

Eric C. Marshall

SHAREHOLDER

Eric Marshall is a Shareholder on our Business Enterprise practice group, valued for his business advice as well as legal expertise. Eric brings a combination of corporate in-house and large law firm experience to his clients' transactions and business issues.

Eric's practice focuses on corporate transactions and on complex commercial contracting. Eric provides general legal support for privately owned growth companies; he leads business acquisitions, joint ventures and other corporate transactions. He advises a broad range of enterprises, from locally-owned start-up companies, to global business units of large corporations generating billions of dollars in revenues.

In his private company M&A practice, Eric regularly represents buyers and sellers in traditional business acquisitions, sales and related financings. He represents individuals and corporations in forming and (re-negotiating) jointly owned businesses, ranging from personal LLC and shareholder buy-sell agreements, to domestic and international joint ventures. He has experience in early-round venture capital transactions, representing both venture investors and early stage companies.



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PRACTICE AREAS

Closely Held Businesses and Startups
International Business Transactions
Technology Startups and E-Commerce

Eric is expert at devising and implementing creative commercial contracts to capture unusual business relationships. When his clients' business innovation leads to novel types of transactions, Eric can bring both a hands-on, operations-focused view and a larger strategic outlook. An insightful and practical problem solver, Eric draws from a broad array of experience to find creative solutions to complex legal issues. For example, drawing from joint venture, construction contracting and traditional asset acquisition concepts, Eric crafted a unique "in-sourcing" transaction for an IT consulting company. In the sale of a divisional business of a larger corporation, Eric was able to draw on outsourcing, project finance and commercial supply contracting concepts to develop a long-term agreement to deal with operations and change in the newly-divided co-located manufacturing facilities.

A former in-house counsel for BP and Amoco, Eric is experienced in delivering practical and efficient solutions to business problems. Eric has the ability to identify and articulate practical legal solutions in a useful and easily-understood manner while partnering with the client to ensure successful implementation. He has practical experience in handling the full range of legal issues that face a manufacturing and marketing organization. He is adept at efficient delivery of "front-line" commercial contracting services, including forms development, implementation of policies for the management of day-to-day contracting activity. Eric's capability in technical and specialty contracting can effectively supplement an in-house staff in off-pattern transactions such as outsourcing and strategic procurement sourcing, technology licensing and energy contracting.

Eric's background as counsel to BP and Amoco's chemicals businesses has lead him to develop an expertise in the particular types of contracts and transactions that arise in the chemicals industry, including the separation or acquisition of divisional businesses, co-location of interdependent manufacturing facilities at existing sites, high-volume high-value product supply and logistics arrangement, and co-gen and alternative energy transactions. As counsel to Amoco's European chemicals business, Eric was resident in Geneva, Switzerland, and was lead attorney on European chemical industry joint ventures, corporate acquisitions, and commercial transactions.

Eric often acts as outside general counsel to business owners and management, who rely on him to work collaboratively with employees and other key stakeholders as they implement plans for growth, execute business development strategies, or respond to and manage risk.

EXPERIENCE

Schuyler, Roche & Crisham, P.C.
Chicago, Illinois

Shareholder
2007-Present

Sonnenschein Nath & Rosenthal LLP
Chicago, Illinois

Of Counsel
2000-2007

BP Amoco Corporation
(including predecessors and affiliates)
Chicago, Illinois
(Geneva, Switzerland 1996 - 1998)

Counsel
1987-2000

EDUCATION AND DISTINCTIONS

J.D., University of Michigan Law School, Ann Arbor, Michigan, 1984.

B.A., Yale University, New Haven, Connecticut, 1980.

AREAS OF PRACTICE

Eric's practice focuses on commercial contracting and nonpublic mergers and acquisitions, with an emphasis on transactions involving manufacturing and distribution businesses including the chemicals, pharmaceuticals and food industries. His expertise includes:

- corporate and commercial transactions
- private company mergers and acquisitions
- debt financing
- joint ventures
- outsourcing
- logistics and services contracting
- co-location and shared facilities arrangements
- alternative energy transactions and energy sourcing contracting
- engineering and construction contracting
- sales and marketing contracting and alliances
- strategic sourcing contracting and procurement forms development
- venture investments
- start-up company formation and financing
- pre-merger antitrust counseling (including HSR).

BAR AND COURT ADMISSIONS

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Illinois, 1984.

PROFESSIONAL MEMBERSHIPS

.....
American Bar Association
Chicago Bar Association

CIVIC AFFILIATIONS

.....
Lawyers for the Creative Arts, Chicago, Illinois,
pro bono counsel

Chemical Industry Council of Illinois