

Technology Transactions



Organizations that are acquiring, selling, divesting, adopting, or commercializing and monetizing technologies look to us to develop, structure and negotiate a broad spectrum of technology-related commercial agreements on their behalf.

We bring strong technical backgrounds and considerable, hands-on transactional experience to the negotiating table in order to lead our clients through the maze of legal and commercial issues that arise in connection with the most sophisticated transactions for the use, licensing, acquisition, and transfer of technology and intellectual property, mobile computing, and healthcare technology.

As seasoned professionals, we truly have run the gamut of issues within technology transactions. Our deep knowledge allows us to be savvy when servicing a wide range of innovative industries. We understand that there is no “one size fits all” solution when it comes to technology; each transaction is unique, and we are ready and able to strategize around and clear any hurdle that a deal may pose.

The nationwide scope and collaborative strength of our practice enables us to efficiently handle a variety of issues, while concentrating on solution-oriented advice delivered in a timely manner. Our practical approach includes the deployment of tailored contractual protections. These include robust privacy, data protection and cybersecurity protections; innovative liability and royalties approaches; and business models that mitigate risk, maximize IP utilization and profits, and position our U.S.-based and international clients for strategic growth.



Baker & Hostetler LLP



Four-Time *Law360* Privacy Practice Group of the Year



Named to the **BTI Client Service 30** for the sixth year in a row.

What We Do for Clients

Our tech-savvy, multidisciplinary team has a proven track record of working with clients across virtually all operational and strategic areas of their businesses. We have advised clients on:

- Complex licensing and cloud services transactions (including software, hardware and open source).
- Strategic alliances, partnerships and joint ventures.
- Collaborations and co-development arrangements.
- OEM, distribution and reseller agreements.
- Patent, content and trademark licenses.
- Global outsourcing transactions.
- IP, privacy and commercial terms, and related due diligence in M&A transactions.
- Terms of service, terms of use, EULAs and privacy policies.

Select experience



Exclusively carried out the negotiation process over unique provisions and costs involved in technology licensing transactions for major telecommunications companies, billing providers, biotech and life sciences companies, and software developers.



Acting as lead privacy counsel to a cutting-edge healthcare funding provider; provided 50-state analysis of privacy landscape for the company.



Spearheading the acquisition of a \$100 million enterprise resource planning (ERP) software and cloud service as lead technology counsel.



Serving as lead technology counsel on the outsourcing of a \$75 million ERP application management system.



Actively presiding as lead counsel in the negotiation of \$160 million and \$50 million cloud services agreements between a provider of outsourced technology services and the provider's client.



Acting as lead technology counsel on a \$35 million front-of-the-house, timekeeping, HR and back-office cloud services acquisition for a 1,000+ unit private equity-backed restaurant franchise company.



Advising a multibillion-dollar health and beauty company as lead technology counsel on a \$20 million international unified commerce cloud solution.



Serving as lead counsel in a \$15 million cloud-based talent and expense management solution acquisition.



Advised various multinationals and cloud providers on compliance with data privacy laws and transfers of personal data to the U.S.



Represented a leading communications company in a \$200 million joint venture/outsourcing transaction with a large North American incumbent telecom company, enabling the companies to provide innovative services.



Acted as an extension of the in-house team of a global multibrand restaurant company, and independently negotiated more than 50 technology vendor agreements on behalf of various business teams.



Acting as lead technology counsel for a 10-unit regional hospital system.

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