

Alan Bickerstaff



Partner

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Alan Bickerstaff is a Corporate and Securities partner who focuses on representing entrepreneurs and public and private emerging growth companies on formation, operations and corporate governance matters; securities law reporting and compliance matters; private equity and venture capital financings; public offerings and mergers and acquisitions.

Alan represents companies in a wide variety of industries, including the software, internet, energy, semiconductor, renewable energy, clean technology, life sciences, and telecommunications industries.

Alan has also represented numerous institutional investors in venture capital financings and private equity transactions as well as underwriters in various public securities offerings.

Alan joined the firm from Wilson Sonsini Goodrich & Rosati.

REPRESENTATIVE EXPERIENCE

- Representation of companies, venture capitalists and private equity sponsors in raising over \$600 million in capital in more than 150 venture capital and private equity financings
- Representation of companies and underwriters in raising over \$2 billion in capital through initial public offerings, public equity and debt offerings and Rule 144A transactions
- Representation of acquirers and targets in over \$2 billion of public and private company merger and acquisition transactions
- Representation of wireless telecommunications company in its acquisition of a competitor and simultaneous \$40 million financing
- Representation of a wireless telecommunications switch provider, in its acquisition by Alcatel for approximately \$300 million
- Representation of a public biotechnology company in its \$30 million registered direct offering of common stock
- Representation of investors in a \$30 million financing of a start-up company that purchased wireless spectrum in an FCC auction
- Representation of acquirer in its \$30 million acquisition of a biodiesel manufacturing facility
- Representation of a telecommunications applications software company in its \$21 million Series B Financing and its \$20 million Series C Financing

INDUSTRIES

Alternative Energy
Biofuels
Biotechnology, Life Sciences and Medical Devices
Clean Technology
Energy
Finance
Internet/E-Commerce
Private Equity
Software/Electrical
Solar Energy
Technology
Technology and Emerging Companies
Venture Capital
Wind Energy

PRACTICES

Capital Markets
Corporate
Governance
Initial Public Offerings (IPO)
Mergers and Acquisitions
Private Equity
Securities
Technology and Emerging Companies
Venture Capital

EDUCATION

JD, 1996, The University of Texas School of Law, *The Texas Journal of Business Law*, Articles Editor and Co-Editor-in-Chief
BBA, 1993, *cum laude*, Finance, University of North Texas

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- Representation of a fabless semiconductor company, in its \$22 million Series A Financing and in its \$25 million Series B Financing
- Representation of investors in a \$22 million Series E Financing of a wireless telecommunications company
- Representation of oilfield services company in its \$100 million acquisition of a logistics company
- Representation of drilling tools and services company in its \$30 million acquisition of a drilling services company
- Representation of oilfield services company in its \$215 million acquisition of an offshore drilling platform services company

ADMISSIONS

Texas 1996

PUBLICATIONS

- SEC Adopts Revised Net Worth Standard for Accredited Investors (January 12, 2012)
- Recent Ruling Allows a Shareholder Lawsuit to Proceed After a Negative Say-on-Pay Vote: Quirk or Harbinger? (October 6, 2011)
- DC Circuit's Proxy Access Decision to Stand, but SEC to Allow "Private Ordering" of Proxy Access (September 20, 2011)
- Oil and Gas Companies Should Expect Increased SEC Scrutiny of Operations and Reserves (September 6, 2011)
- SEC Replaces Credit Ratings with New Wide Market Following Test for Shelf Registration Statement Eligibility (September 1, 2011)
- PCAOB Floats Possibility of Mandatory Audit Firm Rotation *Financial Fraud Report (January 2012)* (August 31, 2011)
- DC Circuit Panel Vacates Proxy Access Rule (July 28, 2011)
- PCAOB Considers Changes to Standards for Auditors' Reports on Audited Financial Statements *Financial Fraud Report (November/December 2011)* (July 6, 2011)
- SEC Proposes Rules for Compensation Committees and Compensation Advisers (April 21, 2011)
- "An Introduction To Cellulosic Biofuel Waiver Credits" *Law360, The Newswire for Business Lawyers* (June 2, 2010)
- EPA Issues New Renewable Fuels Standard (February 12, 2010)
- "Stimulus Bill Opportunities: Solar, Efficiency and Their Convergence" (May 14, 2009)
- "An Entrepreneur's Guide to Venture Capital Financing Terms," ANALYZING VC DEAL TERMS, Aspatore (2008)

BRIEFINGS, SEMINARS & SPEECHES

- "Funding Your Start-Up," presented at RISE, Austin, Texas (March 9, 2011)
- 23rd NREL Industry Growth Forum (October 19, 2010)
- ATC/RISE RAVE 3.0 (June 29, 2010)

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- "Unique Considerations When Forming a Clean Tech Venture," (with Matt Lyons) presented at RISE, Austin, Texas (March 5, 2010)
- "Funding Alternatives in the Current Economic Environment," presented at RISE, Austin, Texas (March 2, 2010)
- "*Raising Capital: Term Sheets, PPMs and Stock Purchase Agreements*," presented at National Council of Entrepreneurial Tech Transfer *Researcher Commercialization Course Webinar*, 2009
- "*Current Carbon Emissions and Climate Change Disclosure Obligations*," presented at Clean Energy Venture Summit, Austin, December 2, 2008
- "*An Entrepreneur's Guide to Venture Capital Financing Terms*," presented at Rice Alliance Technology Entrepreneurship Workshop, Houston, 2008
- "*Negotiating Angel/Venture Capital Term Sheets and Purchase Agreements*," presented with Andy Tucker and Jonathan Aberman at National Council of Entrepreneurial Tech Transfer *Lab 2 IPO Webinar*, 2008
- "*Corporate Governance Update*," presented at Bowne Corporate and Securities Law Update, Austin, 2008
- Judge, *Rice University Business Plan Competition*, Rice University, 2008
- Judge, UT MBA Business Plan Competition, 2005
- Guest Lecturer, *Entrepreneurial Management*, The University of Texas McCombs School of Business, 2004

AFFILIATIONS

State Bar of Texas, Business Law Section

Rice Alliance Advisory Board (2007 - Present)

- IT/Web 2.0 Advisory Board
- Energy and Clean Technology Advisory Board
- Life Sciences Advisory Board

IN THE NEWS

- "Law Firm Targets Venture-Capital Seekers With Legal "Start-Up" Package" article by Erin Geiger Smith
- "Advice to Start-Ups: Get a Lawyer!" article by Erin Geiger Smith
- "Andrews Kurth Offers Fixed-Fee Startup Package" blog post by *Texas Lawyer*
- "Andrews Kurth Launches Fixed Fee Start-Up Package for Legal Services" blog post by Thom Singer
- "Law Firm, Andrews Kurth Offers Startup Package" blog post by Alan Weinkrantz

PRESS RELEASES

- Andrews Kurth Launches Start-Up Organization Package (January 28, 2010)
- Alan Bickerstaff Joins Andrews Kurth in Austin (March 21, 2007)