



## ***Jesse D. Birbach***

**PARTNER**

**San Francisco**

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**Jesse is a partner in the Strategic Transactions & Licensing group.**

Jesse helps early-stage technology companies monetize their intellectual property and technology assets, particularly in deal situations where start-ups must navigate unequal bargaining power. He advises founders on product counseling, strategic alliances, data privacy, and other licensing and commercialization topics. He also advises investors and companies on the IP and technology aspects of venture capital financings and merger and acquisition activities.

In all his work, Jesse brings learnings and best practices from representing clients in industries such as enterprise software/SaaS, social media, payments technology, technical hardware, data analytics, consumer products, mobile applications, video games, and biotechnology.

Jesse is a former submarine officer in the United States Navy and brings his knowledge of defense technology and procurement processes to his work with defense tech companies. Most recently, he has represented companies creating

innovations for unmanned aerial and undersea systems, satellite communications, manufacturing, and artificial intelligence/machine learning.

He has negotiated commercial deals across from many U.S. and international companies, including:

- **Media, Publishing and Entertainment:** ABC, Al Jazeera Media Network, BBC, BuzzFeed, CBS, CNN, Cox, Disney, Hearst Magazines, Los Angeles Times, McGraw Hill, NBCU, New York Times, News Corporation, NHK, Shaw Media, The Telegraph, Time, US News, Weather Channel
- **Financial Services:** Accenture, Ameriprise, Ant Group (note: Alipay merged with Ant Financial to make Ant Group), Bank of America, Citi, Fannie Ma, Fidelity, Goldman Sachs, ING, JP Morgan Chase, Morgan Stanley, PNC Bank, Quicken Loans, Royal Bank Scotland, Royal Australian Bank, Schwab, SoFi, Standard Bank of South Africa, Stripe, UBS, USAA, USAID, Vanguard, VISA
- **E-Commerce/Retail and Consumer Products:** Amazon, Big Lots, Costco, Estee Lauder, Home Depot, Lenskart, Luxottica, Macys, Moen, Office Depot, Renault, Starbucks, Subaru, Tesla, Toyota Research Institute, Verifone, VW, Walmart, Zenni
- **Software and Technology:** ADP, Apple, Ant Group, Atlassian, Cengage, CDW, GoPro, Google, Hewlett Packard Enterprise, IBM, Intel, Iron Mountain, Microsoft, Oracle, Samsung, SoftBank, T-Mobile, Twitch, Yahoo, Zuora
- **Travel and Hospitality:** AirBnb, American Airlines, California Restaurant Association, Delta Airlines, Four Seasons, Lyft, Princess Cruise Lines, Qantas
- **Industrial:** British Columbia Hydro and Power, Florida Power and Light, Ford Motor Company, General Motors, Landis+Gyr, Los Angeles District for Water and Power, Mercedes, Southern California Edison, Qualcomm
- **Governmental and Universities:** City of New York, Columbia School of Journalism, Department of Homeland Security, In-Q-Tel, Princeton, Stanford, University of California (Berkeley)
- **Life Sciences:** Amgen, Eli Lilly, Roche
- **Consulting:** Booz Allen

## Deal Highlights

- Supported venture capital fund and company clients in nearly 300 venture financings investing and raising over \$8 billion.
- Represented Anaplan in its acquisition by Thoma Bravo for \$10.7 billion
- Represented Anduril in its acquisition of Area-I
- Represented Anduril in its acquisition of Dive Technologies
- Represented Course Hero in its acquisition of Scribbr
- Represented Course Hero in its acquisition of Symbolab
- Represented Course Hero in its acquisition of LitCharts
- Represented Course Hero in its acquisition of Quillbot
- Represented Course Hero in its acquisition of CliffsNotes
- Represented Liftoff Mobile in its acquisition by Blackstone for \$400 million
- Represented Poynt in its acquisition by GoDaddy for \$320 million
- Represented True North Therapeutics in acquisition by Bioverativ for \$825 million
- Represented iPierian in its acquisition by Bristol Myers Squibb for \$725 million
- Represented Caviar in its acquisition by Square
- Represented Nominum in its acquisition by Akamai for \$225 million
- Represented POPSUGAR in selling asset to Ebates/Rakuten
- Represented POPSUGAR in its acquisition by Group Nine Media for more than \$300 million
- Represented Actiance in its acquisition by K1 Investment for \$225 million
- Represented Prevoty in its acquisition by Imperva for \$140 million
- Represented Sentient Energy in its acquisition by Koch Engineered Solutions for \$105 million

- Represented Instart Logic in its acquisition by Akamai for \$350 million
- Represented Librato in its acquisition by SolarWinds for \$400 million
- Represented Catherex in its acquisition by Amgen for \$255 million
- Represented AdEspresso in its acquisition by Hootsuite for \$34 million
- Represented Quinstreet in its acquisition of Modernize for \$68 million
- Represented Quinstreet in selling assets to EducationDynamics
- Represented Speramus in its acquisition by Square
- Represented Glide Labs in its acquisition by Compass
- Represented Sass Labs in its acquisition by HireVue
- Represented Homelight in its acquisition of Disclosure.io
- Represented Grove Collaborative in its acquisition of Sustain Natural
- Represented CogENT in selling assets to Entellus Medical
- Represented Heroik labs in its acquisition by Cisco Systems
- Represented GameFly in its acquisition by Alliance Entertainment
- Represented Pathogenomix in its acquisition by Isentio AS
- Represented Glooko in its acquisition by Diasend
- Represented Sauce Labs in its acquisition of TestObject
- Represented Yard Club in its acquisition by Caterpillar

## Credentials

### EDUCATION

- Stanford Law School, J.D.
- Georgia Institute of Technology (Georgia Tech), B.S.E., Mechanical Engineering  
with highest honors

### BAR ADMISSIONS

- California
- United States Patent and Trademark Office

### ACHIEVEMENTS

- CIPP/US Certified

## Focus Areas

Strategic Transactions & Licensing

Data Privacy

Mergers & Acquisitions

Fund Investments in Companies

Seed, Venture and Growth Financings

AI & Machine Learning

## Related News & Insights

### CLIENT NEWS

Gunderson Dettmer Advises Adexa in Acquisition by Eyelit

### CLIENT NEWS

Anduril Announces Acquisition of Radar and Command Control Businesses of Numerica Corporation

### CLIENT NEWS

Gunderson Dettmer Client Effectiv Announces Agreement to be Acquired by

Socure

CLIENT NEWS

Anduril Industries Announces \$1.5B Financing with New \$14B Valuation

CLIENT NEWS

Liminal Announces \$5M Seed Led by Fin Capital

FIRM NEWS

Lawdragon Recognizes 6 Gunderson Dettmer Attorneys in Top 500 Leading Global Cyber Lawyers

CLIENT NEWS

Loyal Announces \$45M Series B to Extend the Lifespan for Dogs

CLIENT NEWS

Youth Sports Platform MOJO Acquired By TeamSnap

CLIENT NEWS

Nexusflow Announces \$10.6M Seed to Revolutionize Cybersecurity

EVENTS

Webinar: Generative AI Latest Developments, Legal Risks and Best Practices

FIRM NEWS

Gunderson Dettmer Announces 11 New Elected Partners

CLIENT NEWS

Anduril Industries Announces \$1.48B Series E Financing

CLIENT NEWS

Anaplan \$10.7B Acquisition by Thoma Bravo