

MICHAEL KOHLMeyer-HYman

Michael has been a trusted advisor to start-up, mature and distressed companies for over twenty-five years.

Prior to founding KH Partners, Michael served as Senior Vice President and General Counsel (1998-2003) for Fundtech Ltd. (Nasdaq: FNDT and TASE), a publicly traded global provider of financial software solutions for major financial institutions. He headed Fundtech's Acquisitions and served on its Strategic Planning Committees.

Before going in-house, Michael worked for such major U.S. and foreign law firms as Wilson Sonsini Goodrich & Rosati in Palo Alto, CA, Leshem-Brandwein & Co. (currently Meitar Liquornik Geva & Leshem Brandwein) in Ramat Gan and Dankner-Lusky & Co. in Tel Aviv.

"Michael is my long-time trusted advisor. His sound judgment and ability to see the larger picture while managing the details, has resulted in literally millions of dollars of value creation and savings for me and my ventures."

Edo Segal

Former Vice President, AOL,
Former Chief Technical Officer,
Relegence



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SERVICES

We leverage and supplement your existing senior management and strategic planning teams, providing on-going or project based expertise in:

- Strategic Planning, Neogtiations and Relationships
- Transactional Negtiation, Structuring and Drafting
- Operational Performance
- Business Development

recent CONSULTING PROJECTS

- Advising a serial entrepreneur, on an ongoing basis, in the building, structuring, and sale of various companies and technologies. Ex. negotiated a 100% increase in the initially offered sales price for one of the technologies. Structured the transaction to save approximately 15% in taxes.
- Positioning a global FX software company for sale and negotiating such sale.
- Repositioning a private point-of-sale solution company into a data acquisition company.
- Rebuilding the business, distribution and financial plans and models.
- Revamped the corporate culture and sales processes of a voice over IP integrator, doubling sales in six months.
- Advised the CEO of a foreign developer of enterprise communication solutions on the restructuring of the company and the integration of a US acquisition.

SAMPLE/SUMMARY DEAL SHEET

MERGERS AND ACQUISITIONS

Led mergers & acquisitions totaling over \$250 MM in such diverse places as the United States, Europe, Israel and South America.

CORPORATE RESTRUCTURING

Advised CEO of a global company on the integration of two US and one foreign acquisition. Developed and implemented numerous Chapter 11 corporate restructuring plans, including the public offering out of bankruptcy of the common shares of a petroleum and chemical recycling company. Negotiated approval of such restructuring plans and post-filing financing with creditors and lenders.

JOINT VENTURES

Represented the lead member of an international consortium in the establishment of a \$1B telecommunications company in Eastern Europe. Handled the investment transaction, the transfer of proprietary technology and know-how, and various construction and operation agreements. Established numerous joint ventures between various Fortune 500 companies and two publicly traded Israeli chemical companies.

LICENSING AND DISTRIBUTION

Negotiated \$350+ MM in licensing and development agreements of software, communication, chemical and food additive technologies.

PUBLIC, PRIVATE & VENTURE FINANCING

Managed and negotiated various aspects of over \$200 MM in public financing and over \$150 MM in private equity and venture capital investments.