Kilpatrick

Ktalks



Welcome to Ktalks. This series reaches out to leaders in the business and legal communities with five questions to seek their insight on matters ranging from forging successful career paths to building strong client relationships, the importance of mentoring, and more.

Chris Matton is General Counsel of MaintainX, a mobile-first platform helping streamline maintenance processes, improve operational efficiency, and enhance overall management across industries. The company recently achieved a significant milestone in its journey through a successful $50 million Series C financing led by Bain Capital Ventures with the participation of other prominent investors.

Chris was a partner at Kilpatrick and focused his practice on venture capital, mergers and acquisitions, and other corporate transactions. He left the firm in 2010 to join Bandwidth, which went public in 2017. Chris also has served as General Counsel of Passport and AgBiome and on the founding team of Veritas Collaborative. Chris received his undergraduate degree from The Wharton School at the University of Pennsylvania. Chris attended the Wake Forest University School of Law, where he was Executive Editor of the Wake Forest Law Review.

1

Why did you choose to work at a large law firm?
A large law firm like Kilpatrick accelerates learning like few institutions on the planet. I knew I would learn from the firm's exceptional team and the clients the firm serves. I learned more than I ever imagined I would.

What was the best piece of advice you received as a new lawyer?
Set the standard. My father gave me this advice long before I began practicing law. It has served me exceptionally well throughout my life and in the practice of law.

2

3

If you could offer three tips to law firms about how to work well with in-house counsel, what would those tips be?

- Understand the client's business; at a minimum, deploy an array of Google

3

counsel, what would those tips be?

- Understand the client's business; at a minimum, deploy an array of Google Alerts to constantly follow your clients.
- Understand the client's objectives and risk tolerances; a great outcome, as defined by the lawyers, may not be the best outcome.
- Understand the client's budget and timing constraints; an early clarifying conversation avoids uncomfortable discussions later.

What is the best non-legal attribute that you see in the most successful lawyers?
The best lawyers listen more. Your thoughts should already be well known to you. You don't need to hear them again. The best lawyers also have a reasonable understanding of finance, which inevitably drives decisions.

4

5

Is there something you do in your personal life that contributes to your professional success?
Read. Books, essays, magazines, and newspapers capture every imaginable experience and idea. Those experiences and ideas shape my own.

For more information, please contact:
John Page, jpage@ktslaw.com

www.ktslaw.com