



PROFESSIONAL EXCELLENCE AWARDS 2016

- Attorney of the Year Finalists
- Lifetime Achievement Awards

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LIFETIME ACHIEVEMENT AWARDS

William Perrone

Wiggin and Dana

Bill Perrone may have spent 37 years representing corporations. But he is far from a corporate type in a suit.

Perrone, a Wiggin and Dana partner, has brought an entrepreneur's spirit to his decades of representing buyers and sellers of businesses and the people who invest in them. He says he got that spirit from his mother, who ran a dressmaking business and a boarding house. He still finds it inspirational to assist clients who have created something they feel so passionate about that they "lose sleep over it and they go without paychecks to bring their dreams to fruition."

When Perrone joined Wiggin and Dana in 1997, the firm had never represented startups. But Perrone founded a practice that the firm calls one of the most robust in the Northeast. Perrone, who is chairman of Wiggin and Dana's corporate department, has focused on software and emerging

technology companies, guiding them through mergers and acquisitions, helping them find venture capital and private-equity financing, and transitioning them into cloud computing. His first software client, Hyperion Solutions Corp., was acquired by Oracle for \$3.3 billion in 2007. Other clients have been acquired by IBM and DirecTV.

Perrone, who represents businesses at all stages of their development, has also represented a number of software firms in their sales to investors. That has included Transcentive to Computershare and Kavado, a web security software vendor, to Protegrity Corp. He has represented Harman International Industries, an audio and infotainment firm, in four acquisitions and AXS-One, content archive provider, in two acquisitions.

As for his startup clients, he said the first step is helping them make prudent choices about what type



of legal entity to form to protect their nascent businesses. He also assists them in striking a balance between enticing investors yet not giving up so much control that a founder faces "unwarranted dilution" of their ownership. And he advises tech clients on intellectual property and employment issues, information technology and businesses processes, software development and distribution, and digital media.

"You get to put people on the right path with the best practices" so startups become attractive to buyers, Perrone said.