PAUL CUATRECASAS

AUTHOR • INVESTMENT BANKER • ENTREPRENEUR
AND STRATEGIC ADVISOR TO CEOs



"Go Tech, or Go Extinct"

Paul Cuatrecasas is an entrepreneur, investment banker, and strategic advisor to CEOs, senior executives, boards and shareholders of companies operating in or interested in the Technology and Digital industry sectors.

He helps established, "non-tech" companies partner with technology companies to avoid being blindsided by exponential change.

When it comes to inorganic innovation and transformative change, Paul brings to the table what other experts don't, won't can't, or are afraid to, even if it means being contrarian or upsetting traditional thinking.

Paul has advised on over 50 technology company M&A transactions around the world worth over $25 billion and on over 70 corporate finance advisory and strategic consultancy assignments for large corporates, growth stage tech companies and leading private equity firms.

Paul shares his experiences in his recently published book, ***Go Tech, or Go Extinct***, which incorporates his learnings from his one-on-one meetings with C-level executives at over 300 Fortune 1000 companies, as well as his client work with several of these corporates.

Working with Paul gets you his 28 years of being on the tech company M&A battleground, with expert guidance on how tech entrepreneurs and founders think, how they feel, and how they make the big decisions.

In all of his work Paul promises street-level straightforward advice, proven fact-based tactics, and a departure from traditional business-as-usual thinking and culture.

Credentials That Reflect Success ↘

Over the past three decades, Paul Cuatrecasas has advised many corporates, including:

ACCEL PARTNERS · Apax PARTNERS · HEINEKEN · Deutsche Telekom · NEC · E*TRADE · FUJITSU · Orkla · MANITOU GROUP · HORNBACH (Es gibt immer was zu tun.) · swisscom · ebay · inmarsat · Sonera · Telefónica



The Book

Discover innovative acquisition strategies and mindset shifts to future-proof your company's bottom line and market value.

ORDER NOW





WHAT PAUL CUATRECASAS BRINGS TO YOUR EVENT

- Fresh, unconventional thinking for decision-making executives. He delivers some unexpected but simple ways to adapt and avoid disruption while transforming for the future.
- Nearly 30 years of experience in the field with results-based case studies and thousands of meetings with decision-makers.
- Paul is on the M&A battleground every day, focused on his clients' results, ensuring the deals are the right deals and they're win-win.
- From presenting to boards of Fortune 500 companies to teaching groups of analysts to industry association events and conventions, Paul reaches the audience in a way they will remember.
- Paul cares about the audience, why are they coming together, what's the main objective of his presentation and he'll adapt accordingly.
- Paul practices what he preaches. His passion and energy is communicative, and his event participants say that he naturally brings out their own positivity.
- Paul doesn't fly in and fly out. He is genuinely interested in his clients and their success, getting to know the people and understand their concerns and aspirations.

"Paul is a highly experienced investment and business strategist. His knowledge of finance and business is matched by his understanding of people and what motivates them; this combination is rare in his industry and it is why Paul Cuatrecasas stands out from his peers."

- Julian Phillips
Executive Vice President and Chief Story Telling Officer at Whitlock. Chair of the LSC and Board Member, AVIXA

"Paul's analytical capability is second to none. Ultimately, his ability to spot value where others can't enables him to provide a return on any investment whether he is investing for himself or for others."

- Jim Osman
Founder and Chief Executive Officer, The Edge Consulting Group

"It is always a pleasure working with Paul – he is the consummate professional."

- Simon Crookall
Co-Founder, Gumtree (sold to eBay) and Slando (sold to Naspers)



"Paul's advice and counsel helped us prepare our business for an extremely effective process. During the process itself his depth of experience meant that we were able to negotiate the inevitable twists and turns, ultimately concluding what proved to a great deal for all parties involved."

- Julian Hucker
Co-Founder and former Chief Executive Officer, Esendex



Check Paul's Availability

Ready to book Paul for a keynote, panel, private speaking engagement, or conference? Interested in collaborating with him on an article or thought leadership piece? Want to interview him for a podcast, webinar, or article?

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