



In Technology Transactions, we help public and private companies structure and negotiate a wide array of technology-based transactions.

Our attorneys, many of whom teach intellectual property and licensing at leading law schools in the United States, are known for their strong legal track record, their technological know-how, and their business acumen.

By leveraging the legal skills of our attorneys with cutting-edge technology and intellectual property knowledge, we offer our domestic and international clients scalable, real-time solutions in the following areas:

- Technology transfer and licensing
- Collaborations, strategic alliances, and joint ventures
- Consulting, development, and implementation services
- Outsourcing and managed services
- Commercial transactions
- E-commerce/open source
- Intellectual property protection and valuation
- Mergers, acquisitions, and venture capital investments

#### industry sectors served

Semiconductor

Software

Information Technology

Internet

Telecommunications

Financial Services

Life Sciences



Recognized by *Chambers*  
for Technology  
and IT Outsourcing  
(2005–2010)

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providing valuable advice and cutting-edge solutions

## collaborations, strategic alliances, and joint ventures

Companies regularly collaborate or form domestic and national strategic alliances with synergistic partners to exploit technology-based products and services. These relationships often involve the formation of joint venture entities, particularly when accompanied by equity investments.

Our lawyers are at the forefront of crafting both traditional and innovative agreements for companies wishing to collaborate with other companies that have similar objectives. We regularly work with companies aiming to hone their competitive edge via new technologies. We also aid companies looking to expand their customer base by developing and marketing new products and services in new and existing areas.

- Formation of joint ventures
- Complex standards body licensing structures
- Strategic alliance agreements
- Co-promotion/co-marketing agreements
- Research and development collaboration agreements

We regularly represent both licensors and licensees in seeking creative ways to exploit valuable intellectual property rights and to maximize their sources of revenue, including:

- Software and source code license agreements
- Patent license agreements
- Joint development agreements
- Consulting/professional services agreements
- Click-wrap agreements
- Online sales/service agreements
- Terms of use and privacy policies
- Intellectual property ownership agreements
- Beta and evaluation agreements
- Maintenance and support agreements
- Open source license agreements and audits

Perhaps the most common type of commercial transaction—and often the most complex—is the contract for the manufacture, procurement, and distribution of goods. We routinely assist clients in connection with:

- Foundry and manufacturing agreements
- OEM and VAR agreements
- Distribution and reseller agreements
- Sales commission and referral agreements
- Supply agreements
- Fulfillment agreements
- Logistics and warehousing agreements
- Equipment lease agreements
- Consignment agreements
- Hosting and co-location agreements

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