

DEAN G. FALVY

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EXPERIENCE

Quadrant Law Group, LLP

Partner (2022-present)

Of counsel (2015-22)

- Co-managed firm of 18 legal professionals throughout North America.
- Advised major investment funds and portfolio companies on service agreements, software development, SAAS licensing, and technology procurement projects.
- Managed compliance with European General Data Protection Regulation for multinational clients and negotiated GDPR agreements.
- Executed major compliance and contract remediation projects for major international financial institutions.

Cerulean Law PLLC

Seattle, Washington

Founder and principal

2012-2022

- Guided large and small business clients on corporate organization, e-commerce law, commercial negotiations, content and intellectual-property licensing, digital distribution, and antitrust compliance.
- Negotiated major original content licensing and development deals for digital distribution.
- Prepared key technology licensing, product sourcing, distribution, and joint venture contracts for industry-leading e-commerce clients.
- Built contractual structures for development of creative content and entertainment series.
- Created equity investment, executive employment, and consulting agreements for small and medium-sized businesses.

Amazon.com, Inc.

Seattle, Washington

Senior Corporate Counsel, North American Retail

2008-2012

- Negotiated product supply contracts with top vendors, managed content licensing, and provided day-to-day guidance for multi-billion-dollar North American retail consumer electronics business, including home video and audio, computers and information technology, and wireless phones and accessories.
- Provided principal legal counsel for multiple retail categories, including automotive, industrial and scientific supplies, toys and baby, health and beauty, home and garden, grocery, sporting goods, jewelry and watches.
- Directed legal support for company-wide initiatives on competitive strategy and negotiation.
- Developed and managed company policies on retail pricing and antitrust compliance.

- Designed, created, and implemented legal training program for retail business teams, including segments on contract negotiation, antitrust, intellectual property, marketing, confidentiality, and corporate communications.

Senior Corporate Counsel, M&A and Securities

2005-2007

- Investigated and negotiated corporate acquisitions and divestitures in US, UK, Canada, France and Germany and coordinated integration process for all new corporate acquisitions.
- Managed intercompany contracts, statutory audits, stock warrant investments, treasury, and banking issues.
- Directed legal work for the establishment and maintenance of a global network of remote software development centers, including locations in India, South Africa, and Romania.
- Negotiated real estate leases, government incentives and land purchase options in multiple jurisdictions.

Corporate Counsel, International Operations

2000-2005

- Spearheaded legal projects for successful launch of Canadian website (Amazon.ca); Japanese books, music, video, software, toys and kitchen stores; US magazines business; and German health and personal care category.
- Provided principal legal counsel for company operations in Canada, Japan and France, including compliance, corporate, commercial, business development, labor, employee training, regulatory, litigation, consumer protection, privacy, advertising, content licensing, risk management, and intellectual property matters.
- Counseled business owners and designed agreements with third-party service providers to build a global customer service network, including locations in the US, UK, and India.
- Drafted and negotiated fulfillment services and transportation agreements with major logistics providers and commercial carriers.
- Set and managed outside counsel budgets and supervised significant litigation.

K&L Gates LLP (formerly Preston Gates & Ellis)

Seattle, Washington

Associate

1992-1994; 1997-2000

- Developed general business practice, including corporate law, mergers and acquisitions, commercial contracts, municipal finance, and employment-based immigration.

Tanaka & Takahashi

Tokyo, Japan

Foreign Attorney

1994-1997

- Practice emphasizing international business transactions, project finance, intellectual property licensing, banking, finance, and aviation law.

TEACHING

University of Washington School of Law

Seattle, Washington

Affiliate Instructor of Law

2013-present

- Taught Constitutional Law I: Constitutional Structures of Government course (2015-24), including judicial review, federalism, separation of powers, regulation of interstate commerce, and presidential war powers, and developed original online/distance-learning version of course.
- Taught Payment Systems course (Winter 2015), including the checking system, negotiable instruments, credit and debit card networks, ACH payments, POP and EBPP systems, wire transfers, letters of credit, mobile payments and virtual currencies.
- Taught International Business Transactions course (2013-21), including documentary sales transactions, letters of credit, the UN Convention on the International Sale of Goods, Incoterms, international antitrust regulation, agency and distributorships, intellectual property licensing, inbound investment structures, and anti-corruption legislation.

Seattle University School of Law

Seattle, Washington

Instructor

2000

- Developed original course materials and taught commercial law drafting lab seminar.

EDUCATION

Harvard Law School

Cambridge, Massachusetts

- J.D., *cum laude* (1992)
- Treasurer, Harvard International Law Society
- Member, Harvard International Law Journal

Yale University

New Haven, Connecticut

- B.A., *magna cum laude* (1989), distinction in the history major

LANGUAGES

English, French (proficient), Spanish, German, and Japanese (conversational).

ACTIVITIES

Alpine and Nordic skiing, snowshoeing, hiking, kayaking, cycling, travel (60+ countries).