

THE RECORDER

Orrick Adds Tech Business Adviser from Silicon Valley Bank

By Sarah Tincher-Numbers

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What You Need to Know

- Lewis Hower has joined Orrick as managing director of technology companies and fund relationships.
- Hower joins from Silicon Valley Bank, where he was head of startup banking.
- He will provide commercial and financial guidance to lawyers in the technology companies group.

Further building out its capabilities to work with the tech sector, Orrick Herrington & Sutcliffe has hired Lewis Hower from Silicon Valley Bank as a business adviser to provide commercial and financial guidance to lawyers in the firm's technology companies group.

Based in San Francisco, Hower has been named managing director of technology companies and fund relationships at Orrick, where he will both work to strengthen relationships with existing clients and help build out the firm's portfolio.

"Our best sales conduit are our most happy clients, so we need to continue to add value, and then our reputation will continue to grow from there," Hower said in an interview.

"One of my true norths is that I believe in the power of relationships to solve problems," Hower added. "So my focus will be working with our clients working with the sector to really help connect those dots and focus on how do we add that tangible and real value."

In an interview, Orrick CEO Mitch Zuklie said Hower will be a "powerful asset for our clients and our teams," noting that he has a "tremendous network of relationships and connections and credibility from his deep experience."

"This is a moment where almost all of our clients are experiencing accelerating change," Zuklie added. "Whether those are companies, whether they're investors who are investing in those companies, an awful lot of our clients

look to us to help them see not only the legal issue that's in front of them, but what's around the corner. And I think Lewis will contribute to that because he's got really deep connections throughout the ecosystem."

Hower said he was drawn to Orrick's focus on the intersection of technology, financial services, life sciences, and energy and infrastructure, saying that joining the firm was a compelling opportunity to "help build the platform in a really unique way."

In a statement, Orrick tech sector leader John Bautista also noted that Hower brings a "vast network of resources."

"Already a trusted advisor to many of our founder, GC and investor clients, Lewis offers an invaluable perspective on the funding ecosystem and many other commercial questions," he wrote.

Hower served as SVB's head of startup banking for the last year, after nearly five years as managing director of the bank's early-stage practice. Prior to joining SVB, he worked at numerous VC firms and other corporate investment environments, including as a consultant for Nike.

"While I come from the financial services sector, I'm a bioengineer by background, and I've always been at the intersection of companies building and the dollars that support them," Hower said. "I'm a builder, I love to build and I love working with people who are building."



Courtesy photo

Lewis Hower of Orrick.