



## 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

Government Contracts  
Intellectual Property  
Emerging Companies  
IP and Technology Transactions  
Data Privacy and Information Security  
International Services  
Cross-Border Transactions

### INDUSTRIES

Technology  
Pet Care  
Aerospace and Defense

### 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 and 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*, May 12, 2020

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

## **SPEAKING ENGAGEMENTS**

"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," *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**

- 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