

## Erica Wilson

Partner

Berwyn

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Erica's deep understanding of the intricate M&A landscape allows her to help clients navigate the complexities of high-stakes transactions with precision and strategic insight.

### OVERVIEW

Erica focuses her practice on mergers and acquisitions, along with other fundamental or transformative transactions. She represents public and private companies, as well as private equity firms and their portfolio companies, in a variety of domestic and cross-border transactions, in a wide range of industries, including the insurance brokerage and manufacturing industries.

Erica is committed to delivering exceptional client services and achieving successful outcomes in every transaction and engagement. She leverages her experience and industry knowledge to provide clients with practical and innovative solutions, and strategic advice tailored to their unique business needs.

Erica also has an active pro bono practice, and serves on the board of several nonprofit entities.

### REPRESENTATIVE MATTERS

- Marsh McLennan (NYSE: MMC) in its acquisition of McGriff Insurance Services, an insurance broker that offers risk management and insurance solutions to clients in the U.S., from an affiliate of TIH backed by private equity firms Stone Point Capital and CD&R, in an all cash transaction valued at approximately \$7.75 billion.
- Marsh McLennan Agency, a part of MMC's global family of businesses ("MMA"), in its acquisition of Maryland-based HMS Insurance Associates, Inc.
- AMETEK, Inc. (NYSE: AME) in its acquisition of Paragon Medical, a provider of highly engineered medical components and instruments, from affiliates of private equity fund American Securities LLC in an all cash transaction valued at approximately \$1.9 billion.
- A public company in its acquisition of a provider of mission critical embedded computing systems from a private equity sponsor in an all cash transaction valued at approximately \$1.35 billion.
- A provider of expansion joints, pipe penetration seals and HRSG duct/liner replacement systems in its sale to a large cap private equity sponsor.
- A supply chain management firm in its acquisition of a SaaS (ERP) technology company.
- A private equity firm in a carve-out acquisition of a company providing film storage, preservation, repair,

digitization, organization, and curation services.

- Mercer, a global HR consulting firm and part of MMC's global family of businesses, in its acquisition of Leapgen, a human resources technology advisory firm focused on digital strategy and workforce solutions.
- A mid cap private equity fund in its platform acquisition of a software company.
- AME in its acquisition of United Electronic Industries, a provider of data acquisition and control solutions for the aerospace, defense, energy, and semiconductor industries.
- MMA in its acquisition of Fisher Brown Bottrell Insurance, Inc., one of the largest bank-affiliated insurance brokerages, from Trustmark National Bank.
- A global provider of industrial technology solutions in its acquisition of a company providing advanced laser-based projection and inspection systems.
- Financial sponsor in its platform acquisition of a fire sprinkler installation and maintenance services company.
- MMA in its acquisition of Philadelphia, Pennsylvania-based Graham Company, a risk management consultancy and insurance and employee benefits broker.
- A small cap private equity firm in its acquisition of a designer and marketer of carry and activity-specific knives and other edged tools.
- A public company in its strategic acquisition of a company that designs, develops and manufactures customized integrated optical imaging systems, cameras, components, and software.
- A company that provides digital supply chain networks for the global manufacturing sector in its acquisition of a quality compliance company.
- Financial sponsor in its acquisition of a global e-tailer of specialty tools and parts for guitars and other fretted instruments.
- Management sellers in partial rollover and sale of manufacturing company to private equity sponsor.
- Public company in its acquisition of Canada-based provider of real-time power simulation systems used by utilities, and research and educational institutions in the development and testing of electric power grid and renewable energy applications.
- A logistics company in its acquisition of a provider of mile multi-carrier and multi-modal TMS solutions.
- A private equity portfolio company in its platform acquisition of a UK-based technology company focused on helping businesses automate, streamline, and optimize supply chain processes and documentation management.
- Private equity fund in its acquisition of a manufacturer of store fixtures for the supermarket industry.
- A portfolio company of a large private equity fund that provides realtime and offline captioning products and services in its sale to a strategic buyer.

## AWARDS

- *The Deal*: Rising Star Award (2021)
- *Best Lawyers in America®: Ones to Watch*: Corporate Law, Mergers and Acquisitions Law (2021-2025)

## TOP AREAS OF FOCUS

- Corporate
- Emerging Companies + Venture Capital
- Insurance Transactional + Regulatory
- Mergers + Acquisitions
- Private Equity

## PROFESSIONAL/COMMUNITY INVOLVEMENT

- Board candidate fellow, The Fourth Floor X UBS Fellowship Program
- Former host committee, Annual Smart Business Dealmakers Conference
- Former member of Young DealMakers committee, ACG Philadelphia
- Member, Duke University School of Law Philadelphia Regional Board
- LEADERSHIP Philadelphia Participant, 2019-2020
- Former board member, Nutritional Development Services and Little Flower Catholic High School
- Committee member and past chair, Duke University 2006 Class reunion and Duke Law 2011 Class reunion

## EDUCATION AND CERTIFICATIONS

### EDUCATION

- Duke University School of Law, J.D., 2011
- Duke University, B.A., 2006, political science

### BAR ADMISSIONS

- Pennsylvania
- California

## SPEAKING ENGAGEMENTS

- Panelist, "Avoiding Deal Pitfalls," ACC Greater Philadelphia Corporate & Securities Virtual CLE Webinar, August 22, 2023.
- Panelist, "Maximizing Your Liquidity Event: Avoiding Pre-and-Post Transaction Pitfalls," Smart Business Dealmakers Conference 2022, September 8, 2022.
- Speaker, "Career Advancement Trends and Opportunities for Emerging Dealmakers," ACGU Alumni Network, July 27, 2021.
- Speaker, "Entrepreneurship, Innovation, and Investment Banking With Strategic Exit Advisors," Drexel Finance & Investment Group, April 19, 2021.