



Raymond P. Thek

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Although innovation is not Ray's only passion, it certainly is the one that most drives his career. Ray sees innovation as "the engine behind 10,000 years of human development," and he sees his role as keeping that engine well fueled.

Ray is a deal lawyer who focuses on financings and exits for companies whose core assets are intellectual property. From startups to major corporations, he helps companies and investors identify, finance, and monetize the technologies, processes, products, and brands that will create the most value for them. This inevitably brings him into close and frequent contact with the entrepreneurs whose innovations so excite him.

Ray likes to work with investors to spot companies at their earliest possible stage, often when there's nothing to see but an entrepreneur with a bright idea. From there, he advises the investors or founders on every facet of the development and financing of the business. He helps them build relationships with customers and strategic partners, and when the company matures to the point where it attracts buyers, he helps his clients plan for an orderly and successful exit.

He also works on the buy side, helping established companies of all sizes target and acquire other companies that are a good fit with their strategic objectives. He helps them think through the required characteristics and then spots the companies that possess them.

An angel investor in his own right, Ray is co-founder of **VentureCrushFG**, which provides mentoring and peer group networking for high-potential tech entrepreneurs; is co-founder and COO of **GrapeArborVC**, an angel investor group that advises and provides financial backing to promising tech startups; and is on the Executive Committee of **VentureCrushAV**, a networking program that regularly brings together seed-stage investors and entrepreneurs to build the ecosystem in and around New York City.

In all these roles, Ray's fondness for innovators and their innovations is palpable. His clients think of him as a problem solver and a creative deal maker who thinks, and lives, outside the box.

Ray describes himself as an avid reader of the classics, an "insane, maniacal hockey fan from the age of four," and a Civil War buff who has been to Gettysburg seven times.

NEWS & INSIGHTS

Publications

- > May 26, 2020
"SBA Announces: "SBA may begin a review of any PPP loan of any size at any time in SBA's discretion" & DOJ Announces Multiple Enforcement Actions," *Debt Financing & The Tech Group Client Alert*
Ed Zimmerman, Kathleen A. McGee, Kimberly E. Lomot, Raymond P. Thek, Lowell A. Citron
- > May 14, 2020
"FAQ 46 & 47: Crime & Punishment (or the Lack of Either) for PPP Loans Large and Small," *Lowenstein Sandler LLP*
Raymond P. Thek, Kathleen A. McGee, Ed Zimmerman, Kimberly E. Lomot
- > April 24, 2020
"Heightened Scrutiny for Public Companies and Portfolio Companies of Funds for PPP Loans and No PPP Loans for Funds Themselves," *Lowenstein Sandler Client Alert*
Lowell A. Citron, Ed Zimmerman, Michael A. Buxbaum, Theodore C. Sica, Kimberly E. Lomot, Jesse S. O'Connell
- > April 24, 2020
"Consider Reconvening Your Board Before May 7 if You Received or Are In Process on SBA Loans Under PPP," *Lowenstein Sandler LLP*
Ed Zimmerman, Kathleen A. McGee, Raymond P. Thek
- > April 16, 2020
"SBA Loans Regs: The "Bootleg" Redline of SBA Affiliation Rule §301(f) (the changes you're not seeing online!)," *Lowenstein Sandler LLP*
Ed Zimmerman, Matthew J. Moisan, Lowell A. Citron, Justin Gindi, Jesse S. O'Connell, Kimberly E. Lomot, Raymond P. Thek, Carly Coleman
- > April 7, 2020

"**Venture Capital Affiliation Checklist (for Rule 301(f) purposes for SBA 7(a) PPP Business Loans)**," *Lowenstein Sandler LLP*

Ed Zimmerman, Matthew J. Moisan, Kimberly E. Lomot, Raymond P. Thek, Anthony O. Pergola, Alex D. Leibowitz

> March 31, 2020

"**SBA Section 7(a) Loans for Venture Capital Backed Growth Companies/Startups Under the CARES Act**," *The Tech Group Client Alert*

Matthew J. Moisan, Ed Zimmerman, Lowell A. Citron, Kimberly E. Lomot, Raymond P. Thek

In the Media

> August 3, 2018

The **Global Legal Chronicle** notes Lowenstein Sandler's representation of **Safe Banking Systems** (SBS) in its acquisition by **Accuity**. The write-up lists the Lowenstein team: **Raymond P. Thek, Alex D. Leibowitz, Pooja Patel, Mitchell McDonald, and Zarema A. Jaramillo. View Lowenstein's news announcement about this transaction.**

> June 26, 2018

The **Global Legal Chronicle** notes Lowenstein Sandler's representation of Integral Ad Science in an article discussing Vista Equity Partners' majority-stake acquisition of the company. The article notes that the Lowenstein deal team was led by **Raymond P. Thek** and included **Peter H. Ehrenberg, Ed Zimmerman, Colin J. Kirby, Shimite Obialo, Sarah Gore, Elias Kwon, Alex Galev**, Christina Lee, and Kristen Nicol, as well as support from specialists in **Tax: Brian A. Silikovitz and Sophia Mokotoff; Employee Benefits & Executive Compensation: James E. Gregory, Darren Goodman, Megan Monson**, and Eric Margulies; **Intellectual Property Litigation: Mark P. Kessler** and Lisa A. Harvey; **Antitrust & Trade Regulation: Zarema A. Jaramillo**; and **Privacy & Cybersecurity: Mary J. Hildebrand. View Lowenstein's news announcement about this transaction.**

EDUCATION

> Yale Law School (J.D. 1986), Director, Yale Law and Technology Association and the Yale Federalist Society

> Boston University (B.A. 1983), magna cum laude

ADMISSIONS

> New York

> New Jersey