



David Ford

Partner

Technology Transactions and Emerging Company Services
Private Company Mergers & Acquisitions

604 891 7785

DFord@cwilson.com

Profile

Businesses in fiercely competitive markets need creative, practical and customized legal solutions to accomplish their commercial aspirations. In providing these solutions to our clients, David puts his network of connections and experience to work to efficiently achieve their goals.

David works with clients across several industries, with a particular specialization in technology. Recognized by Best Lawyers in Canada as a leader in Technology Law, he has an in-depth understanding of how technology clients operate and what is required to satisfy their ambitious business targets. In particular, David brings a unique blend of tech, financing and M+A experience, helping tech companies with respect to licensing, venture capital and strategic investments, and their M+A transactions.

Work Highlights

BBTV Holdings Inc. \$172M IPO

- > Acting as issuer counsel on BBTV's \$172M initial public offering of subordinate voting shares on the TSX and concurrent buy-out of majority shareholder's interest in BroadbandTV Corp. and corporate restructuring.

WELL Health Technologies Corp.

- > Assisting an omni-channel digital health company listed on the TSX with prospectus and private placement financings totaling \$151M to date and assisting on its acquisition strategy of 13+ acquisitions and two strategic investments to date.
-

As Chair of our Technology Transactions group David understands this rapidly evolving industry does not adapt to the rules, they recreate them. He shares this pioneering spirit with our technology clients in developing unique business solutions. As an example, David worked closely with technology companies in navigating the legal challenges associated with stock offerings to employees as compensation.

Services

- > Private equity finance transactions
- > Purchase and sale of businesses
- > Corporate structuring and reorganizations
- > Shareholder and partnership agreements
- > Commercial contracts
- > Licensing, distribution, managed services and alliance agreements
- > Professional services agreements
- > Channel partner and distribution agreements
- > Web and mobile content

As a certified Family Enterprise Advisor[®], David provides legal advice to enterprising families, taking into account the unique needs and characteristics of their business. Delving into the needs of multi-generational entrepreneurial families, this certification ensures David's clients receive personalized advice suited to their personal and business needs. These skills also transfer well to the complexities of working with multiple founders in a tech company.

The most rewarding and fulfilling aspect of David's work is when his clients tell him they have received significant value for his services. Our clients appreciate his ability to help develop the agile business strategies they need to grow and prosper.

Credentials

Awards & Distinctions

- > Best Lawyers in Canada, Technology Law, 2019-2021
- > Canadian Legal Lexpert Directory[®], Repeatedly recommended, 2020

Industry Involvement

- > Canadian Bar Association
- > American Bar Association
- > Certified FAMILY ENTERPRISE ADVISOR, Family Enterprise Xchange

Education & Call to Bar

- > Call to Bar: British Columbia, 2006

- > Call to Bar: Texas, 2001
- > Juris Doctor, University of Texas at Austin, 2001
- > M.A., Canadian Studies, Carleton University, 1996
- > B.A., Political Science, University of Calgary, 1992