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LEGAL AWARDS
2023



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Tech Industry Advisory Team
of the Year Finalist:

LATHAM & WATKINS

Latham & Watkins is a finalist for the California Legal Awards' Tech Industry Advisory Team of the Year.

The firm spoke to The Recorder about the firm's biggest corporate wins of last year.

Answers have been edited for length and clarity.

What are some of your team's most significant achievements in the past year, and why?

Latham has built incredible momentum over the past several years, coming to outpace traditional Bay Area "tech firms" across the board. After a record year for dealmaking



Latham's San Francisco office

in 2021, with Latham advising on one in every three tech IPOs, the years following brought new challenges for technology clients. Clients look to Latham as a business partner and a trusted adviser that comprehensively understands the market landscape, can see around the corner, and helps solve tough commercial problems.

Among its most significant achievements in the past year, Latham led internal and external firm initiatives to scale its global tech platform to meet clients' needs—allowing them to move more nimbly and strategically. Latham's technology group, branded around LathamTech, operationalizes



high-tech execution both globally and locally, providing clients across geographies and industries enhanced access to innovative resources that are key to helping technology companies scale and face novel legal challenges around the globe. Founders and early investors have long tapped Latham's globally top-ranked corporate practices to take their companies public, or represent them in block-

buster M&A transactions. Many now access the Latham platform much earlier, through our robust and growing emerging companies practice, as well.

Beyond the multiple pending initial public offerings for leading tech companies that remain in confidential status with the U.S. Securities and Exchange Commission, Latham advised active buy-side M&A clients on both deals and overall strategy, including advising Cerner on its \$28.3 billion acquisition by Oracle, AMD on its \$35 billion acquisition of Xilinx, and Viasat on its \$7.3 billion acquisition of Inmarsat. Latham also advised on large sell-side deals, such as the \$6.5 billion take-private of New Relic by Francisco Partners and TPG.

In an increasingly sophisticated market for legal services, what does it take to become a trusted corporate lawyer in Northern California?

Agility, responsiveness, and scale. Scrappy startups, established public companies, and clients at every stage in between require trusted advisers who can meet their unique needs and ambitions. At Latham, we leverage our unrivaled global platform and deep industry experience to navigate technology's evolving complexities and opportunities, deftly guiding clients through the legal and commercial challenges at every step on the path to achieving their

goals. Our market-leading capabilities support clients' entire lifecycles, from startup to IPO, to life as a public or private company, including M&A and financing.

Look to any major tech hub, trend, or turning point in the past two years and you will see Latham guiding the deals that shaped the market. As rapid innovation continues to accelerate the adoption of new technologies and disrupts industries, from healthcare to financial services, Latham nimbly scales to meet the tech clients' ambitions—from the earliest stages of company formation and financing to transactions that changed the landscape.

Where we make the most impact for tech clients is our ability to meet their needs across the legal spectrum, advising on any type of transaction they are looking to complete and addressing any regulatory issue or litigation they may face. The elements of Latham's comprehensive offering to tech companies have long existed within the firm but now come together to place it at the forefront of the industry, one of a handful of elite tech-focused law firms in California. As our visionary clients traverse uncharted territory, we serve as their experienced guides, collaborating to find innovative solutions at any stage, in any industry, in any location.

Are there any types of corporate work where you're seeing increased demand? If so, what types?

As artificial intelligence's rapid global development transforms industries worldwide, Latham maintains a leading position amid this unprecedented growth. Recently, we have guided industry leaders on all aspects of the AI space, including developing AI products from the ground up, incorporating AI into all facets of their businesses, and negotiating AI-focused deals. Our AI Task Force both advises clients on the external landscape and guides the firm on its internal practices, engaging in cutting edge work for companies including OpenAI and Anthropic.

We are building the playbooks for leading companies and startups alike to guide their AI strategies to fuel growth in ways that limit exposure and maximize tactical advantage through positioning, licenses, acquisitions, and otherwise — freeing key stakeholders to focus on running and growing their core businesses.