Louis Barbieri III

Partner

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Services

Outside General Counsel Services

Private Equity

Mergers & Acquisitions

Emerging Companies

Entrepreneurship Through Acquisition-Search Funds

Venture Capital and Emerging Companies

Cybersecurity, Privacy & Data Governance

Securities

Industries

Fintech

Technology

Consumer Goods

Financial Services

Health & Life Sciences

Agribusiness & Food Technology

Lou Barbieri leads Kilpatrick's Corporate Mergers & Acquisitions and Securities (MASC) practice. His practice focuses on counseling leaders of private equity funds, portfolio companies, founder owned-businesses and other corporate clients in general corporate, investment and mergers and acquisitions (M&A) transactions. Lou has a depth of experience in representing SaaS software providers, healthcare service providers, and industry leaders in retail, manufacturing, and supply chain. His goal is to provide sophisticated counsel to clients with a focus on growth through complex regulatory landscapes. Lou has helped develop and implement acquisition programs for multiple clients that have increased value and ultimately led to successful industry-recognized exit transactions.

Lou began his career representing primarily start-up companies in all aspects of their business. He continues to devote a significant amount of time advising venture capital funds, strategics and founders in venture capital transactions. He was named the 2024 "Atlanta Lawyer of the Year" in the area of Venture Capital Law by *The Best Lawyers in America®*.

Lou is co-founder, with his wife, of the Barbieri-Hunt Scholarship, which provides annual scholarships to high school students for post-secondary education or work programs. He was co-founder of the L.A.M.B. Foundation, a non-profit focused on leveraging community resources for families in need. Lou is a past Chairman of Rebuilding Together Atlanta, an affiliate of Rebuilding Together, which mission is to revitalize homes of low-income home owners in the Atlanta area, focusing on veterans and elderly residents.

Lou was recognized by *The Best Lawyers in America®* in 2025 and the eight years immediately preceding for Mergers and Acquisitions Law and again in 2026 and 2027 for Corporate Law, Leveraged Buyouts and Private Equity Law, Mergers and Acquisitions Law, and Venture Capital Law. He was ranked as a "Next Generation Partner" in 2019, 2020, 2021, 2022, and 2023 and a "Leading Partner" in 2024, 2025 and 2026 for Mergers & Acquisitions by *Legal 500 US*.

Experience

Healthcare Services (General Outside Counsel; M&A Acquisition Programs; Venture Capital Investments; Founder Representations)

Counseled Pharos Capital in its platform investment of Beacon Living Services, a residential adult foster care provider. Over eight years, Lou advised Beacon on general outside counsel services and growth strategies, including implementing an acquisition program, which resulted in acquisition of over 10 other service providers and hundreds of facilities, including expansion into six additional states. In 2022, Lou and his team counseled Pharos and its management team in a successful exist transaction, representing one of Pharos' most successful investments in its history.

Counseled Jackson Healthcare, a travel nurse staffing provider, in its acquisition of Lawrence Recruiting Services, a complex transaction structure resulting from regulatory and compliance issues, which has been recognized by multiple industry award providers.

Represented Pursuant, a health kiosk manufacturer and technology provider, in connection with general corporate growth matters, including multiple venture capital equity financings. Lou and his team provided significant counsel on regulatory matters, including HIPAA/HITECH and Americans with Disabilities Act (ADA) matters.

Counseled LocumTenens, a SaaS healthcare recruitment provider, on the closings of multiple M&A transactions and venture capital investment transactions.

Advised Avelead, a SaaS revenue cycle management provider, and its founders in connection with the company's sale to Streamline Health (NASDAQ STRM).

Advised Intely, a SaaS healthcare provider start-up, and its founder in venture capital transactions.

Human Capital Management (General Outside Counsel; M&A Acquisition Programs)

For over 15 years, Lou has spent significant time focused on representing multiple equity funds and their portfolio companies that are SaaS providers in the human capital management industry. Services include:

- counseling on regulatory compliance, including money transmitter licensing, data privacy (CCPA, Biometric Privacy Act) and multiple-employer legal compliance matters;
- developing business and legal go-to-market strategies for new products;
- developing acquisition programs, which have successfully resulted in more than 40 investments and acquisitions in this industry.

Counseled founders of Hodges-Mace Benefits Group, a SaaS provider of health and voluntary employee benefits, as general outside counsel and in multiple transactions, including the company's sale to Alight.

Represented Camden Partners and its payroll portfolio company, including in the growth capital investment from LLR Partners.

Retail (General Outside Counsel; M&A Acquisition Programs; Venture Capital Investments; Founder Representations)

Advised the ODP Corporation (ODP) on the development and implementation of its "federation" acquisition strategy (2018 to date, see public filings).

Counseled multiple retail clients in significant contracts with large retailers, including contracts adverse to Walmart.

Advised Sunglass Warehouse, Inc. and its founder in the company's sale to Luxottica North America.

Advised Boxercraft, Inc. and its founder in the company's sale and exit transaction.

Manufacturing (Venture Capital and M&A Transactions)

Advised The ODP Corporation in multiple venture capital technology investments in manufacturing.

Counseled an equity fund in its acquisition of Brunswick Bowling Corporation. Advised a BMW car part manufacturer and supplier in multiple transactions.

Agribusiness and Supply Chain (General Counsel; Venture Capital; M&A Transactions; Founders)

Provided outside legal counsel to a multi-billion dollar private agribusiness, with principal matters including monetization and development of its intellectual property portfolio through identifying patentable technologies and creating trade secret protection policies and procedures. Technologies included applicable pesticides, planting formulas, and crop management software development.

Advised Shiplify, a SaaS provider of shipment verification services, in multiple venture capital equity financings and in general corporate matters.

Counseled a national grocer in multiple acquisitions, including multi-unit regional grocery stores, and expansion into multiple new states.

Advised Transus (intermodal trucking services) and its founders in multiple equity transactions and an exit transaction.

IT/Data Center/Outsourcing (M&A Transactions)

Advised Xpanxion, LLC in its sale to UST Global Group.

Advised a cloud-based IT Support/Data Center company in multiple acquisitions, and in equity and borrowing financings.

Education

Stetson University B.A. (2002) *magna cum laude*

University of Florida Levin College of Law J.D. (2005) *Recipient of the Irving Cypen Award*

Admissions

Georgia (2007)

Florida (2006)

Professional & Community Activities

Florida Law Review, Member

State Bar of Georgia, Member

State Bar of Florida, Member

Georgia Appleseed, Board of Directors, Member

Insights

News Releases

Kilpatrick Attorneys Once Again Earn Outstanding Recognitions in 2027 Edition of The Best Lawyers in America®

August 20, 2026

News Releases

Kilpatrick Continues Growth in Silicon Valley; Adds Prominent M&A Partner

July 7, 2026

Alert

New Corporate Transparency Act Rules Adopted | Foreign Companies Registered to Do Business in the U.S. Must Report Their Beneficial Owners to FinCEN by April 25, 2025

March 26, 2025

Alert

Future Corporate Transparency Act Rules to Apply to Foreign Reporting Companies Only

March 6, 2025

Alert

Corporate Transparency Act Suspended (Again)

February 28, 2025