

Firm **Ropes & Gray LLP**

Law School **Boston College Law School**

Area of Practice **Private Equity and Mergers & Acquisitions**



Timothy Castelli has earned the respect of his colleagues and the loyalty of his private equity and strategic clients due to his unique combination of elite technical skill and pragmatic, business-oriented instincts.

Castelli is consistently recognized for having greater deal insights and stronger negotiation instincts than other attorneys. His clients know that Castelli can help them manage challenges with a creative and pragmatic approach that helps them achieve the best possible outcome, in an efficient, collaborative manner, even when faced with difficult circumstances.

A partner at Cressey & Company commented, "Over the course of our long working relationship, his demonstrated expertise with private equity transactions and his knowledge of the healthcare and life sciences sectors has inspired confidence when having him on our side. He's certainly helped us turn some challenging deals into fantastic opportunities, which is one of the best things you can say about a transactional lawyer."

Another of Tim's nominators noted that "The best ones, like Tim, keep the strategic priorities of their clients top of mind. When working on complex transactions, it is not just about winning, keeping score, or applying a scorched-earth approach to closing transactions. Instead, it is critical to be practical, balanced, and sensitive to

nuances to help your client reach the best outcome."

Castelli has recently helped Cressey & Company with a number of acquisitions and divestitures in the healthcare sector. Other recent deals include the acquisition of a distributor of medical products by a leading global medical products and technologies company, and the acquisition by a wireless retailer of another retailer's 139 locations.

"At all times, Tim was very nimble in his approach, as befits a strategic and experienced negotiator," wrote one nominator who worked with Castelli on multiple deals. "He clearly and quickly understood our risk appetite then tailored his advice to accommodate that against the challenges of the transactions. It was impressive to see him in action."

Another nominator noted, "He's had to be extremely nimble on some of the deals we've worked on together, and I've always been impressed by his ability to simultaneously be pragmatic and creative in order to get the results we needed."

His nominators say that Castelli injects a level of humanity into transactions when things get heated. He also seeks solutions, when possible, that work for all parties involved.

"He is also extremely adept at managing difficult personalities and bringing together parties with competing interests", one nominator wrote regarding obstacles that can sometimes derail negotiations. "These abilities make Tim stand above the crowd."



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“Tim is a strong negotiator who really takes the time to understand and effectively manage all of the many details, including various people and personalities, involved in a transaction.”