

Snell & Wilmer



Angela L. Perez

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Main Bio

Angela Perez is a transactional attorney whose practice is concentrated in corporate and securities. In addition to providing day-to-day corporate counseling and strategic advice to her clients, Angela regularly handles a variety of major business transactions, including mergers and acquisitions, venture capital financings, strategic collaborations and commercial transactions.

Angela is the co-chair of Snell & Wilmer's Life Science and Medical Technology Industry Group. She has extensive experience in representing biotechnology, life science, medical technology and pharmaceutical companies, including those developing and marketing drugs, diagnostics, medical devices, laboratory tests and genetic tests. As such, Angela commonly drafts and negotiates commercial agreements involving testing; sponsored research; clinical trials; clinical supply; manufacturing; licensing; joint development; and other collaborative arrangements.

Angela also has significant experience representing companies in a wide variety of industries in matters relating to supply chain management. She counsels many companies with their domestic and international supply chain needs and supports clients in establishing strong contractual relationships and strategic partnering arrangements with their vendors and customers. Angela routinely structures and negotiates complex commercial transactions involving acquisition of raw materials, components, goods and services; supply and manufacturing; disposition of assets; intellectual property development and licensing; logistics and warehousing; risk management; boilerplate form development, design and web-based implementation; sales, reseller and distribution agreements; and professional services.

Representative Transactions

Mergers and Acquisitions

- Represented a public company in its \$52 million sale of an energy services subsidiary to another public company
- Represented a publicly held OTC drug manufacturer in its \$85 million sale to a private equity group
- Represented a publicly held provider of digital power and motion control systems in its acquisition of the assets of a wireless radio remote control manufacturer
- Represented a processed food manufacturer in its sale of intellectual property and subsequent merger with a subsidiary of a foreign entity
- Represented a biotechnology company in its acquisition of a specialized division of a public company
- Represented a drug development company in its \$37 million sale to a publicly held pharmaceutical

company

- Represented a biotechnology research tools manufacturer and service provider in its sale to a world-leader in science services
- Represented an agricultural technology company in the formation of a joint venture with a French company
- Represented a medical device manufacturer in its acquisition of intellectual property assets
- Served as special counsel to a Canadian corporation in its \$161 million acquisition of two Arizona companies

Venture Capital Transactions

- Represented a medical technology company in its Series C Preferred Stock financing
- Represented a biotechnology company in its Series A Preferred Stock financing
- Represented an online physician portal in multiple rounds of venture capital financing
- Represented a drug development company in a convertible debt offering
- Represented a sports medicine device manufacturer in multiple rounds of venture capital financing
- Represented a medical device manufacturer in its Series B Preferred Stock financing and subsequent bridge financing
- Represented a venture capital fund in several Series A Preferred Stock investments and follow-on financings
- Represented an accredited investor in the purchase of convertible debt of an emissions control technology manufacturer

Bioscience and Healthcare

- Represented numerous pharmaceutical and drug development companies, as well as contract laboratories, in the negotiation of clinical trial agreements
- Represented a research institute with respect to its participation in a nationwide project sponsored by the National Cancer Institute and National Institutes of Health and its negotiation and administration of material transfer agreements and related regulatory compliance
- Represented a foreign entity with regard to its establishment of a commercial tissue banking facility in the United States
- Represented a medical device component manufacturer in the negotiation of various manufacturing and tolling agreements
- Represented a clinical laboratory in the negotiation of various laboratory services agreements
- Coordinated with Arizona licensing authorities and oversaw health care licensing process for various hospitals and medical practices

Education

- University of Arizona College of Law (J.D., 2004)
- Harvard University (A.B., Biology, 2001)

Professional Memberships & Activities

- TechLaunch Arizona, Advisory Board (2012-present)

- Arizona BioIndustry Association (AzBio) (2005-present)
 - 2010 Southwest Bioscience Expo, Co-Chair
 - Award Selection Committee (2009-2010)
- Northern Arizona Center for Emerging Technologies, Mentor
- American Bar Association
- ASU Center for the Study of Law, Science and Technology, Former Research Fellow
- Greater Phoenix Leadership, Bioscience Task Force, Former Associate Director of Research
- Snell & Wilmer Ethics Committee (2011-2018)
- Snell & Wilmer Women's Initiative (2014-2018)

Representative Presentations & Publications

- "Advancing Biotech Innovation: The Ins and Outs of Collaboration Arrangements and Licensing Agreements," Co-Presenter, Arizona Health Lawyers Association (January 2016)
- "Leading Like a Lady – How to Shatter Your Inner Glass Ceiling," Moderator, Phoenix Chamber of Commerce Professional Women's Alliance, featuring Dr. Nadia Brown (July 2014)
- "Foreign Agreements – Key Legal Considerations in Structuring Global Supplier/Manufacturing/Sales Representative/Distribution Agreements," Presenter, Arizona Commerce Authority STEP Program (March 2014)
- "Vital Signs: How Healthy is Health Care," Moderator, Phoenix Chamber of Commerce Professional Women's Alliance, featuring Tess Burlison, Sandy Gibson and Elizabeth Acord Maribito (December 2013)
- "Becoming an Investor Ready Entrepreneur," Panelist, TechEdge Capital Conference (June 2012)
- "The Jobs Act," Presenter, BioIndustry Organization of Southern Arizona (April 2012)
- "Five Steps in Going Global," Presenter, International Business Forum of the Indo-American Chamber of Commerce (April 2011)

Professional Recognition & Awards

- Southwest Super Lawyers®, Rising Stars Edition, Business/Corporate (2014-2019)

Community Involvement

- Harvard Club of Phoenix
 - Board Member (2007-2014)
 - Early College Awareness Program, Co-Chair (2011-2014)
 - Events Chair (2008-2010)
 - Schools & Scholarships Committee (2006-present)
- Valley Leadership Institute, Class XXXII
- Lift Up America's Ambassadors of Compassion Program, Phoenix Liaison (2011-2012)
- Volleyball Festival
 - 2010 Alumnus of the Year
 - Alumni Association, Arizona Liaison

- Renaissance Girl Reception, Featured Speaker (2009-2011)
- Arizona Town Hall Recorder (Fall 2009)

Other Professional Experience

- Snell & Wilmer, Summer Associate, Phoenix and Tucson, Arizona
- Arizona Court of Appeals, Division Two, Intern to Hon. J. Philip Espinosa, Tucson, Arizona
- Superior Court of Arizona, Clerk to Hon. Karen Adam, Court Commissioner

Bar Admissions

- Arizona

Court Admissions

- Supreme Court of Arizona