



## Nathan

**Nathan O. Viehl**  
**Partner**

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### MY SERVICES

Corporate Finance & Securities  
Corporate Law  
Health Care  
Mergers & Acquisitions  
Private Equity Transactions  
Shareholder Activism  
Management Team Buyouts  
Technology Transactions

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### EDUCATION

University of Chicago Law School, J.D., 2012  
Marquette University, B.A., 2009

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### ADMISSIONS

Illinois

For buyers and sellers in the middle market, I bring experience, creativity, and a passion for closing M&A transactions in which all parties benefit.

#### overview

Nathan Viehl advises both buyers and sellers in a wide range of sophisticated M&A transactions, including acquisitions, divestitures, financings and leveraged buyouts.

Nathan has extensive experience assisting middle-market startups, private equity-backed portfolio companies and other high-growth companies throughout their life cycle. He brings parties together, develops financing strategies and closes deals. Clients know that Nathan will advise them based on a deep understanding of capital markets, their best options and their industry. He also represents both public and private companies as outside general counsel in a variety of matters.

With a national practice encompassing a wide variety of M&A-related transactions, Nathan counsels clients in diverse industries such as emerging technology, software, health care, higher education and others. While highly adept at assisting with traditional transaction financings—including private equity, venture capital and other traditional sources—Nathan also enjoys the creativity required by less traditional “direct” or “independent sponsor led” transactions. Advising in this market requires flexibility and creativity, traits integral to Nathan’s style of practice.

Nathan’s clients also rely on his deep M&A and financial market knowledge to guide them through changing economic times, such as interest rate fluctuations, which often require out-of-the-box thinking on deal structures. Nathan writes and speaks extensively on these topics including a feature in the American Bar Association’s Deal Points newsletter on the evolving landscape of private equity.

#### experience

- Represented Avionos, LLC in its strategic combination with Hero Digital, LLC
- Represented Components Express in its sale to 2Connect, a platform investment of Rivean Capital.
- Represented Blue Skyre in its sale to Lessen, Inc.

- Represented Zethcon in its sale to Made4Net, a platform investment of Thompson Street Capital Partners.
- Represented Avionos, LLC in its acquisitions of Integrous and ObjectWave.
- Represented CIVIC Infusion in its sale to VIVO Infusion, a platform investment of InTandem Capital Partners.
- Represented Greeley and Hansen, an engineering services firm, in its sale to TYLin.
- Represented Maxim Partners in the sale of their portfolio company, Zesty Paws, to H&H International for \$610 million.
- Represented Power Plant Services, a provider of aftermarket power plant parts and services, in its sale to Center Rock Capital Partners.
- Represented Maxim Partners in its acquisition of Stratum Nutrition.
- Represented ever.ag, a provider of crop insurance and commodity brokerage technology, in its sale to Dairy.com, a platform investment of Banneker Partners.
- Represented NES Financial, a US-based fund administration business, in its sale to UK-based JTC for up to \$116 million. Represented OSM Worldwide, a provider of data-driven domestic and international shipping services, in its sale to Tower Arch Capital Partners.
- Represented Quality Distribution, a private-equity backed logistics platform, in its acquisitions of Midwest Systems and GLS Transport.
- Represented Aktion Partners, LLC and CloudCraze, LLC, an enterprise e-commerce platform, in the sale of CloudCraze to Salesforce.
- Represented Maxim Partners in its acquisition of Zenwise, LLC.

## affiliations

- Chicago Bar Association

## recognitions

- Listed in "Best Lawyers: Ones to Watch" (by BL Rankings) for Corporate Law in Chicago, Illinois, 2024

## publications

- [Quoted, "The Trump antitrust stance? M&A pros are still guessing"](#)  
PitchBook, March 28, 2025
- ["A Portfolio Company Perspective of NAV Loans"](#)  
*Middle Market Growth*, July 29, 2024
- [Quoted, "Reddit Stock Surges: Is Investor Appetite for Loss-Making Companies Returning?"](#)  
*Investing.com*, March 25, 2024
- [Quoted, "North America Pipeline Explorer: Software services anticipating private equity exits to bloom"](#)  
*Mergermarket*, February 7, 2024
- ["The Evolving Private Equity Landscape: 2023 in Perspective and Looking Ahead to 2024"](#)  
*Deal Points*, Winter 2024
- [Quoted, "North America TMT Trendspotter: Software pain could mean slow M&A recovery"](#)  
*Mergermarket*, January 19, 2024
- [Co-author, "Organization, accountability and counsel: Key factors for sellers' focus in M&A transactions"](#)  
*St. Louis Business Journal*, January 1, 2024

- Quoted, "Dealspeak North America - Sponsors beware: Roll-up and add-on strategies are on regulators' radars"  
*Mergermarket*, December 18, 2023
- [Co-Author, "Tips on how to create leverage when selling your business"](#)  
*St. Louis Inno*, October 1, 2023