

OF COUNSEL

Michael R. Siavage



Mike counsels companies and investors in all aspects of the business lifecycle, specializing in technology related businesses. His experience includes venture capital and corporate finance transactions; mergers and acquisitions; dispute management and settlement; intellectual property transactions including licensing, OEM, joint venture and development agreements; reseller and distribution agreements; banking transactions; formation and structuring of new companies; strategic transactions; advice to public companies on the acquisition of growth companies; and commercialization of university intellectual property.

Mike has participated in corporate transactions, representing both companies and investors, involving well over 100 emerging companies in connection with their Series A, B, C, and later venture capital investments and liquidity events.

Prior to joining Moye White, Mike worked at two boutique law firms in Atlanta, GA. He has enjoyed a distinguished career in public service, private industry, and private practice. He served as Executive Director of the New Jersey State Commission of Investigation and Commissioner of the New Jersey Commission on Catastrophic Injury in Children. Subsequent to his public service, Mike became Vice President and General Counsel to Cunard Line, Ltd. in New York, where he played a significant role on the team that structured and executed a plan to triple the size of the company in an eight-year period. He has also served as Executive Vice President and General Counsel to Blue Cross and Blue Shield of New Jersey, then a 4,000-employee, \$400-million company. Subsequently, he was Vice President and General Counsel to the American

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AREAS OF CONCENTRATION

Business and Corporate
Intellectual Property
Mergers and Acquisitions
Software and Technology
Venture Capital

EDUCATION

Seton Hall University, J.D.
Rutgers University, B.A.

AFFILIATIONS

Georgia Bar Association
LaunchPad, Board Member
Start-Up Chicks, Sponsor and
Lecturer

ADMITTED

Georgia

Ship Building Company in Tampa, Fla. Again, he served in the role of Chief of Human Resources and Information Systems Officer, and worked closely with George Steinbrenner, then chairman of the company.

A frequent lecturer and writer on subjects related to technology growth companies, Mike has spoken at numerous Atlanta locations and institutions, including the J. Mack Robinson College of Business at Georgia State University; the Goizueta School of Business at Emory University; the Tiger Program of Emory Law School; the Georgia Institute of Technology; and the Cap Ventures Program of ATDC, TAG and LaunchPad. He has also authored numerous articles and presentations.

Outside of the office, Mike enjoys running, fly-fishing, trekking, and golf. Mike and his wife Carol have three daughters and a son.

PUBLICATIONS AND ARTICLES

- Co-author
“Key Items to Remember About Startup Funding Term Sheets”
Aprio, February 2019
- Co-author
“International Outsourcing Transactions: How to Advise Your Advisors”
Metropolitan Corporate Counsel, June 2007
- Author
“The Kinder, Gentler 2004 Venture Capital Term Sheet”
Georgia Bar Association Technology Law Section Newsletter, Fall 2004
- Author
“Controlling the Assault of Non-Solicited Pornography and Marketing Act of 2003 (CAN-SPAM)”
Metropolitan Corporate Counsel Midatlantic Edition, March 2004

SPEAKING ENGAGEMENTS AND PRESENTATIONS

- Presenter
“Alternative Angel Investment Vehicles”
Atlanta Tech Village, April 2017
- Moderator
“Commercialization of University Property”
Emory Law School and Georgia Tech TIGER Program, March 18, 2003

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- Presenter
“Six Common Reasons for New Venture Failure and How Coaching Might Help”
International Conference of the Academy of Management, August 7, 2002
- Presenter
“The Organization Life Cycle’s Relationship to the Funding Life Cycle”
Georgia State University J. Mack Robinson College of Business,
January 16, 2002
- Presenter
“Legal Issues Affecting Start-Ups”
Emory University Goizueta School of Business, November 1, 2001
- Presenter
“New Venture Creation in Electronic Commerce”
Georgia State University J. Mack Robinson College of Business,
February 12, 2001