Holland & Hart



PRACTICES

Intellectual Property
Emerging Companies
IP and Technology Transactions
International Services
Cross-Border Transactions

INDUSTRIES

Technology
Aerospace and Defense
Data Centers

EDUCATION

American University, Washington College of Law, J.D., 1997

Syracuse University, B.A., 1994
magna cum laude

BAR ADMISSIONS

Colorado

Matthew Cavarra

Partner

555 17th Street, Suite 3200, Denver, CO 80202

P 303.295.8169

mncavarra@hollandhart.com

Matthew is a business-savvy, strategic advisor to multinational and emerging companies navigating mission-critical transactions involving technology and intellectual property assets.

Matthew's objective is to help clients, from multi-national to emerging growth entities, to capitalize on growth-focused transactions involving the development, commercialization, and acquisition of technology assets, domestically and internationally. By counseling clients to identify their goals and recognize risks, he crafts agreements and transactional processes that maximize competitive advantage, at same time as managing risk to acceptable tolerances.

He provides sage counsel on enterprise-critical opportunities that can make or break a company, with awareness of the effects transactions can have on equity holders.

Having served as lead counsel for the international business of a publicly-traded, multinational, technology solution provider, Matthew understands the challenges, sensitivities, and internal dynamics required to work with clients in order to establish contracting processes that deliver global efficiencies while mitigating the risks of multifaceted business. He structures complex commercial agreements that forge long-term relationships for clients, including sophisticated, multi-faceted licensing and procurement agreements, strategic alliances, and outsourcing arrangements, frequently involving international service providers and intellectual property. He also works with clients to restructure commercial arrangements and proactively handle disputes if a working relationship goes awry.

Clients appreciate his highly-responsive, practical approach and deep expertise in the technology, aerospace, data centers, software, and communications industries. As former in-house counsel for two global technology companies, Matthew keenly understands clients' need for solutions that deliver efficiencies.

In addition to managing a thriving practice, Matthew co-leads the firm's Technology Industry Group.

Before joining the firm, Matthew served as Vice President, General Counsel & Corporate Development of IQNavigator, a market-leading SaaS company. He also served as VP and Chief Counsel for the Global Software & Services Division of CSG International, a customer care and

billing solutions provider.

EXPERIENCE

Information Technology Agreements

- Outsourcing Agreements
- Technology Agreements related to SaaS Platforms and Hosted Software Offerings
- Intellectual Property Licenses
- Joint Development Agreements
- Intellectual Property Assignments

Commercial Agreements

- Global Sourcing and Supply Agreements
- Sales and Revenue Terms and Conditions
- Strategic Alliance Agreements
- Technology Development Agreements
- Professional Services Agreements
- Distribution and Reseller Agreements
- Sponsorship and Marketing Agreements

CLIENT RESULTS

Technology

Represented defense and aerospace contracting company in international patent license and settlement for mission critical spacecraft and launch components.

Negotiated equipment purchase, software licensing, and professional services agreement for $300 million of data storage equipment and related services on behalf of large telecommunication services provider.

Drafted terms and conditions for global affiliate e-commerce platform legal terms with sellers, marketers, and users in over 140 jurisdictions.

International & Cross-Border

Prepared platform rollout for leading online international (i.e., non-U.S.) marketplace, and prepared baseline templates for efficient contracting of alliances, services, and online sales in more than 30 countries.

Represented U.S. unmanned aerial systems client in exclusive technology license of drone and predictive software technology utilized to survey, manage, and maintain energy grids.

Successfully asserted and resolved rights of company with exclusive U.S. distribution and supply agreement of products manufactured by global leader in animal health products.

Aerospace & Defense

Advised one of the nation's largest aerospace and defense contractor on multifaceted “Culture of Innovation” initiative to highlight and enhance company's decades of innovations, to include enhancement of IP policies and protections, development of executive IP committee, inventor recognition programs, and marketing initiatives.

On behalf of client developing space stations for NASA and commercial purposes, prepared templates of master teaming agreement and standard terms and conditions for global procurement of goods and services.

Helped structure and negotiate strategic alliance between Space Foundation and Aerospace for collaborative effort relating to SWF2030 in order to enhance the space workforce to build a stronger, more vibrant and inclusive workforce within the space industry.

Successfully negotiated teaming and subcontracting agreements on behalf of clients to pursue government contract for the sale of Counter-Unmanned Aerial Vehicle systems.

Energy and Resources

Secured patent rights to operational critical hydrothermal cleanup and treatment technology on behalf feedstock and renewable biofuel plant owner.

Advise and help draft technology license and confidentiality agreement between and among joint venturers' of largest copper, gold, and silver mine in the world.

Prepared and successfully negotiated platform license and services agreement for business critical components on behalf of leading drilling services and technology provider.

Prepared draft agreement for SCADA System acquisition and procurement in conjunction with Fortune 200 energy provider's request for proposals (RFP), and helped client down-select and finalize definitive agreement for acquisition and operation of the SCADA System.

Data Centers

Drafted and negotiated global supply and procurement agreements for rapidly-growing, world leading multi-national data center service provider with nearly $1 Trillion in revenues through its provisioning in technology and business solutions.

Developed processes, and prepared standard sales agreements, for new global offering for one of the worlds largest data storage solution providers.

SPEAKING ENGAGEMENTS

"Navigate IP to Maximize Business Innovation and Economic Growth," Moderator, *NREL's Camp Cleantech*, August 13, 2023

"Lessons Learned from a Global Launch: A Tech Firm's Unique Launch into STaaS Global Markets," *World Trade Day*, May 19, 2023

"Blunt Marketing: Practical Considerations for Promoting Marijuana and Hemp," *Cannabis Higher Learning: Your Legal Roadmap*, April 19, 2022

"The Russia – Ukraine Conflict: Managing Risk in Uncertain Times," *Holland & Hart Webinar*, March 2, 2022

"IP Issues for Healthcare Entities," Speaker, *Holland & Hart Webinar*, August 2014

"When the Customer Turns Investor: Keys to Managing Board, Investor and Operational Relationships When Traditional Roles Change," Panelist, *Colorado Technology Association*, February 28, 2013

RECOGNITION

- BTI Client Service All-Star, 2018

PROFESSIONAL AND CIVIC AFFILIATIONS

- Space Foundation, Board Legal Counsel
- Congressional Medal of Honor Society, Board Legal Counsel
- American Bar Association, Member
- Colorado Bar Association, Member
- Denver Bar Association, Member