



Matthew Cavarra

Partner

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Matthew works with clients to leverage technology, create key alliances; develop sales channels; address complex outsourcing relationships; negotiate multifaceted licensing and procurement agreements; facilitate research and development; and pursue valuable acquisitions both in the U.S. and internationally. Matthew also leads the firm's technology industry practice group.

Clients utilize Matthew's experience in the technology, aerospace, defense, software and communications industries to obtain and protect the inventions, brands, systems and networks critical to their success. His practical approach focuses on seizing growth opportunities, while appropriately managing risk in order to expand equity values.

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

PRACTICES

Outsourcing and Offshoring
 Government Contracts
 International Trade and Compliance
 Intellectual Property
 IT, Software and Technology
 Transactions
 Emerging Growth
 Privacy and Information Security
 Telecoms Transactions
 IP For Corporate/M&A

EDUCATION

American University, Washington College of Law, J.D., 1997
 Syracuse University, B.A., 1994
 magna cum laude

BAR ADMISSIONS

Colorado

EXPERIENCE

Industries

Matthew's experience in the aerospace, telecommunications, Internet, software as a service (SaaS), and multichannel video programming distributor industries includes negotiating licensing and outsourcing agreements around the globe. To negotiate and secure relationships on behalf of his clients, he has travelled to Australia, Brazil, Canada, Germany, India, Malaysia, Mexico, Singapore, and the United Kingdom.

Matthew brings his intellectual property and government contracting experience to clients to serve a broad range of industries including aerospace, defense, software, UAV technology, energy, and cybersecurity.

CLIENT RESULTS

Representative Matters

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

Joint development, branding and multi-year operations agreement for an online, mobile and brick & mortar retail optical sales platform between

nationally-recognized pharmacy and leading online vision product and service providers.

Master Outsourcing Agreement on behalf of international airline carrier for the replacement, hosting and outsourcing of reservation, ticketing and passenger tracking system.

International distributorship strategy, processes and agreements for major product brands.

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

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.

Stock sale of industry-leading SaaS staffing and spend management company.

Acquisition of cable and telecommunications billing software from, and a concomitant multi-million, multi-year outsourcing alliance with, leading provider of computer hardware, software and semi-conductors.

Divestiture of the client's software and services division, including leading diligence processes with various potential buyers and ultimate negotiation and drafting of definitive asset sale agreement.

PUBLICATIONS

"Strategies for Dealing with Critical Suppliers in Distress," *Holland & Hart News Update*, 05/12/2020

"DOJ Settlement Sets Forth Best Practices for Protecting Sensitive Data for Government Contractors and Information Technology Companies," *Holland & Hart News Update*, Co-Author, January 2018

"Considerations for Customers When Contemplating SaaS and Hosted Technology Solutions," *Holland & Hart News Update*, February 27, 2017

"International Sales Channel Agreements," *Holland & Hart News Update*, 1/21/2015

SPEAKING ENGAGEMENTS

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

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

RECOGNITION

- BTI Client Service All-Star, 2018

PROFESSIONAL AND CIVIC AFFILIATIONS

- American Bar Association, Member
- Colorado Bar Association, Member
- Denver Bar Association, Member