

Biography:

BORIS STEFFEN, CPA, ASA, ABV, CDBV, CGMA

SENIOR MANAGING DIRECTOR

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Contact:

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vCard

Industries

Aerospace
Cable Networks
Chemicals
Energy/Power
Pharmaceuticals
Retail
Semiconductors
Software
Steel
Telecommunications

Specialties

Ability-to-Pay
Delaware Statutory Appraisal
ERISA
Expert Testimony
Forensic Accounting
Fraudulent & Preferential
Transfers
Intellectual Property
Lost Profits & Enterprise Value
Merger Efficiencies
Price Fixing
Purchase Price Disputes
Reorganization Value
Solvency
Utility Ratemaking

Boris Steffen is an expert in financial and managerial accounting, corporate finance, valuation and solvency with multi-industry, multi-company experience assisting clients in managing a wide range of operating, financing and investing transactions and claims. Matters in which he has consulted or testified have involved antitrust and competition policy, bankruptcy, restructuring and insolvency, breach of contract, corporate governance, ERISA, family law, fraud, intellectual property, international trade and arbitration, mergers and acquisitions, valuation, pricing, costs and profitability and securities.

The industries in which Boris has consulted include the aerospace, aggregates, asbestos, automotive, batteries, beef processing, biotechnology, business services, cable network, chemical, consumer product, construction, defense, document management, electronic imaging, financial services & banking, food & beverage, healthcare, HVAC, independent power, information technology, insurance, internet, newspaper, magazine, pharmaceutical, oil & gas, paper and industrial packaging, printing, pumps & controls, plumbing, real estate, retail, semiconductor, software, steel, telecom, tobacco, electric utility and water industries.

Examples of Boris' experience include:

- Testified in Delaware Chancery Court as to the fair value of BMC Software, Inc.'s equity in an appraisal action brought pursuant to the \$6.9 billion LBO of BMC
- Testified in the specificity of merger efficiencies in the Sirius XM Satellite Radio merger litigation
- Testified as to the value and specificity of synergies in hearings to review the proposed merger of Great Plains Energy and Westar Energy, and the proposed merger of Exelon Corporation and Public Service Enterprise Group
- Testified as to the pricing & profitability in the first FTC v. Staples/Office Depot preliminary injunction
- Participated in investigations, compliance reviews and litigation of competition and consumer protection claims arising under the Hart-Scott-Rodino, FTC, Sherman, Clayton, Robinson-Patman and Williams Acts

Boris has also advised on damages in the Enron bankruptcy, Vitamins & AMD/Intel antitrust cases, and Vulcan Materials/Martin Marietta Materials hostile takeover battle; on fair value in the Xerox/ACS & Grifols/Talecris mergers and Chapter 11 cases of Prince Sports, Conexant Systems, Namco, Oreck, Exide Technologies and Energy Future Holdings; and on solvency in the American Eagle Energy Corporation,

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Namco Capital, Frank Parsons and Circuit City fraudulent transfer and preference claims.

Prior to joining GlassRatner, Boris held positions in finance, public policy, corporate development and consulting with firms including RSM US LLP, Inland Steel Industries, the FTC, Bureau of Competition, PG&E National Energy Group, Bates White and LECCG.

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He holds a Master of Management degree with specializations in accounting and finance from the Kellogg School of Management of Northwestern University, and a Bachelor of Science degree in Finance and Bachelor of Music degree in Applied Music from DePaul University. He is an Accredited Senior Appraiser, Certified Public Accountant (Virginia License # 46485), Accredited in Business Valuation, Certified Distressed Business Valuation Analyst, Chartered Global Management Accountant and member of the AICPA, ABA, ABI, ACFE, Insol International, AIRA and ASA. He has also lectured/published for the University of San Diego School of Law, American University Washington College of Law, ABA, ABI, AIRA, Law360, NCBJ, Leaders League & Financier Worldwide. In 2019 Boris was elected to serve on the Board of Directors for the Association of Insolvency and Restructuring Advisors (AIRA).

Boris' article "[Intellectual Property: Issues and Opportunities in Bankruptcy](#)" included in the April 2019 American Bankruptcy Institute Journal was selected to be published in the *Best of ABI 2019: The Year in Business Bankruptcy* digital book.