



# Michael P. Zanan

## Member

## Philadelphia

mzanan@cozen.com | (215) 665-6917

Michael focuses primarily on mergers and acquisitions, equity and debt financings, and venture capital transactions. He also advises public and private companies in a wide variety of industries on various corporate matters (including corporate finance, securities law compliance and corporate governance matters) and drafting and negotiating complex commercial contracts.

Michael earned undergraduate degrees in finance (with honors and high distinction) and pre-medicine (with distinction) from The Pennsylvania State University Schreyer Honors College, where he was a member of Phi Beta Kappa. He received his J.D. from the Villanova University School of Law and his M.B.A. from Villanova University, where he was a member of Phi Kappa Phi. While in law school, Michael served as associate editor of student works for the *Villanova Environmental Law Journal*.

Michael has been named a Pennsylvania "Rising Star" by Super Lawyers magazine since 2016, an honor given to the top 2.5 percent of attorneys in Pennsylvania who are 40 years old or younger or in practice for 10 years or less. Michael serves as vice-chairman of the Executive Committee of the Philadelphia Bar Association Business Law Section and has been honored by the Philadelphia Bar Association for his leadership and contributions as co-chairman of the Venture Capital and Private Equity Law Committee.

## Experience

Represented Genesis HealthCare, a provider of short-term post-acute, rehabilitation, skilled nursing, and long-term care services, in the sale of its assets and the transfer of operations of 15 skilled nursing health care facilities in Texas to Regency REIT, LLC, a New York City-based real estate investment trust, and its affiliated health care operator, Regency Integrated Health Services, LLC.

Represented Evolve IP, LLC, a Pennsylvania-based cloud computing company, in its purchase of the assets of Advanced Integrated Technologies, Inc., a cloud communications provider based in Minneapolis.

Represented Valley Forge Convention Center Partners, LP in its \$280 million sale of Pennsylvania-based Valley Forge Casino Resort to Boyd Gaming Corporation, an American gaming and hospitality company. This transaction drew on the experience of Cozen O'Connor's corporate, tax, real estate, litigation, and utility, environmental, and energy attorneys.

Represented Evolve IP, LLC, a Pennsylvania-based cloud computing company, in its purchase of 100 percent of the equity of The Voice Factory, Ltd., a UK-based cloud communications provider. The transaction drew on the experience of the firm's corporate, tax, litigation, and intellectual property attorneys.

Represented the Vetri Family of Restaurants in connection with its sale to Urban Outfitters Inc. (URBN). Following the sale, Vetri will lead a food and beverage division for the global lifestyle retailer, positioning the Vetri Family brands for national growth as part of the Urban Outfitters family.

Represented Health Consultants Incorporated in connection with its acquisition of the business of Norton Corrosion Limited, L.L.C., a provider of high-quality corrosion control products and engineering

## Practice Areas

- Business/Corporate
- Corporate
- Emerging Business & Venture Capital
- Private Equity

## Industry Sectors

- Venture Capital

## Education

- Villanova University School of Law, J.D., 2007
- Villanova University, M.B.A., 2007
- Pennsylvania State University, B.S., 2004

## Bar Admissions

- New Jersey
- Pennsylvania

## Affiliations

- Vice-Chairman, Executive Committee of the Philadelphia Bar Association Business Law Section
- Co-Chairman, Philadelphia Bar Association Venture Capital & Private Equity Law Committee (2015-2018)
- Pennsylvania Bar Association
- American Bar Association

## Awards & Honors

- Pennsylvania Super Lawyers Rising Stars, 2016-2019

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P: (215) 665-6917 | F: (215) 701-2239

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services based out of Washington state.

Represented EvolveIP, LLC in connection with the acquisition of the cloud service business of Webcore Technologies, Inc. and Tenant Solutions Communications, Inc. based in Austin, Texas.

Represented Equivalent Data, LLC in connection with the sale of its DELM2 subsidiary to a member of management. Based in Houston, Texas, EQD provides proprietary e-discovery software and solutions.

Represented a "big box" Fortune 500 retailer in connection with the negotiation of IT outsourcing services with IT service provider anticipated to be approximately \$100 million over four years.

Represented Health Market Science, Inc. in the \$146 million acquisition of its business by LexisNexis Risk Solutions, a division of Reed Elsevier. Health Market Science, Inc. supplies data on health care professionals and administers one of the largest practitioner-level medical claims databases in the United States.

Represented Utz Quality Foods, Inc. in the acquisition of the snack food business of Condor Corporation.

Represented the owners of Pyramid LLC (formerly known as Petroleum Products Corporation) and certain affiliates in their sale of the ownership interests of those entities to Penn Products Terminals, LLC, a wholly owned subsidiary of ArcLight Capital Partners. Pyramid, a midstream oil company, owned and operated a network of 12 storage terminal facilities in Pennsylvania, totaling approximately nine million barrels of storage capacity. ArcLight is a leading private equity firm focused on North American energy infrastructure assets.

Represented EvolveIP, LLC, a Pennsylvania-based cloud computing company, in its acquisition of Mtel B.V. and Mtel GmbH, cloud communications services providers of contact centers, IP phone systems, and business collaboration tools based in the Netherlands and Germany.

Represented Evolve IP, LLC, a Pennsylvania-based cloud computing company, in connection with its purchase of Xtium, Inc., which provides disaster recovery, Desktop as a Service (DaaS), managed cloud hosting, and managed online backup services.

Represented the seller in the sale of 80 percent of a family business in the luxury retail industry.

Represented Advanced Discovery in the disposition of its document management division to INSERVIO3, which is owned by the former founders of Advanced Discovery.

Represented a Pennsylvania-based cloud computing company in its acquisition of a proprietary, cloud-hosted contact center product line with operations in the United States and Israel.

Represented Evolve IP, LLC, a Pennsylvania-based cloud computing company, in its acquisition of an Arizona-based cloud services provider.

Represented Sony Electronics Inc. in connection with the corporate, tax, and certain benefits aspects of its acquisition of Crispin Corporation, which develops master control automation and asset management solution for broadcasters, cable operators, and other television and media operations.

Represented an influencer marketing company in connection with its acquisition by a leading intelligent commerce intermediary. This multi-faceted transaction drew on the experience of the firm's corporate, tax, antitrust, employment, benefits, and intellectual property attorneys.

Represented Wayne, Pa.-based Evolve IP, The Cloud Services Company™, in connection with the sale of a majority stake in the company to Boston-based private equity firm, Great Hill Partners.

Represented Sony Creative Software, Inc. in the sale of a majority of its products to MAGIX Software GmbH.

Represented Prizelogic LLC, which develops and executes digital promotions for large consumer brands and retailers, in connection with the company's recapitalization by Pamlico Capital.

Represented the Vetri Family of Restaurants in connection with its sale to Urban Outfitters Inc. (URBN).

Represented Modernizing Medicine in its acquisition of Aesyntix Health, Inc., a privately held company based in Roseville, Calif. Aesyntix provides billing, inventory management, and group purchasing services to physicians. Modernizing Medicine offers a cloud-based, specialty-specific electronic medical records (EMR) system.