



Ian D. Smith

Partner

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PRACTICE AREAS

- Corporate

INDUSTRIES

- Emerging Growth/Venture Capital
- Technology

OVERVIEW

Ian D. Smith is a partner in the Corporate Practice Group of Sheppard, Mullin, Richter & Hampton LLP's Santa Barbara office.

Areas of Practice

Mr. Smith's areas of specialization include public and private securities, venture capital, mergers and acquisitions, joint ventures, business start-ups, intellectual property transactions and representing clients with respect to general corporate law and business matters. Mr. Smith represents clients ranging from individuals and privately held companies to large publicly-traded corporations.

EDUCATION

- J.D., University of Southern California, 1999
- B.S., Art Center College of Design, 1990, *with honors*

EXPERIENCE

Recent Representative Transactions

Represented Duckhorn Wine Company in the sale of the company to an affiliate of GI Partners, a private equity group.

Represented The Boeing Company (NYSE: BA) in its \$1.7 billion acquisition of Aviall, Inc.

Represented Mammoth Mountain Ski Area in its \$365 million sale to Starwood Global Capital Group and related transactions.

Represented Fidelity National Financial, Inc. (NYSE:FNF) in its acquisition of ATM Holdings, Inc.

Represented Mobile Messenger in the sale of a majority interest to Silver Lake Sumeru.

Represented International Rectifier Corporation (NYSE:IRF) in the \$290 million sale of its international Power Control Systems business to Vishay Intertechnology, Inc.

Represented Advanced Scientific Concepts in its Series A preferred stock financing.

Represented The FRS Company in \$25 million in a Series A preferred stock financing led

by Oak Investment Partners.

Represented The FRS Company in a product endorsement deal with Lance Armstrong.

Represented Adconion Media Group in its acquisition of Frontline Direct, Inc.

Represented Access 360 Media, Inc. in its Series A and Series B preferred stock financings.

Represented Gemini Partners, Inc. in its management buy-out of Telscape Communications, Inc.

Represented JAMDAT Mobile, Inc. in its \$680 million merger with Electronic Arts Inc. (Nasdaq: ERTS).

Represented JAMDAT Mobile Inc. in its \$137 million acquisition of Blue Lava Wireless.

Represented JAMDAT Mobile Inc. in its acquisition of Downtown Wireless, LLC.

Represented JAMDAT Mobile Inc. in its initial public offering.

Represented International Rectifier Corporation in its acquisition of the assets of Advanced Technology Materials, Inc. and Epitronics Corporation.

Represented Advanced Information Management, Inc. in its sale to Authoria.

Represented Fastclick, Inc. in its initial public offering.

Represented Fastclick, Inc. in its \$75 million recapitalization.

Represented Vertex Systems, Inc. in its sale to Digital Evolution Corporation.

Represented Commerce Capital Group in its Series A preferred stock financing of Nqueue, Inc.

Represented Eternal Systems, Inc. in its preferred stock financings.

Represented Helinet Aviation Services, LLC in its \$20,500,000 financing with Bison Capital Structured Equity Partners.

Represented Helinet Aviation Services, LLC in its acquisition of Cineflex, LLC.

Represented La Brea Bakery, Inc. in its sale to IAWS Group plc.

Represented eLogic Corporation in its sale to Reed Elsevier, Inc.

HONORS

- Who's Who in Professional Services, Pacific Coast Business Times, 2009

MEMBERSHIPS

- Member, State Bar of California
- Member, Santa Barbara County Bar Association

- President, Board of Trustees of the Santa Barbara Contemporary Arts Forum

ARTICLES

- New Disclosure Requirements Enacted For Publicly Traded Corporations Incorporated or Qualified To Do Business In California, November 4, 2002

EVENTS

- Series A Venture Capital Financing -- Valuation, Terms, the Term Sheet and Documentation