

David Cordeiro

Innovative, hands-on executive with proven record of successfully leading legal operations to increase revenue, efficiency, and market share

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davecordeiro



Work Experience

2017-2018

San Jose, CA

Head of Legal and Chief Compliance Officer

Restoration Robotics, Inc.

Restructured the global Legal Department and transitioned the company from being a private company into being a public company. Restoration Robotics is a medical technology (start-up) company focused on hair restoration.

- Led (from the legal side) Initial Public Offering (IPO). Stock symbol: HAIR
- Restructured the global Legal Department, which resulted in a savings of approximately \$500K per year.
- Prepared SEC filings.
- Drafted and negotiated complex (domestic and international) agreements with shareholders, investors, customers, distributors, and vendors.
- Provided effective and strategic advice and analysis to senior management and the Board of Directors regarding business, governance, compliance, debt financing, international law, employment, regulatory, legislative, information security, insurance, benefit, immigration, contract, internal expansion, affiliate, litigation, risk management (long- and short-term), intellectual property, and policy issues.
- Collaborated with internal teams and outside counsel to ensure Restoration Robotics' compliance with regulatory requirements including, but not limited to, SEC, SOX, HIPAA, FCPA, and privacy (e.g., Privacy Shield, GDPR, CCPA).
- Worked closely with Finance, Export Control, Marketing (e.g., press releases), Sales, Engineering, Human Resources, and Operations and contributed as a practical problem-solver and strategic thinker.
- Advised senior management and Board of Directors with respect to the merits of potential actions against Restoration Robotics, and defined strategies and defenses for such actions (e.g., Vo v. Restoration Robotics, Inc., Case No. 17-CV-312695, Santa Clara Sup. Ct.).
- Managed outside counsel and internal staff (including Human Resources Dept.); Established procedures for evaluating the quality and cost of outside counsel.
- Reason for leaving: Company has financial challenges.

2016-2017

Redwood City, CA

House (General) Counsel and Corporate Secretary

Anomali Inc.

Led general legal at Anomali, a market leading security breach detection SaaS/PaaS (start-up) company.

- Drafted and negotiated complex (domestic and international) technology transactions and other agreements with customers, distributors, and vendors.
- Provided innovative and business-oriented legal counsel and execution of significant strategic imperatives, including possible acquisitions, joint ventures, expansions, product/service offerings and other possible investments.
- Provided effective and strategic advice and analysis to senior management regarding business, contract, information security, intellectual property, immigration, compliance, internal expansion, affiliate, litigation, risk management (long- and short-term), governance, debt financing, international law, employment, regulatory, legislative, and policy issues.
- Collaborated with internal teams and outside counsel to ensure Anomali's compliance with regulatory requirements including, but not limited to, HIPAA, FCPA, EU privacy (e.g., Privacy Shield), FCC, and FTC regulations.
- Advised Anomali's management on privacy, data protection, and other evolving regulatory and legal issues related to customer data.
- Worked closely with Finance, Export Control, Marketing, Sales, Engineering, Human Resources, and Operations and contributed as a practical problem-solver and strategic thinker.
- Advised senior management and Board of Directors with respect to the merits of potential actions against Anomali, and defined strategies and defenses for such actions.
- Managed outside counsel and internal staff (including Human Resources Dept.); Established procedures for evaluating the quality and cost of outside counsel.
- Reason for leaving: Company ran out of work (and funding).

2014-2016

San Jose, CA

Vice President, Commercial Transactions

TechInsights, Inc.

Led the Commercial Transactions function at TechInsights, a reverse engineering and brokerage (start-up) company. Technologies included software, cloud, Internet, mobile, and e-commerce.

- Drafted and negotiated a wide variety of commercial agreements.
- Reason for leaving: Company lost a major segment of its business.

2012-2014

Boca Raton, FL

Vice President and Deputy General Counsel

Pace Americas, LLC

Led legal operations at Pace, a multibillion-dollar software and hardware company delivering data services (including mobile) to managed service operators.

- Drafted and negotiated complex (domestic and international) technology transactions and other agreements with customers, distributors, and vendors.
- Provided innovative and business-oriented legal counsel and execution of significant strategic imperatives, including possible acquisitions, joint ventures, expansions, product/service offerings and other possible investments, as well as negotiated and structured major contracts and licensing agreements.
- Provided effective and strategic advice and analysis to senior management regarding business, contract, information security, intellectual property, compliance, internal expansion, affiliate, litigation, risk management (long- and short-term), governance, debt financing, international law, employment, regulatory, legislative, and policy issues.
- Collaborated with internal teams and outside counsel to ensure Pace's compliance with regulatory requirements including, but not limited to, HIPAA, FCPA, EU privacy, FCC and FTC regulations.
- Advised Pace's management on privacy, data protection, and other evolving regulatory and legal issues related to telecommunications, telemarketing, and customer data.
- Worked closely with Finance, Export Control, Marketing, Sales, Engineering, Human Resources, and Operations and contributed as a practical problem-solver and strategic thinker.
- Advised senior management and Board of Directors with respect to the merits of actions filed against or on behalf of Pace, and defined strategies and defenses for such actions, e.g., led and settled litigation case: *Penovia v. Pace Americas, Inc. et al.*, Case No. 2:13-cv-782, in the United States District Court for the Eastern District of Texas; and led litigation cases: *Sanmina SCI v. Pace Americas, Inc.*, Case No. 112-CV-233960, Santa Clara Sup. Ct., Dept. 8 and *TQ Delta, LLC v. Pace Americas, LLC, et al.*, Case No. 1:13-cv-01835-RGA, in the United States District Court for the District of Delaware.
- Managed outside counsel and internal staff (covering Americas, APAC and EMEA); Established procedures for evaluating the quality and cost of outside counsel.
- Reason for leaving: Company was acquired.

2009-2012

Redwood City, CA

Vice President and Associate General Counsel

Openwave Systems, Inc.

Led legal operations at Openwave, a software mobile mediation and messaging company.

- Drafted and negotiated complex (domestic and international) technology transactions and other agreements with customers, distributors, and vendors.
- Provided innovative and business-oriented legal counsel and execution of significant strategic imperatives, including possible acquisitions, joint ventures, expansions, product/service offerings and other possible investments, as well as negotiated and structured major contracts and licensing agreements.
- Provided effective and strategic advice and analysis to senior management and Board of Directors regarding business, contract, information security, intellectual property, compliance, internal expansion, affiliate, litigation, risk management (long- and short-term), governance, equity, debt financing, international law, employment, regulatory, legislative, and policy issues.
- Collaborated with internal teams and outside counsel to ensure Openwave's compliance with regulatory requirements including, but not limited to, FCPA, EU privacy, and FTC regulations.
- Advised Openwave's management on privacy, data protection, and other evolving regulatory and legal issues related to telecommunications, telemarketing, and customer data.
- Worked closely with Finance, Export Control, Marketing, Sales, Engineering, Human Resources, and Operations and contributed as a practical problem-solver and strategic thinker.
- Advised senior management and Board of Directors with respect to the merits of actions filed against or on behalf of Openwave, and defined strategies and defenses for such actions, e.g., led litigation cases: *Openwave Systems, Inc. v. 724 Solutions*, Case No. 3:09-CV-03511, in the United States District Court for the Northern District of California; *Openwave Systems, Inc. v. Myriad*, Case No. 10-CV-2805, in the United States District Court for the Northern District of California; and *Openwave Systems, Inc. v. Apple*, Inv. No. 337-TA-809, at the International Trade Commission (ITC).
- Managed over a \$20M budget and a team of 9.
- Managed outside counsel and internal staff (covering Americas, APAC and EMEA); Established procedures for evaluating the quality and cost of outside counsel.
- Assumed responsibility for ensuring that Openwave conducted its business in compliance with applicable SEC regulations.
- Prepared for and attended limited Board meetings and occasionally acted as Corporate Secretary.
- Reason for leaving: Company closed its operations.

2007-2009

San Jose, CA

Senior Counsel

NXP Semiconductor

Directed transition efforts for NXP when Kohlberg Kravis Roberts & Co. acquired Philips Semiconductor, a multibillion-dollar semiconductor company.

- Drafted and negotiated complex (domestic and international) technology transactions and other agreements with customers, distributors, and vendors.
- Provided innovative and business-oriented legal counsel and execution of significant strategic imperatives, including possible acquisitions, joint ventures, expansions, product/service offerings and other possible investments, as well as negotiated and structured major contracts and licensing agreements.
- Provided effective and strategic advice and analysis to senior management regarding business, contract, information security, intellectual property, compliance, internal expansion, affiliate, litigation, risk management (long- and short-term), governance, debt financing, international law, employment, regulatory, legislative, and policy issues.

- Collaborated with internal teams and outside counsel to ensure NXP's compliance with regulatory requirements.
- Advised senior management with respect to the merits of actions filed against or on behalf of NXP, and defined strategies and defenses for such actions.
- Managed outside counsel and internal staff (covering Americas, APAC and EMEA); Established procedures for evaluating the quality and cost of outside counsel.
- Researched over 400 standard setting organizations in order to determine their effect.
- Reason for leaving: Company finished with the majority of its M&A.

2006-2007

Rochester, NY

Senior Attorney**Eastman Kodak Company**

Led legal efforts for a Kodak acquisition, a multibillion-dollar products company.

- Drafted and negotiated technology transactions and other agreements with customers, distributors, and vendors.

2005-2006

Oak Park, CA

Principal/Owner**Law Offices of David A. Cordeiro**

- Provided general legal counseling – represented emerging growth companies.

2004-2005

Pasadena, CA

Director of Intellectual Property**Idealab**

Led Intellectual Property function at Idealab, an incubator (start-up) company.

- Drafted commercial agreements between 11 incubator companies (2 SaaS, 1 solar, 5 Internet sales, 1 mobile, and 2 hardware companies).

1999-2004

Calabasas, CA

Lead Intellectual Property Counsel**Alcatel Internetworking, Inc.**

Supported general legal and led intellectual property operations at Alcatel, a multibillion-dollar telecommunications company (including mobile communications).

- Drafted and negotiated complex (domestic and international) technology transactions and other agreements with customers, distributors, and vendors.

1998-1999

Albuquerque, NM

Transactional Licensing**U.S. Air Force**

- Drafted and negotiated government contracts to transfer technology.

1997-1998

Palo Alto, CA

Associate**Townsend and Townsend and Crew**

- Drafted agreements and supported litigation.

Education**J.D. in Law**

Syracuse University College of Law

J.D. in Law, Vanderbilt University (Visiting Student)

J.D. in Law, City University of Hong Kong (Visiting Student)

M.S. in Electrical Engineering

Syracuse University College of Engineering

B.S. in Electrical Engineering

Rochester Institute of Technology

Bar and Court Admissions

California State Bar

United States District Court – Central and Northern Districts of California

United States Patent and Trademark Office Registration Number

Key Skills

General Legal, Corporate Law, Governance, Compliance, Start-ups, M&A, IPO, Securities, Negotiation, Privacy, Litigation, Mediation, Arbitration, Strategic Partnerships, People Management, Licensing, Open Source, and Intellectual Property.