

Phillip P. Guttilla

OFFICE MANAGING PARTNER

he / him / his

Phoenix, AZ | 602.650.2327

pguttilla@polsinelli.com



Phil Guttilla advises private equity firms, strategic buyers and business owners on complex transactions that drive growth and enterprise value. With more than 30 years of experience and credentials as both a Certified Public Accountant (CPA) and Chartered Financial Analyst (CFA), he brings a multidisciplinary approach to mergers, acquisitions, divestitures and capital formation. His legal counsel is shaped by financial fluency, tax awareness and a strong grasp of the business realities behind each deal.

Phil represents private equity sponsors and corporate acquirors in buy-side transactions across industries such as health care, technology, energy, defense and consumer products. Known for his project-managed approach to M&A, he helps clients reduce costs, streamline execution and scale efficiently, especially in roll-up strategies and serial acquisitions.

He advises business owners through transformational sale events — often once-in-a-lifetime milestones. Phil works closely with clients to structure transactions, negotiate terms and anticipate tax and financial considerations common in fast-moving or high-stakes deals.

As a trusted advisor to growth-oriented companies, funds and investors, Phil partners with clients to identify issues early, develop practical solutions and move deals towards closing — always with long-term value and strategic goals in focus.

Representative services include:

- Mergers, acquisitions and divestitures (buy-side and sell-side)
- Securities offerings and capital formation
- Outside general counsel
- Fund formation
- Joint ventures
- Advising boards of directors
- Cross-border transactions
- Contract negotiation
- LP/investor representation
- Startup and emerging growth company representation

Capabilities

- Corporate & Transactional
- Mergers, Acquisitions & Divestitures
- Venture Capital & Emerging Growth Companies
- Private Equity
- Private Equity - Mergers & Acquisitions
- Health Care Mergers & Acquisitions
- Securities & Corporate Finance
- Public Company M&A, Going Private & Other Transactions

- Succession planning

Education

- Sandra Day O'Connor College of Law at Arizona State University (J.D., *magna cum laude*, 1995)
 - Order of the Coif; Arizona State Law Journal, Associate Editor
- Arizona State University-W.P. Carey School of Business (M. Tax, 1999)
- Boston College (B.S., *magna cum laude*, 1992)

Bar Admissions

- Arizona, 1995

Court Admissions

- U.S. District Court, District of Arizona
- Supreme Court of Arizona
- U.S. Tax Court

Memberships

- American Bar Association
 - Mergers & Acquisitions Committee
- Financial Executives International
- Arizona Association of Health Care Lawyers
- Association for Corporate Growth (ACG) Arizona
- Greater Phoenix Chamber of Commerce
 - Past Board Member
- Maricopa County Bar Association
- State Bar of Arizona
 - Business Law Section
 - Securities Regulation
- Phoenix Business Journal Leadership Trust
 - Founding Member

Recognition

- Recognized as a Stellar Performance Lawyer by Thomson Reuters, 2026
- Ranked in *Chambers USA: America's Leading Lawyers for Business*, Corporate/M&A, Arizona, 2009-2025
- Selected for inclusion in *Best Lawyers in America*® for:
 - Mergers and Acquisitions Law, 2019-2026
 - Corporate Law, 2016-2026
- Selected by *AZ Big Media* as a Top 100 Lawyer in Arizona, 2022
- Selected for inclusion in *Southwest Super Lawyers*®, Mergers & Acquisitions, 2016-2020
- Certified Public Accountant, Arizona
- Chartered Financial Analyst

Matters

- Representation of a publicly listed manufactured housing producer in its acquisition of a manufactured home construction and sales company.
- Representation of a vendor-originated equipment financing company in its sale of assets to a nationwide equipment financing provider.
- Representation of a window manufacturer in its sale to an Employee Stock Ownership Plan (ESOP).
- Representation of a commercial builder in its sale to an Employee Stock Ownership Plan (ESOP).
- Representation of a clinical research strategic buyer in its purchase of a contract drug discovery and pre-clinical development subsidiary from a public company.
- Representation of a non-profit hospice care provider in its acquisition of clinical assets from another hospice care provider.
- Representation of an ambulatory surgery center in the sale of a controlling interest to a regional ASC operator.
- Representation of a waste management and recycling services firm in its sale to a technology-enabled national waste services provider.
- Representation of a seller in sale of transportation company to a private equity group.
- Representation of an oilfield services company in its sale to a private equity fund.
- Representation of a private equity fund in its acquisition of an aerospace industry supplier.
- Representation of a food service company in its acquisition of a distribution center.
- Representation of a solar energy fund in its acquisition of a solar developer and various projects.
- Representation of an ophthalmology practice in its sale to a private equity fund.
- Representation of a management team in its buyout of the majority equity owners of software development firm.
- Representation of a nationwide specialty pharmacy in a leveraged recapitalization transaction.
- Representation of a waste management company in its sale to a public company.
- Representation of a ground penetrating radar company in its sale to a strategic acquirer.
- Representation of a food service consulting company in sale to a strategic acquirer.
- Representation of an in-home care provider in various acquisition transactions nationwide.
- Representation of a seller of an electronics recycling company in its sale to a strategic buyer.
- Representation of a semiconductor firm in its acquisition of a high- vacuum pump business from a publicly traded company.
- Representation of a semiconductor firm in a leveraged recapitalization.
- Representation of an online specialty publishing firm in its sale to a strategic purchaser.
- Representation of a public relations firm in a merger transaction.
- Representation of a closely held transportation logistics company in its sale to a private equity group.
- Representation of a private equity group in its purchase of an aftermarket vehicle modification company.
- Representation of a defense industry manufacturer in a leveraged recapitalization and

leveraged management buyout.

- Representation of a semiconductor industry company in its purchase of a multinational strategic add-on from a public company.
- Representation of a semiconductor industry company in its purchase of intellectual property assets from a public company.
- Representation of an alternative health provider in a debt financing private placement of convertible debentures.
- Representation of a seller in the sale of a restoration company to a private equity group.
- Representation of a semiconductor industry strategic buyer in its purchase of a multinational subsidiary from a public company.
- Representation of a seller in the sale of a privately held food service equipment and supplies company to a private equity group.
- Representation of a leading provider of precious metal surface treatments for aerospace and defense components in its sale to a private equity-backed metal finishing platform.
- Representation of a provider of IT asset disposition (ITAD) services in its sale to a private equity fund.
- Representation of a family office investment firm in its acquisition of a provider of document management and workflow automation solutions.
- Representation of an international semiconductor equipment and services provider in the sale of tools, chambers and parts to a semiconductor market leader.
- Representation of an education and professional development services provider in its acquisition of another organization serving school districts and state agencies.
- Representation of a semiconductor equipment manufacturer in its sale of a Taiwan-based operating division to a strategic automation technology provider.
- Representation of a batch spray equipment solutions company in its acquisition of a product line from a global semiconductor production equipment manufacturer.
- Representation of an industrial mechanical and plumbing contractor in its sale to a regional industrial services company.
- Representation of an IT services provider in its sale to a private equity-backed software developer.
- Representation of a dock equipment and door repair company in its sale to a national industrial door services company.
- Representation of a collision repair multi-shop operator in its sale to a private equity-backed automotive services platform.
- Representation of a national operations, maintenance and engineering services provider in its acquisition of a nationwide surveying services business.
- Representation of a national engineering services provider in its acquisition of a provider of design and engineering services for solar PV and energy storage systems.
- Representation of a portfolio company of a design services provider in its acquisition of a smart-home automation services business.
- Representation of a vacuum pump repair and systems provider in its sale of assets to a multinational industrial equipment manufacturer.
- Representation of a nurse staffing company in its sale to a private equity-backed healthcare recruiting platform.

Publications

June 21, 2023

Legal Considerations Before Selling Your Business

Featured, Founders Guide Post Podcast