

Gabrielle A. Tetreault, Esq.

Objective

It is my goal to facilitate communication between litigants to resolve litigation disputes. Parties increasingly find that they are spending more time, effort and money to litigate a dispute than the litigation itself is worth. It is not uncommon for the attorney's fees, expert witness fees, jury fees, court reporter fees and other related costs to exceed the amount in dispute. Mediation facilitates communication between the litigants and can avoid the high cost and long delays associated with civil litigation.

Experience

1999–present Law Office of Gabrielle Tetreault **Attorney**

- Representing parents and children involved with Child Protective Services and/or Probation proceedings. (Dependency & Delinquency Juvenile Court).
- Represent adults in misdemeanor, and felony criminal matters and adults committed to state hospitals pursuant to the sexually violent predator statute.
- Represent individuals and business in a variety of civil matters including probate, restraining orders, family law, contract disputes, sexual harassment and employment cases.
- Successfully represented business in various administrative actions brought by the Equal Employment Opportunity Commission (EEOC), Human Rights Commission (HRC) and Department of Fair Employment and Housing (DFEH); Foster Care Licensing.
- Successfully represented companies in a variety of business related transactions including contract negotiations, acquisitions and sales, settlement conferences, mediations, and asset based financing.

1988–2001 Supercom, Inc.

General Counsel, Supercom 1999 -2001 • Executive Vice President; Supercom 1993 to 1999 • General Manager; Supercom 1992-1993 • General Manager; Basic Time, Inc., 1991-1992 • Administrator; Supercom 1989-1991 • Credit and Collections Manager; Supercom 1988-1989

- General Counsel skilled in contract drafting and review, contract negotiations, settlement and mediation negotiations, due diligence, discovery and case management.
- Advised President and COO regarding corporate affairs, coordinated outside counsel, reviewed business plans and assisted in strategy to raise equity and capital.
- Eliminated millions of dollars in potential and actual liability by successfully negotiating settlement in complex federal/state court IP/Anti trust cases (Microsoft, Intel, Seagate and Maxtor).
- Reviewed and researched legal issues and conducted investigations in federal/state court case and administrative proceedings involving issues of trademark, copyright, anti-trust, fraud, non compete, wrongful termination, sexual harassment and collections.

- Conducted due diligence in 5 attempted acquisitions, 2 actual acquisitions, negotiated sale of a division, and formed several corporate entities.
- Successfully negotiated more than 200 contracts including Distribution, OEM, Credit, Finance, Collective Bargaining and Property agreements (including Microsoft, Intel, Western Digital, Seagate, Maxtor, Quantum, Sony, Teac, Mitsumi, Diamond, Adaptec, International Ladies Garment Workers Union and over 75 property leases).
- Successfully negotiated Credit Facilities and Flooring Financing agreements ranging from \$20 million to \$65 million dollars.
- Senior Executive experienced in P&L management, strategic planning, mergers/acquisitions, sales, marketing, vendor relations, operations, cash flow management and reorganization.
- Increase revenue from \$30 million to \$500 million over a 10-year period by successfully penetrating 20 U.S. VAR/VAD and retail computer system and component distribution markets.
- Increased profitability \$10 million over 3 years by developing method to track and hold vendors accountable for various “back end / soft dollars” in the form of purchase rebates, incentives, discounts, marketing funds, co-op dollars and sales spiffs.
- Provided focus to 21 branches, 6 regional Vice Presidents and over 500 U.S. employees. Accountable for each region and branch as an individual operating entity.

1988–1996 RT Computers, Inc.

Board of Directors / Chief Financial Officer

- Family business started by my husband, selling fully configured computers and computer parts to general public.
- Managed all aspects of business, including but not limited to operations, marketing, sales, purchasing, government contracts, finance.

Education

- Civil Mediation Program – Pepperdine University - Straus Institute for Dispute Resolution 42-hour Mediation Training Program in January 2009.
- Juris Doctorate, Northwestern California University, Sacramento, California, 1998
- Bachelor Science in Law, Northwestern California University, Sacramento, California, 1996
- Lincoln Law University, San Jose, California, 1995
- College of Saint Benedict, St. Joseph, Minnesota, 1981

Memberships

- Member of California State Bar
- Admitted to practice in California State and U.S. Northern District Federal Courts
- Member of the San Joaquin Bar Association
- Member of the California Public Defender’s Association
- Past member of the American Bar Association