



MARC MARCHIEL

Partner

mmarchiel@outsidegc.com

Marc Marchiel joined Outside GC in 2016 and brings over 20 years of business and legal experience, proactively working with clients to address legal issues impacting business operations and maximizing bottom line results with a focus on technology issues, including traditional software and software-as-a-solution licensing. Marc's clients at Outside GC include [InnerWorkings, Inc.](#), [Panviva](#) and [Grand Circle](#).

Prior to joining Outside GC, Marc served as General Counsel of SumTotal Systems, a global provider of learning, performance, and talent development solutions. While at SumTotal, Marc was responsible for worldwide legal matters, including overseeing the company's SEC reporting and compliance, corporate governance, real estate and employment matters and working with the sales team on the company's revenue generating agreements. As a member of SumTotal's contract team, Marc worked directly with numerous customers successfully negotiating and closing their licensing and subscription service deals.

Marc has also worked for law firms in Boston, Seattle and Silicon Valley, handling a variety of corporate matters for the firms' clients, including public and private securities offerings, venture funding, mergers and acquisitions, licensing and corporate governance.

Outside of work, Marc has previously served on city commissions for the City of Orinda advising on road and infrastructure matters, including oversight of over \$20 million in bond issuances, and on the library advisory commission for the City of Palo Alto, which included work on the City's \$70 million plan to expand and upgrade its library system.

EDUCATION

Emory University School of Law,
J.D.

Brown University, B.A.

SECTORS AND SERVICES

[Commercial Transactions &](#)

[Contracts](#)

[Software, SaaS & Hardware](#)

CREDENTIALS

Bar Admissions

California

Massachusetts

Marc graduated from Brown University and earned his Juris Doctor from Emory University School of Law. Marc is a member of the bar in Massachusetts and California.