

LEGAL BUSINESS TRAILBLAZERS & PIONEERS

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CONNECTORS

NICK BAUGHAN MARKS BAUGHAN & CO.

PIONEER SPIRIT Baughan had worked for bulge bracket technology investment banks his whole career and while at Credit Suisse worked on the sale of Applied Discovery to LexisNexis in 2003. So many large technology companies expressed interest in Applied Discovery that he chose to spend his time on the intersection of legal services and technology. “I attended my first LegalTech in January 2003 and realized this space has really compelling investment themes for both strategic buyers and VC investors.”

TRAILS BLAZED Over the past decade, Marks Baughan & Co. has advised on more transactions in the legal and compliance technology market than any other bank—more than 40 deals representing billions of dollars in aggregate transaction volume, with companies working with both law firms and law departments. Baughan notes that third parties, such as Integreon (for which he helped secure a \$50 million equity investment), are building businesses around doing work that law firms have traditionally done themselves. On the law department side, “There is no traditional large enterprise software player in the GC market, so there is a really dynamic landscape of technology players driving innovation there.” Examples include Anaqua and Serengeti, both of which Baughan advised on their sale transactions.

FUTURE EXPLORATIONS Baughan is extremely bullish. “Corporations and firms are embracing new technology every day to propel their value proposition and enhance collaboration. We are most excited about the players that are less interested in disintermediation of firms and corporations, but instead helping them find value together.”

