



## Christopher Balch

Partner

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**Companies rely on Chris Balch to guide them through complex mergers and acquisitions and domestic and international financing transactions of all sizes.**

His clients range in size from start-ups to publicly traded corporations with multi-billion dollar market capitalizations.

Chris represents venture capital funds, private equity funds, and their portfolio companies in a variety of investment, financing, and strategic transactions. He also acts as outside general counsel to a number of companies advising on a wide range of corporate governance issues and general business matters.

His corporate experience spans industries including software and technology, cable and telecommunications, financial services, professional services, manufacturing and consumer products, food and beverage, healthcare, air medical, and cybersecurity.

Chris is a member of the firm's five-person Management Committee which oversees the firm's management and strategic direction. He also co-chairs the firm's Technology, Communications, and Media industry group and the Holland & Hart Foundation.

### PRACTICES

Mergers and Acquisitions  
 Emerging Growth  
 Venture Capital and Private Equity  
 Securities and Capital Markets  
 Corporate  
 IP For Corporate/M&A  
 Cybersecurity and Privacy

### EDUCATION

University of Denver College of Law,  
 J.D., 1999  
 Order of St. Ives (Highest Honors)  
*Denver University Law Review*, Business  
 Editor

Boston College, B.S., 1995  
*cum laude*  
 Finance and Marketing

### BAR ADMISSIONS

Colorado

### EXPERIENCE

#### Mergers and Acquisitions

- Strategic acquisitions and dispositions □
- Private equity transactions
- Financing and restructuring □
- Roll-up transactions
- Leveraged buyouts
- Auction processes

#### Emerging Growth and Venture Capital

- Formation
- Financing
- Mergers and acquisitions
- Exit strategies

#### Corporate Governance and Transactions

- Business succession planning
- Commercial contracts
- Corporate governance
- Counseling to management and boards of directors

## CLIENT RESULTS

### Mergers and Acquisitions

Represented Air Methods Corporation in its sale to an affiliate of American Securities for \$2.5 billion.

Represented Optiv Security Inc. in its acquisition of Communication Cable Company.

Represented Optiv Inc., a Blackstone portfolio company, in its sale and recapitalization with an affiliate of KKR.

Represented a market-leading provider of content and photography solutions for the attractions industry in its disposition of 100% of its membership interests to create the world's largest provider.

Represented MarketPay Associates, LLC (and its owner) in the sale of MarketPay to PayScale, Inc., a Warburg Pincus portfolio company.

Represented Optiv Security Inc. in its acquisition of Advancive, LLC, a Pasadena, California-based provider of identity and access management (IAM) services and solutions.

Represented Optiv Security Inc. in its acquisition of Adaptive Communications, LLC, a New England-based provider of end-to-end cybersecurity solutions.

Represented Optiv Security Inc. in its acquisition of substantially all of the assets of Evantix GRC, LLC, a California-based provider of a SaaS application for managing third-party risk.

Represented Air Methods Corporation in its acquisition of Tri-State Care Flight for \$222.5 million.

Represented Dale Katechis and Oskar Blues Brewery, LLC in its recapitalization and partnership with Fireman Capital Partners.

Represented the Odell family members in the sale of their majority interests in Odell Brewing Company, Inc.

Represented Accuvant LLC, a Blackstone Group portfolio company, in its merger with Fishnet Security Inc.

Represented Accuvant LLC in its sale and recapitalization with an affiliate of The Blackstone Group, L.P.

Represented JobApp Network, a Frontier Capital portfolio company, in its acquisition of talentReef, Inc.

Represented IQNavigator, Inc. in its acquisition of Volt Information Sciences' division of Procurestaff Technologies, otherwise known as Consol (a vendor management software provider enabling management of commercial services spend).

Represented IQNavigator, Inc. in its sale and recapitalization with GTCR Golder Rauner LLC.

Represented Accruit, LLC's in the sale of its software technology platform and negotiation of a Joint Business Relationship with PricewaterhouseCoopers LLP.

Represented Atebits, LLC in its sale to Twitter, Inc.

Represented Associated Content, Inc. in its sale to Yahoo! Inc.

Represented Copper Services (f/k/a/ Copper Conferencing) in the formation and spin-off of Convey Services, LLC, a software as a service business, followed by the sale of substantially all of the assets of Copper Services to an affiliate of Premiere Global.

Represented Accivant, Inc. in its sale and recapitalization with Sverica International.

Represented PROFITSYSTEMS, Inc. in its sale and recapitalization with The Riverside Company.

Represented Spyder Active Sports, Inc. in its acquisition of Cloudveil Mountain Works, Inc.

Represented American Midstream Partners, a midstream energy company, in its acquisition of Blackwater Midstream Holdings LLC.

Represented CH2M HILL, Inc. in its acquisition of Trigon EPC, LLC and Goldston Engineering, Inc.

### **Financing Transactions**

Represented multiple companies and/or investors in equity and debt financings, including talentReef, Chipotle, IQNavigator, NextGreatPlace, CenterStone Technologies, Accruit, ControlPath, Accivant, Copper Conferencing, IP Commerce, Novinda, Aegis Analytical, and Cornice.

### **SPEAKING ENGAGEMENTS**

"Anatomy of a Deal and Negotiating Key M&A Contract Provisions," *Client Seminar*, March 2014

"After the Deal Closes," *Holland & Hart Seminar*, February 2011

### **RECOGNITION**

- *Chambers USA: America's Leading Lawyers for Business*, Corporate/M&A, 2018
- BTI Client Service All-Star, 2017

- *Law Week Colorado*, Barrister's Best – Mergers & Acquisitions, 2016
- *Law Week Colorado*, Lawyer of the Year, 2015
- *The Best Lawyers in America*®, Leveraged Buyouts and Private Equity Law, 2013-2019, Corporate Law, 2014-2019
- Colorado Super Lawyers®, Mergers & Acquisitions, 2014-2018
- Colorado Super Lawyers®, Rising Stars, 2009-2013
- *IFLR1000* United States, Colorado, Notable Practitioner, M&A, 2018

#### **PROFESSIONAL AND CIVIC AFFILIATIONS**

- Holland & Hart Management Committee (Five Members), 2009-2011
- Holland & Hart Recruiting Committee, Denver Hiring Partner
- Holland & Hart Foundation, Co-Chair
- Rocky Mountain Venture Capital Association, Member
- American, Colorado, and Denver Bar Associations, Member