

James M. Hipolit

Partner

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James works with private equity firms and their portfolio companies on transformative deals that support strategic goals and lead to growth. He also assists company owners in selling their businesses.

OVERVIEW

James advises both buyers and sellers on strategic transactions, focusing on mergers and acquisitions, with an emphasis on advising private equity sponsors and their portfolio companies. He takes a leading role in counseling buyers, sellers, and company owners in M&A transactions across a broad range of industries, including technology, manufacturing, food and beverage, health sciences, health care IT, financial services, insurance, home services, transportation, and construction.

James' clients also rely on him for advice and counsel related to corporate governance, structuring, and corporate finance matters.

REPRESENTATIVE MATTERS

Private Equity Representations

- Represented a private equity fund in the sale of a manufacturer of biomaterial coatings for medical devices to another private equity fund.
- Represented a private equity fund in its acquisition of a manufacturer of pool finishes, as well as its subsequent sale to a strategic buyer.
- Represented a private equity fund in a growth equity investment into a family of aggregate distribution and logistics companies.
- Represented a private equity fund in its acquisition of a provider of clinical laboratory testing services.
- Represented a private equity fund in its acquisition of a global designer and manufacturer of wireless communication technology.
- Represented a private equity fund in the \$66 million sale of one of its portfolio companies, a wallpaper, fine fabric, and high-end furniture designer.
- Represented the portfolio platform company of a private equity firm in its acquisition of multiple plumbing and heating supply companies across the U.S.
- Represented a private equity fund in a growth equity investment into a provider of cutting tool products and

services for the woodworking, metal, and composite industries.

- Represented a private equity fund in its acquisition of a provider of fire and life safety services for commercial, industrial, and multifamily buildings.
- Represented a private equity-backed company in multiple add-on acquisitions of telecommunications construction companies.
- Represented a private equity fund in its acquisition of a manufacturer of fire-resistant file cabinets.

Strategic Representations

- Represented a privately held distributor of plumbing, HVAC, pool, and industrial supplies in connection with multiple acquisitions of regional HVAC and refrigeration distributors.
- Represented a privately held global clinical trial supply company in its strategic acquisition of a compounding pharmacy.
- Represented the owners of companies providing small-diameter metallic tubing serving critical applications across aerospace and defense, medical, power generation, and industrial end markets in the sale of their companies to a private equity fund.
- Represented the founder of a contract packaging and manufacturing company producing products primarily for the health care and beauty markets in the sale of his company to an internationally headquartered manufacturer of health care products.
- Represented the owners of a provider of development tools, software libraries, and deployable software packages that enable safety-critical graphics processing unit-based computing in the sale of their company to a portfolio company of a private equity fund.
- Represented the owners of a facilities maintenance provider specializing in exterior services in the sale of their company to a portfolio company of a private equity fund.
- Represented the owner of a provider of cloud-based technology solutions for life sciences in the sale of his company to a provider of health care and life sciences software.
- Represented the owners of a regional provider of paratransit, shuttle, and motorcoach services in the sale of their company to a strategic acquirer.
- Represented a mining, construction materials supplier, and road construction company in its strategic acquisition of a regional quarrying, construction materials supply, and road construction company.
- Represented a supply chain operating network for the process services, which was owned by a number of *Fortune* 500 companies, in its sale to a private equity fund.

TOP AREAS OF FOCUS

- [Corporate](#)
- [Corporate Governance](#)
- [Mergers + Acquisitions](#)
- [Private Equity](#)

ALL AREAS OF FOCUS

- [Corporate](#)
- [Corporate Governance](#)
- [Emerging Companies + Venture Capital](#)
- [Health Care + Life Sciences](#)
- [Health Care Transactions](#)

- Mergers + Acquisitions
- Private Equity

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of California, Los Angeles School of Law, J.D., 2009, Order of the Coif
- College of William & Mary, B.A., *summa cum laude*, 2006, public policy and history, Phi Beta Kappa

BAR ADMISSIONS

- Pennsylvania

CLERKSHIPS

- Hon. Donald F. Parsons, Jr., Delaware Court of Chancery, 2009-2010

SPEAKING ENGAGEMENTS

- Speaker, "Taking Chips Off the Table or Funding Growth—Exploring Alternatives for Achieving Liquidity," Philadelphia M&A Conference – Smart Business Dealmakers, September 11, 2025.
- Moderator, "Planning for Liquidity: Maximizing Value and Timing," The Smart Business Dealmakers Conference 2024, September 12, 2024.

PUBLICATIONS

- Podcast, "Preparing to Sell Your Business With James Hipolit of Troutman Pepper Locke," *Smart Business Dealmakers*, June 4, 2025.