

# Technology & IP Transactions

Attorneys in our Technology & IP Transactions Practice Group spend 100% of their time on technology and intellectual property transactions—a distinguishing feature of Weil. Our lawyers are true business partners with our clients, offering not only sound and pragmatic legal advice but also a deep understanding of their technology. Our group has extensive experience in all major sectors including media and entertainment, healthcare, life sciences, retail, consumer products, telecom and technology including computer and semiconductor and social networking, among others.

The group is well known for its cutting-edge work in:

## Stand-Alone Technology and IP Transactions

The Technology & IP Transactions Group handles all forms of stand-alone technology and intellectual property transactions such as patent acquisitions, licensing agreements, joint ventures, strategic alliances, research and development collaborations, internet/e-commerce arrangements and other types of cross-border technology transactions, among others. Our lawyers handle transactions in the Fintech and Adtech sectors.

## Complex Strategic Transactions

The Technology & IP Transactions Group works seamlessly with lawyers in Weil's global M&A, Private Equity, Banking & Finance and Capital Markets practices in connection with technology and intellectual property-related matters that arise in these types of transactions.

## Commercial Transactions

Our lawyers have extensive experience in complex commercial transactions. We regularly negotiate, draft and advise clients on a broad range of commercial contracts, including:

- Master supply and sourcing agreements
- Reseller, sales representative and distribution agreements, and other marketing and channel relationships
- Joint development agreements
- IT equipment, software and hosting services procurement agreements
- Software and database development agreements
- Maintenance and support agreements
- Services agreements
- Outsourcing agreements (manufacturing, IT outsourcing; business process outsourcing; renewals, restructurings and disentanglements)

## Outsourcing

When contemplating an outsourcing transaction, it is critical to have experienced counsel to guide you through the various pitfalls that can arise. Weil's attorneys bring valuable market experience and insight to business outsourcing. Weil has a wealth of experience in all degrees of outsourcing, ranging from limited-scope, targeted outsourcing to cross-border transactions and matters involving outsourcing all of a company's information technology operations. We have been involved in a broad spectrum of transactions and are often called upon for sound judgment in relation to the structuring, drafting and negotiating of complex international outsourcing arrangements.

## Cybersecurity

Hardly a day goes by without some sort of cybersecurity or data privacy threat making global headlines — and in these cases, there is only such a thing as bad publicity. As companies grow increasingly more reliant on technology to operate their businesses, engage with customers and disseminate information, a data breach can expose sensitive personal and business information, disrupt mission-critical operations, ruin reputations and attract significant regulatory scrutiny. Our Technology & IP Transactions Group can draw on its experiences to provide guidance on: protecting your company from external cyber threats or “hacktivism,” complying with statutory and regulatory requirements and managing a crisis in the event of a breach.

## IP Counseling

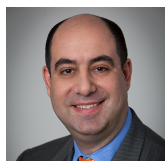
Collaborating with lawyers in our IP/Media Litigation and Patent Litigation Practices, the Technology & IP Transactions practice provides services in areas such as IP portfolio management, IP audits and due diligence, trade secret protection and management, standards counseling, open source matters and cloud computing matters, among others.

### Related:

- › [Mergers & Acquisitions](#)
- › [Intellectual Property/Media](#)
- › [Patent Litigation](#)
- › [Intellectual Property](#)
- › [Technology](#)
- › [Media and Entertainment](#)
- › [Healthcare and Life Sciences](#)
- › [Privacy & Cybersecurity](#)

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**Named “IP Transactions Firm of the Year”**

— *Managing Intellectual Property Americas Awards 2022*

**Ranked Band 1 for Technology in New York**

— *Chambers USA 2021*

**Ranked Tier 1 for Technology: Transactions**

— *Legal 500 US 2023*

**Ranked Tier 1 for Patents: Licensing**

— *Legal 500 US 2021*

**Ranked Tier 1 Nationwide for IP Transactions**

— *Managing Intellectual Property IP Stars 2021*

**Named a “Leading” Firm for Technology in the U.S.**

— *Chambers USA 2021*

**Named a “Leading” Firm for Technology: Transactions in California**

— *Chambers USA 2021*

**Five Partners Named “Global Leaders”**

— *IAM Patent 1000 Global Leaders Guide 2023*

**Ranked Tier 1 Nationwide for Technology and Information Technology Law**

— *U.S. News – Best Lawyers “Best Law Firms” 2021\**

*\*Best Lawyers (in America) is by Levine Leichtman Capital Partners*

**Three Partners Named “IP Stars”**

— *Managing Intellectual Property IP Stars 2022*

**Named “U.S. Transactional Firm of the Year”**

— *Managing IP Americas Awards 2019*



**They are collaborative, domain experts, problem solvers, creative and excellent negotiators.”**

— *Chambers USA 2021*

**Weil has advised 83% of the technology companies based in the San Francisco Bay Area and approximately 50% of the companies overall on the 2020 *Fortune 100* list.**

**Karen Ballack Named Among the “Top Intellectual Property Lawyers” in California**

— *Daily Journal 2022*

**Karen Ballack Named Top IP Strategist**

— *IAM Strategy 300 2017-2021*

## Awards and Recognition

- › **Weil Named “IP Transactions Firm of the Year”**  
Award Brief — Managing Intellectual Property Americas Awards 2022
- › **Weil Ranked Band 1 for Technology in New York**  
Award Brief — Chambers USA 2021
- › **Weil Ranked Tier 1 for Technology: Transactions**  
Award Brief — Legal 500 US 2023
- › **Weil Ranked Tier 1 for Patent: Licensing**  
Award Brief — Legal 500 US 2021
- › **Weil Ranked Tier 1 Nationwide for IP Transactions**  
Award Brief — Managing Intellectual Property IP Stars 2021
- › **Weil Ranked a "Leading" Firm for Technology in the U.S.**  
Award Brief — Chambers USA 2021
- › **Weil Ranked a "Leading" Firm for Technology: Transactions in California**  
Award Brief — Chambers USA 2021
- › **Weil "Highly Recommended" for Transactions in New York**  
Award Brief — IAM Patent 1000 - The World's Leading Patent Practitioners 2020
- › **Weil Ranked Tier 1 Nationwide for Technology and Information Technology Law**  
Award Brief — U.S. News - Best Lawyers-Best Law Firms Rankings 2021 (Best Lawyers (in America) is by Levine Leichtman Capital Partners)

## Speaking Engagements

- › **Opportunities and Obstacles: Addressing Generative AI in Corporate Transactions**  
Speaker(s): [Charan J. Sandhu](#), [Jeffrey D. Osterman](#), [Olivia J. Greer](#) and [Dennis F. Adams III](#)  
March 13, 2024 — New York, NY — Charan Sandhu and Jeffrey Osterman, Co-Heads of Weil’s Technology & IP Transactions practice, along with partners Olivia Greer and Dennis Adams, moderated a panel discussion during Weil’s Technology, IP & Media Seminar Series entitled, “Opportunities and Obstacles: Addressing Generative AI in Corporate Transactions.” Among the topics discussed were best practices for modernizing due diligence to identify AI risks at transactional targets, anticipating and drafting for regulatory and litigation liabilities, and drafting deal terms to protect buyers from AI risks.
- › **Privacy Hot Topics for 2023**  
Speaker(s): [Barry Fishley](#) and [Olivia J. Greer](#)  
February 23, 2023 — Barry Fishley, Head of Weil’s London Technology & IP Transactions practice and Technology & IP Transactions partner Olivia Greer delivered a Weil webinar entitled “Privacy Hot Topics for 2023.” They discussed artificial intelligence, U.S. privacy litigation trends, the UK and EU Enforcement landscape, international personal data transfers, U.S. regulatory enforcement, U.S. state laws, and deal trends.
- › **PLI's IP Issues in Business Transactions 2023**  
Speaker(s): [Karen N. Ballack](#)  
February 2-03, 2023 — San Francisco, CA — Weil Technology & IP Transactions partner Karen Ballack spoke on panels titled “Designing, Creating, and Pruning an IP Portfolio” and “Negotiation of

IP License Terms and Clauses [in Software]" as part of PLI's IP Issues in Business Transactions 2023, which she co-chaired.

## Latest Thinking

- › **FTC Privacy Fines Are Now Extraterritorial**  
Alert — By [Olivia J. Greer](#) and [Alexis Bello](#) — PDF — March 19, 2024
- › **Extending Calif. Privacy Compliance To Employee Records**  
Publication — Law360 — By [Olivia J. Greer](#) — February 17, 2023

## Firm News & Announcements

- › **Karen Ballack Named a Top IP Lawyer for 2024 by Daily Journal**  
Firm Announcement — May 24, 2024
- › **Weil Advises American Securities in its Agreement to Sell Acuren**  
Deal Brief — May 22, 2024
- › **Weil Advises Pacific Avenue Capital Partners in its Acquisition of Sogefi's Filtration Business**  
Deal Brief — May 07, 2024

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