ISDA valuation issues.
- The Official Committee of Unsecured Creditors of Chrysler LLC in its Chapter 11 sale to Fiat.
- Deloitte in acquiring BearingPoint's public services division out of bankruptcy for \$350 million (recognized by M&A Advisor as the Upper Middle-Market Deal of the Year and as the Professional Services Deal of the Year in 2009).

Public M&A

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- General Maritime Corporation (NYSE:GMR) in its \$1.1 billion stock-for-stock merger with Arlington Tankers Ltd. (NYSE:ATB) (recognized by M&A Advisor as the Industrial Manufacturing/Distribution Deal of the Year in 2009).
- Vishay Intertechnology (NYSE:VSH) in its spin-off of Vishay Precision Group (NYSE:VPG).

Accolades and Recognitions

- Recognized as a leading private equity lawyer by IFLR1000

Education

- Emory University School of Law, J.D., 2007
- University of Pennsylvania, B.A., 2003

News

August 19, 2019

Paul Hastings Continues Corporate Growth Hot Streak, Adding Prominent Capital Markets Partner in Los Angeles

August 08, 2019

Paul Hastings' Leading Latin America Practice Welcomes Preeminent M&A/Capital Markets Team in São Paulo

July 17, 2019

Private Equity Growth Continues at Paul Hastings with Hire of Transatlantic Team in London and Washington D.C.

May 02, 2019

Paul Hastings Global Derivatives Push Advances

March 05, 2019

Private Equity Push, Silicon Valley Surge Continue for Paul Hastings with Addition of PE Partner, Co-Chair of Israel Practice

Insights

May 13, 2019

Private Equity in Silicon Valley: Healthy Activity Amid New Concerns to Navigate