



## Amish Patel

### Partner

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Amish Patel works closely with large and middle-market companies and entrepreneurs to provide business and legal counsel on corporate and transactional matters, including mergers and acquisitions, private equity fundraising, economic development, and corporate governance issues. Amish serves as outside general counsel to companies across a broad range of industries, including life sciences, manufacturing, medical device and software-as-a-service (SaaS).

He prides himself on his practical approach to client service, ever mindful of the importance of generating efficiencies for clients. In that vein, he is responsive and careful to present new information in a clear and concise manner.

Amish helps companies close venture capital and private equity financing rounds, including equity and convertible debt financings; provides guidance on corporate governance matters; and advises on M&A transactions, including pre-closing activities and post-closing integration matters. He also advises entrepreneurs and startups on choice of entity issues, tax implications and intellectual property protection. Specifically, Amish has experience working with medical device and software-as-a-service companies on early-stage growth financing, general corporate matters, IP and commercial licensing

transactions.

Amish counsels global and national companies on attracting and securing economic development incentive opportunities for expansion into the region by working with various economic development stakeholders, including state and local governments. He has negotiated economic development projects ranging from foreign direct investment to establishing manufacturing facilities to corporate headquarter relocations. He has assisted Fortune 100/500 companies on navigating the economic development incentive process at the state and local levels, in addition to assisting mid-market companies with applying for qualifying state and local grants based on project and site requirements.

Further illustrating his commitment to the growth of the Raleigh-Durham market, Amish is an executive board member of TiE Carolinas, a global entrepreneurship organization. In addition, Amish was a past board member of the Morrisville Innovation Foundation, and the past committee chair for the Morrisville Start-Up Committee.

Amish is listed among the "Ones to Watch" by *Best Lawyers*® (2020-present) and in *North Carolina Super Lawyers* "Rising Stars" (2022).

Before attending law school and entering private practice, Amish had a successful consulting career at Accenture and Deloitte & Touche. At Accenture, Amish provided financial management and analysis services on multi-billion-dollar government contracts. He leveraged this experience to become a senior consultant with Deloitte & Touche, where he routinely consulted privately held and publicly traded companies on internal controls compliance, Sarbanes-Oxley (SOX), business process improvement and business and IT risk management.

Amish earned a B.B.A. with a dual concentration in finance and information systems from George Washington University, and he earned his Juris Doctor degree from Campbell University.

## Practice Areas

- Corporate
- North Carolina Business & Corporate Law

- Mergers & Acquisitions
- Private Equity and Venture Capital
- Emerging Companies
- Economic Development
- Commercial Contracts

## Experience

- Represented an RTP-based medical device company on convertible debt financing totaling \$10M.
- Represent a growth stage optical sensor company on equity financing totaling \$16M.
- Represented plant-based food manufacturing company on complex capital restructuring involving entity conversions, IP assignments and contributions, and various equity, debt, and warrant conversions.
- Represented a development-staged life science company commercializing central nervous system treatments on a \$40M private equity financing.
- Represented a Fortune 250 and a Fortune 500 business in their re-location to North Carolina.
- Serve as outside general counsel to cybersecurity software start up, counseling on general corporate issues, customer negotiations, and \$5M Series A round financing.
- Regularly represent angel fund on closing and due diligence matters for investments in the agtech, real estate, financial services, and medical device industries.
- Represented a home automation equipment manufacturer on Series A, Series B, and Series C private placement equity financing in the amounts of \$2.1M, \$1.0M, and \$2.5M, respectively.
- Served as outside general counsel to healthcare software-as-a-service (SaaS) provider on Series A and Convertible Note private placement equity financing in the amounts of \$500k and \$1M, respectively, and contracting with multinational computer manufacturer on an Original Equipment Manufacturer (OEM) software licensing deal.
- Served as outside general counsel to medical device company on Seed and Series A private placement equity financing in the amounts of \$150k and \$1M, respectively, drafting and negotiating manufacturer supply agreement with contract manufacturer to manufacture regulated medical device product, drafting and negotiating clinical trial study agreement with German-based medical practice.
- Represented international furniture manufacturer in a \$10M asset sale transaction to U.S.-based manufacturer and retailer.
- Represented multiple dental practices in asset purchase acquisitions on buy- and sell-side transactions.
- Represented regional engineering design firm in an asset purchase acquisition by an Indian-based engineering firm.
- Served as outside general counsel to electric utility component manufacturer on drafting and negotiating supplier and distribution agreements with U.S. and South American companies, assisting litigation counsel on employment and intellectual property dispute with multinational

Swiss-based company, counseling on U.S. export license requirements for foreign sales, and negotiating with State of North Carolina for economic incentives.

- Represented HIPAA-compliant SaaS provider on building a national value-added reseller network.
- Represented medical device company on commercialization services agreement with specialty colonoscopy medical device manufacturer.
- Represented medical device distributor on supply agreement with Indian-based medical device manufacturer.
- Assisted Indian-based cosmeceutical company in establishing U.S. subsidiary entity.
- Assisted industrial equipment supplier in forming Interest Charge - Domestic International Sales Corporation (IC-DISC) entity.
- Represented multiple U.S. companies on drafting transfer pricing agreements with parent companies in Germany, Sweden, and China.
- Regularly represents large life sciences company on vendor and customer contracting, including intellectual property licensing agreements, consulting services agreements and various types of master services agreements.
- Drafted suite of customer contracts tailored to digital marketing services client and regularly represents the client on negotiations with its customers.

## Education

- Campbell University (J.D.)
- George Washington University (B.B.A.)

## Professional Affiliations

- TiE Carolinas Chapter - Executive Board
- ACG Raleigh - Member
- North Carolina Bar Association Leadership Academy - Class of 2019
- Morrisville Innovation Foundation - Past Board Member (2016-2018)
- Morrisville Start Up Committee - Past Chair (2014-2018)

## Awards

- *Best Lawyers®* - "Ones to Watch" (2021-present)
- *North Carolina Super Lawyers* - "Rising Stars" (2022-present)