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Technology Transactions Team

Seyfarth Shaw LLP's Technology Transactions Team, comprising more than 20 cross-disciplinary attorneys, offers a global presence and extensive experience representing companies as they create, enhance, license, sell and acquire intellectual property and technology assets.

Our work includes large outsourcing matters for *Fortune* 500 clients, enterprise-wide software implementations for privately held middle-market companies, and mergers and acquisitions involving technology-enabled businesses. We have handled some of the most complex and strategic multinational, multi-party sourcing transactions ever undertaken, with total contract value in the billions of dollars. Throughout each transaction, our focus is not just on getting the deal done; we help clients realize increased efficiencies for a true competitive advantage.

Our Capabilities

- ✓ Licensing and technology transfer
- ✓ Sourcing transactions
- ✓ Strategic alliances and joint ventures
- ✓ Mergers and acquisitions
- ✓ Technology development contracts
- ✓ Intellectual property advice
- ✓ Social networking
- ✓ Internet and cloud computing
- ✓ Privacy and data security
- ✓ Distributor and reseller matters

Track Record of Results

- Represented a leading sports apparel manufacturer in servicing a high volume of IT procurement transactions. This work has been recognized by the Association of Corporate Counsel through the 2013 Value Champion Awards.
- Represented one of Europe's largest private equity sponsors in a strategic sourcing initiative to establish an independent operating company as part of the \$500+ million acquisition. Seyfarth attorneys negotiated and documented 50 new contracts with major vendors such as ADP and SAP, and an additional 150 contracts during the 90 day transition period after the closing.
- Represented a *Fortune* 500 global computer security software company in the large-scale, complex outsourcing of its facilities management services around the globe. The project covered more than 50 countries and included almost all of our client's facilities. The project scope addressed \$100+ million in annual spend.
- Represented a leading fashion retailer in the negotiation and implementation of an all-encompassing, mission-critical IT solution as it converged from multiple vendors to a single-source provider for the entire suite of IT services (hardware, support, data storage, telephony, etc.). Negotiation was successfully handled on a short time frame and in the midst of an ownership transfer. The contract represents the single largest sourcing spend in the company on an annual basis.
- Serve as outside general counsel for an integrated management solutions company engaged in consulting and licensing its proprietary software solutions to its clients.

- Represented a large food products manufacturer in connection with the outsourcing of all of its enterprise-wide hardware and software needs. The project involved the acquisition of hardware, the licensing of additional necessary software, and the performance of long-term services related to the ongoing operation of the company's information technology. Seyfarth was also involved in the selection of the vendor as part of a request for proposal process, and the negotiation of all related agreements.
- Representing one of the largest publicly-traded personal lines property and casualty insurers in the U.S. in connection with the negotiation and implementation of a new enterprise cloud-based, outsourced solution related to the marketing and sale of insurance products by insurance agents nationally. The outsourced information technology and related services are to be provided on a multinational basis.
- Represented a national insurance claims data processor in the development of its contracts with customers concerning the licensing of its software products, the development of customized software solutions, and the provision of long-term outsourced data processing services. Our lawyers also worked collaboratively with personnel from IBM to develop a technology implementation and compliance plan in order to bring the company's systems into compliance with HIPAA.
- Represented a software and services vendor in the global outsourcing of the human resources operations of a multinational corporation that is one of the world's leading kitchen and home appliance manufacturers.
- Represented a publicly-traded personal lines insurer, as licensee, in a large technology outsourcing license and development transaction for enterprise-wide help desk functions.
- Represented a public relations firm in the negotiation of an outsourced email cloud services and IT support services arrangement with Symantec and an India-based provider.
- Represented the engineered materials division of one of the largest privately held companies in the U.S. in the outsourcing of its facilities and inventory management operations.
- Represented one of the largest orthopedic specialty groups in the country in a substantial outsourcing transaction to manage medical data and maintain a data center. Our attorneys assisted the client in selling its medical data assets to a third party and entering into agreements with the third party to provide all data management services and host a new data center.
- Represented a telecommunications company in its acquisition of cable systems in Texas which serve more than 18,700 primary service units on a combined basis.

Industry Breadth

Our Technology Transactions Team has experience spanning a range of technologies and industries, providing clients with practical advice, market knowledge and innovative solutions. Across industries, we offer unique and valuable guidance that supports our clients' objectives in each and every deal.

Clothing & Apparel	Software/ Hardware	Cable	Telecommunications	Food
Healthcare	Retail	Advertising	Financial Services	Insurance

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