

Virgil Ochoa

Member

Dallas

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Areas Of Practice

Business Services
Corporate Finance

Industries

Dental Service Organizations
Industry Group

Bar Admissions

Texas, 2009

Court Admissions

Texas State Courts, 2009
U.S. District Court for the
Northern District of Texas
U.S. District Court for the Eastern
District of Texas
U.S. District Court for the
Southern District of Texas
U.S. District Court for the
Western District of Texas

Education

The University of Texas School of
Law, J.D., *with honors*, 2009
Webster University, M.A., 2001
The University of Texas at El Paso,
B.A., 1999

Virgil Ochoa is an attorney in Dykema's Business Services Group and Dental Service Organizations Group where he focuses his practice on mergers, acquisitions, and affiliations with Dental Service Organizations, formation of corporate finance matters and international trade law.

Mr. Ochoa regularly advises clients on a wide array of corporate matters, including assisting investors in buying, selling, or investing in Dental Service Organizations, assisting dentists in selling their practices, and assisting Dental Service Organizations in affiliating with dental practices, and creating regulatory corporate business models.

His export control practice includes helping companies interpret the U.S. Export Administration Regulations (EAR), the International Traffic in Arms Regulations (ITAR), the Federal Trade Regulations (FTR) and the Foreign Corrupt Practices Act (FCPA). Virgil also represents clients in import-related matters before U.S. Customs and Border Protection authorities.

Experience

- Represented dentists in selling assets and affiliating with a DSO in \$50 million dollar transaction.
- Represented private equity backed group in affiliating with dental office in \$25 million dollar acquisition.
- Represented founding dentist group in \$15 million dollar sale and affiliation with private equity backed DSO.
- Represented private equity backed group in forming DSO and affiliating with founding dentists in \$14 million dollar transaction.
- Representing Dental Service Organizations in affiliating with numerous dental practices.
- Regularly representing dentists in buying and selling their practices ranging from \$1 million to \$50 million.
- Regularly representing private equity groups in affiliating with dental practices, acquiring non-clinical assets, and forming DSOs, ranging from \$1 million to \$40 million.
- Assisting in the formation of regulatory compliant Dental Service Organizations.
- Prepared disclosure relating to ITAR-related technical data.
- Prepared disclosures for multiple oil and gas companies regarding violations of EAR and Foreign Trade Regulations.

Virgil Ochoa (Cont.)

- Assisted exporter of HVAC equipment in developing export compliance program.
- Assisted large oil and gas company with developing export compliance program, submitting voluntary disclosures, and developing product classifications.
- Represented aerospace company in compliance issues with the International Traffic in Arms Regulations and with general corporate advice regarding co-development of products and releases of information to foreign corporations.
- Represented developer of radiation-hardened microchips for compliance with International Traffic in Arms Regulations and Export Administration Regulations.
- Represented oil and gas company in developing export control program, including developing policies and procedures, evaluating current products and evaluating risk areas regarding the Export Administration Regulations.

Seminars & Speeches

Reigniting Dentistry and the DSO Industry, Dykema DSO Webinar Exclusive
May 12, 2020

Global Trade Compliance 101 for Corporate Counsel, Tarrant County Bar Association
November 9, 2016

The Top Ten Things You Need to Know About International Trade, Dallas Bar Association's International Law Section Meeting
September 14, 2016

Careers in International Law, International Law Career Panel
April 6, 2016

Publications

Can't We All Just Trade Along?
December 5, 2016
Global Trade

Be Aware of Successor Liability for Violating U.S. Trade Laws
June 8, 2015
Texas Lawyer

Shale We Dance (in Russia)?
November 21, 2014

Help! There's an ITAR in my Ear
May 30, 2014
The Daily Bugle

Memberships & Involvement

- State Bar of Texas, Member
- Dallas Bar Association, Member
 - International Law Section
- Hispanic National Bar Association, Member
- American Association of Exporters and Importers (AAEI), Member
- International Compliance and Professional Association (ICPA), Member

Virgil Ochoa (Cont.)

Community/Civic Activities

- Dallas Area Habitat for Humanity, Volunteer
- Inaugural Golf for Hope Tournament, El Paso, Texas, Co-Chair (January 2005-July 2005)

Awards & Recognition

- Recognized as a Rising Star in Bankruptcy: Business and International Law by *Texas Super Lawyers*[®], 2015-2019