



Randall G. Ray

Partner Corporate

Dallas

rgray@munckwilson.com
972.628.4520



At a Glance

Decades Of Corporate Experience

With more than 37 years of experience, Randy works with a multitude of private and public companies ranging in size and scale across a diverse portfolio of industries including technology, retail, telecommunications, hospitality, and manufacturing.

Top-Rated Corporate Lawyer

Recognized by Best Lawyers in America® since 2016 and Texas Super Lawyers since 2012, Randy is a highly respected corporate lawyer and leader in the legal industry and an alumnus of the prestigious Leadership Dallas Class of 1999, a program developed by the Dallas Regional Chambers that builds leaders in the community to support North Texas.

Leader in the Community and Firm

Well-respected in the community, Randy has been a longtime supporter of Black Tie Dinner, serving on the board of directors, advisory board, co-chair, and general counsel (since 2009). Randy is also a member of MWM's executive committee.

Randall (Randy) G. Ray is a member of MWM's executive committee and partner in the firm's corporate law group with more than 37 years of experience. Randy works on corporate and securities matters for a wide variety of clients, including public and private companies, boards of directors, board committees, executive officers, underwriters, private equity firms, and investors.

Randy assists clients with corporate finance through public and private offerings of equity and debt, securities reporting and compliance (including Sarbanes-Oxley compliance), mergers and acquisitions, and executive compensation matters. He also advises companies, boards of directors, board committees, and executive officers on corporate governance and executive compensation matters. Randy's clients operate in a diverse range of industries, including technology, retail, telecommunications, hospitality, and manufacturing, and range in size from start-ups to large public companies.

Randy's experience with securities law matters includes private placements, initial public offerings (representing both companies and underwriters), follow-on offerings of equity and debt securities, Rule 144A debt offerings and related exchange offers, tender offers for equity and debt securities, public company mergers and acquisitions, including merger proxies and securities registrations, and SEC reporting and disclosure obligations.

Experience

- Corporate and securities representation of Tyler Technologies, Inc. (a leading provider of information technology software and services to local government authorities), GNC Corporation (the largest global specialty retailer of health and wellness products), Linens 'n Things, Inc. (formerly the second largest retailer of home textiles, housewares, and home accessories in North America), and IFCO Systems N.V. (an international logistics provider)
- Representation of Tyler Technologies, Inc. in various acquisitions, including the \$670 million cash and stock merger acquisition of New World Systems Corporation, \$150 million cash merger of Socrata, Inc. and \$185 million cash merger of MicroPact
- Representation of a private company specializing in records maintenance and presentation to country and local governments, including multiple acquisitions and its sale to private equity firm
- Representation of Geoforce, a company specializing in field assets management, including acquisitions, debt, and equity financings, and its sale to a private equity firm
- Representation of affiliated private companies specializing in technology applications for automotive dealers, including various equity private offerings
- Representation of private interactive marketing solutions company for healthcare providers, including various equity private offerings
- Representation of a private company in connection with the acquisition of Eastman Kodak Company's micrographics and conversion services businesses and their continued operation
- Representation of a private interactive marketing solutions company for the automotive industry in a \$48.9 million sale to DealerTrack, Inc.
- Representation of a private company in an acquisition of over 30 Pizza Hut franchises
- Representation of the shareholders of a privately held aggregator and provider of equipment purchasing information for healthcare facilities in connection with the sale of the company to a private equity firm
- Representation of a publicly traded global provider of products and services to the oil and gas industry in connection with a public offering of \$1 billion in senior notes
- Representation of a public reporting specialty retailer in connection with its \$1.65 billion sale to private equity firms, as well as related financing transactions, including Rule 144A debt offerings, debt tender offers, and bank financing
- Representation of a public reporting specialty retailer in connection with a Rule 144A offering of \$425 million in senior notes for a recapitalization transaction
- Representation of a publicly traded domestic logistics provider in connection with its acquisition by a Dutch international logistics provider headquartered in Germany, the international company's initial public offering, and related financing transactions, including a Rule 144A debt offering (and subsequent exchange offer) and bank financing (total transaction value of approximately \$1 billion)
- Representation of a publicly traded leading provider of specialized contracting services in connection with multiple consolidating acquisitions in its industry
- Representation of a publicly traded logistics provider in connection with multiple consolidating acquisitions in its industry

Focus Areas

Corporate Governance
Employee Incentive Plans & Compensation
Electronic Gaming
Mergers & Acquisitions
Entertainment & Digital Media
Fintech
Health Care
Hospitality
Private Equity
Securities
Technology Transactions
Real Estate Litigation
Corporate Governance Litigation
Internal Investigations

Speeches / Publications

- Before Negotiating the Definitive Purchase Agreement
M&A Toolbox, January 2012 (co-presenter)
- Getting Directors Ready for the Sale Process
7th Annual Mergers and Acquisitions Institute
The University of Texas School of Law, October 2011 (moderator)
- Role of the Lead Director, North Texas Chapter of the National Association of Corporate Directors, October 2011
(panelist)

Education

Southern Methodist University Dedman School of Law, JD, 1984
Southwestern Law Journal member 1982-84; assistant editor-in-chief, 1983-84
Order of the Coif

University of Oklahoma, BA, 1981
Political Science
With special distinction

Associations & Memberships

- American Bar Association
- State Bar of Texas

- Dallas Bar Association
- National Association of Corporate Directors (NACD)
Advisory Board Member and Secretary North Texas Chapter, 2007 – 2012
- Tech Titans (Metroplex Technology Business Council)
Board of Directors, January 2013 – December 2015
- Uplift Education
Board of Directors, 2010 – 2017
Member, Facilities Committee 2014 – 2020 (Chair, 2014 – 2017)
Chair of Uplift East Dallas Advisory Board, 2010 – 2014
- The Dallas Assembly
Member, 2002 – present
Board of Directors 2005 – 2007
- Black Tie Dinner, Inc.
Board of Directors, 2004 – 2008
Co-Chair, 2007 – 2008
Advisory Board, 2009 – 2011, Lifetime Member, 2014 – present
General Counsel, 2009 – present

Honors & Awards

- Best Lawyers in America
2016-2024
- Best Lawyers in Dallas, D Magazine
2013, 2015, 2020-2022
- Texas Super Lawyers, Thomson Reuters
2012-2023
- Rated AV Preeminent by Martindale-Hubbell
- One of 35 Leadership Dallas Alumni Heroes
2011
- Leadership Dallas, Dallas Regional Chamber
Class of 1999
- Army Meritorious Service Medal, Army Commendation Medal, and American Bar Association Award for Professional Merit
1985 – 1988
- Phi Beta Kappa
1981
- Texas Bar Foundation, Life Fellow
- Dallas Bar Foundation, Fellow

Bar Admissions

Texas, 1984