

Promotion

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## Connelly Roberts & McGivney LLC

### Boutique Transactional Law Firm Positioned for the New Economy

When a technology company based in India and the United States decided to sell its business to an India-based competitor, the principal knew that this cross-border transaction would be especially complex. He recognized the need for a law firm with experience, sophistication and a strong merger and acquisition practice. He turned to the Chicago-based law firm of Connelly Roberts & McGivney LLC.

"The purchaser was represented by a large international law firm, which heightened our client's anxiety," says partner Michael S. Roberts. "We negotiated every aspect of the transaction, focusing on his goals. We closed the transaction in a timely fashion and within his risk parameters. He now considers us friends for life."

Corporate transactions, such as mergers and acquisitions, private equity and venture capital financings, and complex licensing deals, require particular levels of experience and expertise. Connelly Roberts & McGivney dispels the idea that such experience and expertise can only be found in a national or international law firm headquartered in Chicago or on one of the coasts.

"Michael and I began our careers at large international firms doing transaction after transaction — me in New York and Michael in Chicago," says partner Catherine McGivney. "We've moved those disciplines and that expertise into a boutique, entrepreneurial firm."

That unique combination offers clients not only experienced corporate transactional attorneys often associated with larger firms, but also a more entrepreneurial approach. Each transaction is handled by a team assembled for that particular deal. Each transaction is led by one of the three corporate partners, Michael Roberts, Catherine McGivney or Nicholas Zagotta, all of whom have at least 20 years of experience in complex corporate transactions.

**"There are very few firms of our size with our range of experience and disciplines."**

— Michael S. Roberts, Partner

Roberts and McGivney focus on mergers and acquisitions, equity financings, corporate and securities transactions, software licensing and other financial transactions. Roberts is often invited to be a panelist or guest speaker at various merger and acquisition conferences. He has also been interviewed by *CFO Magazine* regarding merger and acquisition transactions.

Zagotta, who joined the firm to bolster its transactional practice, formerly owned a Chicago Board of Trade commodities trading firm and has served on the CBOT Board. In addition to complex corporate transactions, he has specific expertise in commodities, futures and derivatives law.



From left: Nicholas C. Zagotta, Catherine McGivney and Michael S. Roberts

The firm's entrepreneurial client base has led the firm into international deals in India, the United Kingdom, Hong Kong and Brazil just within the last year. Over the past 10 years, the firm has developed a particular expertise in doing deals in India.

While the current economic climate has created challenges for many law firms, particularly those concentrating on transactional work, Roberts says it has also created unexpected opportunities for firms that understand the demand for highly sophisticated representation in a more efficient manner.

"There are very few firms of our size with our range of experience and disciplines," Roberts says. "Clients will never expect anything less than the best. However, the bar for professional and advisory fees, including those of attorneys, has been reset for a long time to come. As a firm, we are perfectly positioned."

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