

CONTENTS

Roddy Bailey <i>Partner, Miller & Martin PLLC</i> <i>ACHIEVING THE CLIENT'S GOALS IN A VC COMPANY M&A EVENT</i>	7
David H. Sands <i>Partner, Sheppard, Mullin, Richter & Hampton LLP</i> <i>STRATEGIES LEADING TO SUCCESSFUL ACQUISITIONS</i>	21
John J. Sabl <i>Partner, Sidley Austin LLP</i> <i>SUCCESSFUL M&A FOR VENTURE PORTFOLIO COMPANIES</i>	47
Brentley M. Bullock <i>Partner, Perkins Coie LLP</i> <i>ACHIEVING A SUCCESSFUL M&A EXIT</i>	69
William N. Gerson <i>Attorney, Townsend and Townsend and Crew LLP</i> <i>INTELLECTUAL PROPERTY AND ITS VALUE IN AN M&A TRANSACTION</i>	89
Susan C. Alker <i>Partner, Reed Smith LLP</i> <i>EXPLORING FINANCING OPTIONS FOR M&A DEALS</i>	105
Zack Z. Dong <i>Partner, Baker & Daniels LLP</i> <i>INVESTING IN CHINA: UNDERSTANDING OVERSEAS ACQUISITION STRATEGIES AND RISKS</i>	125

Lisa Read Blanco <i>Partner, King & Spalding LLP</i> <i>SETTING THE STAGE FOR A SUCCESSFUL</i> <i>M&A EXIT TRANSACTION</i>	141
Arthur Dudley II <i>Shareholder, Butzel Long</i> <i>STRATEGIES AND STRUCTURES FOR PRIVATE</i> <i>EQUITY/VENTURE CAPITAL M&A DEALS</i>	155
Appendices	175

APPENDICES

Appendix A: Guidelines for Protecting Trade Secrets of California VC Portfolio Companies	176
Appendix B: Sample Term Sheet for Bank Financing	179
Appendix C: Checklist for an Acquisition Financing	187
Appendix D: Provisions on Mergers and Acquisitions of Domestic Enterprises by Foreign Investors	190
Appendix E: Form Letter of Intent	213
Appendix F: Amended and Restated Certificate of Incorporation of ABC Pharmaceuticals Company	228
Appendix G: ABC Pharmaceuticals Company Series A Preferred Stock Purchase Agreement	249