

Martin R. Sances

Martin is an experienced business attorney who takes a “can-do” approach to legal problems that focuses on crafting deals through an integrative and value-creating process.

Martin is a trusted advisor and counselor to businesses. He utilizes superior drafting and negotiation skills to bring matters to closure in an efficient and timely manner. He quickly and succinctly evaluates legal risks and frames legal issues in a manner that directly connects with business professionals.

Martin specializes in corporate formation, governance mergers and acquisitions, stock and option plans, capital investments, regulatory compliance, contracting processes, claims oversight, and insurance matters. He conducts legal audits of corporate clients to aid in the implementation of best practices from a legal and risk management perspective.

Martin currently acts as general counsel for software and technology companies, transportation, solar, staffing, construction and education clients.

Results

- Directly handled large and small M&A transactions.
- Developed numerous contracting processes and governance for corporate inbound and outbound contracting needs including SAAS and click-through contracts.
- Created early stage investment plans for companies including employee stock options and incentives.
- Drafted and negotiated several corporate reorganizations and buy-outs of small tech start-ups and large private companies.
- Created and implemented strategy to successfully win a union election and handle post-election disputes with the Teamsters Union including NLRB proceedings.
- Managed regulatory environment for clients including successfully negotiating to recover state licensed status after notice of denial.
- Developed large scale technology outsourcing and development contracts to allow company to utilize a “multi-sourcing” model.
- Negotiated leases and real estate deal throughout the United States.

Work History

2015 to 2017 – Martin was General Counsel for Bauer’s Intelligent Transportation, Inc. and its technology Companies RidePal and iCars.

2012 to 2015 – Martin was General Counsel for PetersenDean the largest residential roofing and solar company in the United States.

2000 to 2012 – Martin Served as Deputy General Counsel and Senior Counsel to ABM Industries, Inc. and Allianz a large publicly traded facilities services company and the world’s largest and insurance company.

1995 to 2000 – Martin was a defense litigator.

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Areas of Expertise

- Business advice and counseling
- Contract drafting and review
- Corporate structure and transactions
- Licensing and regulation
- Employment and labor negotiation
- Insurance coverage and claims handling

Education

J.D., University of Wisconsin, 1994

B.A., Colgate University, 1991
Magna Cum Laude and Phi Beta Kappa

Community Activities and Memberships

State Bar of California

California Department of Real Estate – Licensed Broker

Association of Corporate Counsel (ACC)

Contra Costa Bar Assn

Member Berkeley Yacht Club and South Beach Yacht Club

Member Orinda Park Pool