



## AGENDA

### Life Cycle of a Deal: Entering, Exiting and Litigating your Strategic Relationships

December 5, 2019  
Hotel Derek  
2525 W. Loop South  
Houston, TX 77027

Time	Topic	Speakers
8:30 AM - 9:00 AM	Registration and Breakfast	
9:00 AM - 9:10 AM	Welcome Remarks	Robert Albaral, Texas Managing Partner, Baker McKenzie – Dallas  Kimberly Pilcher, President, ACC Houston Chapter
9:10 AM - 9:50 AM	Keynote Presentation Houston Economic Outlook	Jesse Thompson, Senior Business Economist, Federal Reserve Bank of Dallas, Houston Branch

Time	Topic	Speakers
9:55 AM - 10:55 AM	<b>Session: Identifying, Evaluating and Selecting a Strategic Relationship</b> <ul style="list-style-type: none"> <li>• Assessing your organization first to determine its goals, commercial and legal limitations, and risk tolerance</li> <li>• Putting together the best team to assess, evaluate and implement the transaction</li> <li>• Utilizing the internal assessment to develop a list of key characteristics of a potential strategic partner and generating a list of target partners on that basis</li> <li>• Identifying and leveraging relationships with targets and having conversations to explore the possibility of a strategic relationship</li> <li>• Developing a selection framework to compare strategic partner options</li> <li>• Making your selection(s) and managing alternatives</li> </ul>	<p>David Giles Vice President - Business Development, Valero Energy Corporation</p> <p>Dawn Lannin Vice President, TOTAL E&amp;P Americas, LLC</p> <p>Rocio Mendoza Baker McKenzie – Houston</p> <p>Scott Shelton Baker McKenzie – Houston</p>
10:55 AM - 11:05 AM	Break	
11:05 AM - 12:05 PM	<b>Session: Structuring your Strategic Relationship</b> <ul style="list-style-type: none"> <li>• Considerations when evaluating and deciding whether to enter into a strategic relationship</li> <li>• Optimal structures for such relationship</li> <li>• Pitfalls to avoid that may impact the decision to pursue a relationship as well as its framework</li> <li>• In-house counsel reliance on service providers (Circular 230 Sec. 10.22 - Reliance on Others)</li> <li>• Statements during negotiations (Texas Rule 4.01 (ABA Model Rule 4.1) - Statements to Others)</li> </ul>	<p>Brandy Copley Lead Counsel, PTTGC America</p> <p>Paige Bickley Navarro Senior Director and Managing Counsel, Western Hemisphere, Halliburton</p> <p>Matthew Mauney Baker McKenzie – Houston</p> <p>Rocío Rodríguez Ruiz Baker McKenzie – Houston</p>
12:10 PM - 1:10 PM	Networking Lunch	

Time	Topic	Speakers
1:15 PM - 2:15 PM	<b>Session: Managing your Strategic Relationships</b> <ul style="list-style-type: none"> <li>• Identifying key compliance, competition and labor &amp; employment issues in strategic relationships</li> <li>• Best practices to manage compliance, competition and labor &amp; employment risks</li> <li>• Current enforcement trends</li> </ul>	George Thomas Director of Global Compliance, Kraton Corporation  Brian Burke Baker McKenzie – Washington, DC  Richard Dean Baker McKenzie – Washington, DC  Emily Harbison Baker McKenzie – Houston
2:20 PM - 3:20 PM	<b>Session: When Strategic Relationships Go Wrong</b> <ul style="list-style-type: none"> <li>• How to structure, document, and implement a strategic relationship to weather inevitable disputes</li> <li>• Individual responsibility for strategic relationships</li> <li>• How does a relationship partner assess and protect its interests with the least damage to the relationship</li> <li>• Which dispute resolution mechanisms are most useful in the circumstances</li> </ul>	Brian Michael Cooper President, Houston Roughnecks, XFL  David Morris Associate General Counsel - Global Head of Litigation, Weatherford  Brian Hurst Baker McKenzie – Dallas  Allen Al-Haj Baker McKenzie – Dallas
3:20 PM - 3:30 PM	Break	
3:30 PM - 4:10 PM	<b>Session: Exiting a Strategic Relationship</b> <ul style="list-style-type: none"> <li>• Importance of planning for and developing an exit strategy</li> <li>• Key objectives and considerations to keep in mind when developing an exit strategy</li> <li>• Best practices for effectively implementing an exit strategy</li> <li>• Overview of recent trends and creative exit mechanisms</li> </ul>	Brian Michael Cooper President, Houston Roughnecks, XFL  Maryam Tabatabai General Counsel, Baylor Genetics  Andrew Ketner Baker McKenzie – Houston
4:10 PM - 4:15 PM	Closing Remarks	
4:15 PM - 6:00 PM	Networking Reception	