



Matthew Cavarra

Partner

555 17th Street, Suite 3200, Denver, CO 80202

P 303.295.8169

mncavarra@hollandhart.com

Matthew works with clients to leverage technology and create key alliances; develop sales channels; address complex outsourcing relationships; negotiate multifaceted licensing and procurement agreements; facilitate research and development; and pursue valuable business and intellectual property acquisitions.

He draws from his in-house experiences to align with clients, such as spearheading the firm's [alawcrity](#) offering to accelerate clients' time to revenue by optimizing the review of sales contracts.

Clients utilize his experience in the aerospace, defense, software, entertainment, sports, and telecommunications industries to obtain and protect the technology, brands, and sales channels critical to their success. His practical approach focuses not just on managing risk, but helping clients identify and seize growth opportunities and build extensive strategic relationships both domestically and abroad.

Prior to joining the firm, Matthew served as Vice President, General Counsel & Corporate Development of IQNavigator, a market-leading SaaS company. He also served as V.P. & Chief Counsel for the Global Software & Services Division of CSG International, a customer care and billing solutions provider.

EXPERIENCE

Industries

Matthew's experience in the telecommunications, Internet, software as a service (SaaS), and multichannel video programming distributor industries includes negotiating licensing and outsourcing agreements around the globe. He has travelled to Australia, Brazil, Canada, Germany, India, Malaysia, Mexico, Singapore, and the United Kingdom to negotiate and secure relationships on behalf of his clients.

Matthew brings his intellectual property and government contracting experience to clients to serve a broad range of industries including (among others) aerospace, defense, software, UAV technology, energy, and cybersecurity.

In the entertainment and sports industries, Mr. Cavarra assists clients to secure video and online digital rights and promote clients' brands via sponsorship and marketing. Under his guidance, clients have partnered with properties such as the NFL, MLB, MLS, Madison Square Garden,

PRACTICES

Outsourcing and Offshoring
 Government Contracts
 Intellectual Property
 IT, Software and Technology
 Transactions
 Entertainment, Media, and Sports
 Emerging Growth
 Privacy and Information Security
 Telecoms Transactions
 IP For Corporate/M&A

EDUCATION

American University, Washington College of Law, J.D., 1997
 Syracuse University, B.A., 1994
 magna cum laude

BAR ADMISSIONS

Colorado

ESPN, and NCAA teams.

CLIENT RESULTS

Representative Matters

Represented defense and aerospace contracting company in international patent license and settlement for critical spacecraft and launch component

Successfully negotiated teaming and subcontracting agreements on behalf of clients to pursue multi-million dollar government contract for the sale of Counter-Unmanned Aerial Vehicle systems.

Multi-million dollar Master Outsourcing Agreement on behalf of international airline carrier for the replacement, hosting and outsourcing of reservation, ticketing and passenger tracking system.

Sale of Associated Content, Inc. to Yahoo!, Inc.

Premier sponsorship, programming and naming rights deal of major sports franchise, involving both in-venue, broadcast, and online rights.

Equipment purchase, software licensing, and professional services agreement for \$300 million of data storage equipment and related services on behalf of large telecommunication services provider.

Developed international distributorship strategy, processes and agreements for major nutritional product brands.

Sale of atebits, Inc. and "Tweetie," a Twitter application for Apple Mac computers and iPhones, to Twitter, Inc.

\$100+ million stock sale of industry-leading SaaS staffing and spend management company.

Master procurement agreement for \$300 million of data storage equipment, software licenses, and related services on behalf of large telecommunication services provider.

Complex \$25 million transaction with leading provider of computer hardware, software and semi-conductors, involving the client's acquisition of cable and telecommunications billing software and a concomitant multi-million, multi-year outsourcing alliance.

\$350 million agreement for the procurement of telecommunications equipment, software and services for start-up competitive local exchange carrier.

\$250 million divestiture of the client's software and services division, including leading diligence processes with various potential buyers and ultimate negotiation and drafting of definitive asset sale agreement.

PUBLICATIONS

"DOJ Settlement Sets Forth Best Practices for Protecting Sensitive Data

for Government Contractors and Information Technology Companies," *Holland & Hart News Update*, Co-Author, January 2018

"Considerations for Customers When Contemplating SaaS and Hosted Technology Solutions," *Holland & Hart News Update*, February 27, 2017

"International Sales Channel Agreements," *Holland & Hart News Update*, 1/21/2015

SPEAKING ENGAGEMENTS

"IP Issues for Healthcare Entities," *Holland & Hart Webinar*, Speaker, August 2014

RECOGNITION

- BTI Client Service All-Star, 2018

PROFESSIONAL AND CIVIC AFFILIATIONS

- American Bar Association, Member
- Colorado Bar Association, Member
- Denver Bar Association, Member
- Member, American Bar Associations
- Member, Colorado Bar Association
- Member, Denver Bar Association