

# Michael J. Student

## Counsel

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Michael is a corporate and commercial lawyer whose practice includes a strong emphasis on cross-border work and assisting clients realize opportunities and overcome challenges in the U.S. market. He provides transactional and other assistance to businesses, handling mergers and acquisitions, technology development and licensing, joint ventures and product and supply agreements. Michael works extensively with technology, service and product innovators from Finland and other parts of the Nordic region. He has a more than thirty year track record helping clients with market entry and scale up, customer contracts, growth through fund-raising and acquisitions, risk matters and exit transactions.

Michael was recently awarded the designation Knight, First Class, of the Order of the Lion of Finland, in recognition of his longstanding work with Finnish companies and his service to the country.

Michael has been active in providing pro bono services for much of his career. He has served as pro bono counsel to the American Foundation for Suicide Prevention for more than 35 years. Michael's pro bono work also includes serving Finland's Crisis Management Initiative in the US and the Finnish Cultural Institute in New York.

## Education

- Columbia University (J.D.)
  - Casenotes and Comments Editor, Columbia Journal of Transnational Law
- Hobart College (B.A., *cum laude*, *Phi Beta Kappa*)

## Bar & Court Admissions

- New York
- U.S. District Court, Southern District of New York
- U.S. District Court, Eastern District of New York

## Professional Qualifications

- New York State Bar Association

## Capabilities

- Commercial & Technology Transactions
- Corporate
- Emerging Companies & Venture Capital
- Employment & Benefits
- Employment Counseling & Litigation
- Finland/Nordic Practice
- Hi-Tech
- Intellectual Property
- International & Cross-Border Finance
- IP Litigation
- Licensing
- Life Sciences
- Media, Entertainment & Publishing
- Mergers & Acquisitions

## Awards & Honors

- Recommended by *The Legal 500 U.S.* (2024-2025)

## Community Engagement

- Member of the Board of Directors and Former President, Finnish American Chamber of Commerce, Inc. (New York)
- Member of the Board of Directors and Secretary of American Friends of CMI, Inc.

## Representative Client Work

- Represented Nederman Holding AB of Sweden, an environmental technology company focusing on clean air solutions, in its recent acquisition of RoboVent, a leading industrial air filtration company. Sullivan has provided acquisition advice to Nederman since 2017
- Represented an owner of International Transportation and Marine Agency, a managing general agent specializing in marine and other specialty lines of insurance, in its sale to MS Amlin, a London-based insurer and reinsurer
- Represented Sharper Shape Group, a technology-based provider of infrastructure data collection and analysis services to the utility industry, in Series A, Series B and convertible note financings, as well as the company's initial US market entry and ongoing commercial activities
- Represented the founders of Foundry9, a digital media and customer engagement solutions provider, in the company's sale to LiquidHub
- Represented Finland's Bittium Corporation, a developer of technology products and solutions for communications, healthcare and other fields, in its development, licensing and supply agreement with Preventice Technologies, a subsidiary of Boston Scientific
- Advised dozens of businesses from Finland and elsewhere on U.S. market entry, establishment and expansion