

Frank Vargas, Partner

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OFFICE: Palo Alto / Minneapolis

PRACTICE TEAMS: Corporate, Financial Services

CLIENT SECTORS: Startups, Financial Services, Technology

AREAS OF FOCUS: Startups & Startup Financing, Securities, Mergers & Acquisitions, Technology Licensing, Life Sciences



PROFESSIONAL EXPERIENCE

Frank Vargas is an attorney who holds a unique combination of legal and business experience that differentiates him from other corporate and financial lawyers. As an attorney, he has more than 30 years of experience in corporate and securities law, and has represented and counseled some of the largest and best-known technology companies and venture capital funds in the United States. His clients range from public and private companies as well as venture and private equity funds in Silicon Valley, Los Angeles, Salt Lake City, Seattle, Madison, Minneapolis, and Boston. He regularly counsels clients on a variety of legal as well as business matters such as Angel and Venture Financing, Initial and Secondary Public Offerings, Mergers and Acquisitions, Contracts, and Complex Technology Licensing.

From 1995 until 1999, Mr. Vargas served as a principal (and co-founder) of Aethlon Capital LLC and Executive Vice President, Director of Corporate Finance for Dougherty Securities. He is also the co-founder of more than 26 companies.

As a successful entrepreneur, businessman and investment banker, Mr. Vargas understands the complexity and challenges of business. He assists and counsels enterprises on difficult issues related to structuring, restructuring and obtaining financing, acquisitions and divestitures, and corporate governance. He also spends time making introductions to other contacts and companies to assist clients in building management teams and boards and helping companies with synergistic relationships and potential acquisitions.

For the last twenty-five years, Mr. Vargas has taught a number of continuing legal education seminars on various topics including public offerings, venture capital financings, and private placement of securities. Mr. Vargas has also been asked to speak at a number of business conferences on diverse business management matters like business valuations, financing companies and planning for the investment exit.

Mr. Vargas is also on the adjunct faculty of Santa Clara University Law School where he taught a course on Business Organizations and co-teaches Start Up Law, on the adjunct faculty of the University of St. Thomas where he taught courses on business ethics and entrepreneurship, Saint Mary's University where he instructed a Master's in International Business course on entrepreneurship, and the University of Minnesota where he co-taught a seminar on entrepreneurship.

Mr. Vargas received his JD and his MBA from University of California at Berkeley, and his AB from Harvard University, with honors.

EDUCATION

- ▶ Harvard University, B.A.
- ▶ University of California, Berkeley, J.D.
- ▶ University of California, Berkeley, M.B.A.

PRIOR LAW FIRMS

- ▶ Gray Plant Mooty (Principal)
- ▶ Renaissance Law Group, PA (Principal)
- ▶ Wilson Sonsini Goodrich & Rosati, PC

OTHER EXPERIENCE

- ▶ Finazz.com (Founder and CEO)
- ▶ Dougherty & Company (Executive Vice President, Director of Corporate Finance)
- ▶ Aethlon Capital (Principal)

BARS & COURTS

- ▶ California
- ▶ Minnesota