GRAYROBINSON



Kevin M. Levy

Business Law Section Chair

kevin.levy@gray-robinson.com
305.416.6880

Focus

- Corporate
- Data Privacy and Security
- Health Information Technology
- Intellectual Property and Technology
- International
- Mergers and Acquisitions
- Securities
- Technology Transactions

Kevin is a shareholder in GrayRobinson's Miami office and chairs the firm's Business Law Section. For over 30 years, Kevin has advised innovative companies on business, corporate, and technology matters at all stages of growth, including U.S. and foreign-based global corporations, technology enterprises, and entrepreneurial ventures.

Kevin is known for his practical approach to providing strategic counseling and straight-forward advice on complex matters, including mergers and acquisitions, complex IT development, and data privacy and security. He is also known for working diligently to counsel clients on getting deals done in the areas of corporate structuring and restructuring, intellectual property and technology licensing, Cloud-based services, product marketing and distribution, and service agreements.

Kevin was named "Lawyer of the Year" for Technology Law by Best Lawyers in America® for 2016, 2019, 2021, 2023, 2025, and 2027 and he has also received recognition from numerous other industry publications, including Super Lawyers, Florida Trend, South Florida Business Journal and Business Leader Media. In 2017, Kevin was presented with the "Salute to Miami's Leaders" Award by the Greater Miami Chamber of Commerce.

In addition to practicing law, Kevin has devoted substantial time, energy, and mentorship to developing the Florida technology community, including serving as the chair of the Computer and Technology Law Committee of The Florida Bar, chair of the Greater Miami Chamber of Commerce's Technology and Bioscience Committee, and as co-chair of the Beacon Council's Information and Technology Committee, as well as serving as a mentor for numerous start-up entities in Florida's accelerator and incubator programs. Kevin is known for his practical approach to providing strategic counseling and straight-forward advice on complex transactions to ensure an efficient and goal-oriented experience for clients.

Education

- **University of North Carolina, B.A.** (1992)

- **University of Miami School of Law, J.D.** (*cum laude*, 1995)
  - *Entertainment and Sports Law Review*, Managing Editor

Admissions

- Florida

Representative Matters

Established Industries

- Negotiated licensing of intellectual property and technology transactions for both vendor-side and customer-side clients located throughout the U.S. and in a variety of countries
- Lead outside technology services and licensing counsel for cutting-edge customer experience innovation project by multi-national cruise line, involving hundreds of IT vendors
- Represented vendors and customers on software implementations, integrations and related service agreements, and resolving issues related to such collaborations
- Provided best practices review of software license agreements for industry leaders in software development
- Counseled clients and provided guidance on data privacy and security, including compliance with FTC privacy guidelines, Gramm-Leach-Bliley Act (GLBA), Health Insurance Portability and Accountability Act (HIPAA), General Data Protection Regulation (GDPR), New York Cybersecurity Regulations, California Consumer Privacy Act (CCPA), and various state data breach notification statutes
- Advised numerous clients on data breach investigations and notifications
- Negotiated sale of healthcare IT company with an innovative billing software platform
- Negotiated sale of mobile division of leading audio equipment manufacturer, including unique assignment of trademark rights
- Structured and negotiated multi-phase sale of equity interests of high end contemporary and architectural lighting distributor
- Represented worldwide leader in the manufacture of CCTV video surveillance systems on procurement, licensing and distribution of software, hardware and IP camera technology
- Structured and negotiated the acquisition of technical assets for 196,000+ marketing and real estate websites
- Negotiated international manufacturing agreement for satellite-based radar system on behalf of U.S. Navy supplier
- Advised domestic and multi-national banking clients on technology outsourcing relationships and related regulatory compliance, as well as privacy compliance programs
- Represented funds on formation and investments in portfolio companies
- Structured and negotiated Seed, Series A and later stage investments in entrepreneurial ventures for entrepreneurs, angel investors, and funds
- Negotiated and structured settlements of "bet the company" arbitrations and litigations for software, hardware and subscription service clients

Emerging Industries

- Structured and negotiated sale of both domestic and international digital media companies

- Represented developer of SaaS-based CRM system on agreements with multi-national pharmaceutical companies
- Represented provider of SaaS-based shared bicycle system on both domestic and international transactions
- Structured, drafted and negotiated Cloud-based service agreements for managed IT services and related applications for both service providers and customers
- Prepared and negotiated software licenses and VAR agreements for healthcare IT clients
- Served as corporate counsel and negotiated technology transactions for client with automated Artificial Intelligence monitoring platform for the care giving industry
- Served as U.S. counsel for worldwide leader in the development and distribution of value-added services for mobile devices
- Counseled clients on development of e-commerce platforms, including cutting-edge online contracting and e-commerce transactions
- Negotiated sale of hundreds of virtual currency mining machines.

Professional Associations and Memberships

- American Bar Association
  - Business Law Section
  - Science and Technology Law Section
- The Florida Bar
  - Business Law Section
  - Computer and Technology Law Committee, Chair, 2012-2014
- Florida Venture Forum
  - Board of Directors
- Greater Miami Chamber of Commerce
  - Board of Governors, 2017-2019
  - Board of Directors, 2010-2016
  - Executive Committee, 2012-2014
  - Industry Growth Division, Chair, 2012-2014
  - Technology and Bioscience Committee, Chair, 2010-2012
- Beacon Council
  - Information Technology Committee, Co-Chair, 2014-2016
- eMerge Americas
  - Startup Competition Judge, 2019
  - Speaker Ambassador, 2017-2018
  - Content Advisory Board, 2014-2017
  - Steering Committee, 2012-2016
  - eMerge Legal, Chair, 2013-2014
- CIO Council of South Florida
  - Outside Counsel, 2015-2024
- Miami Downtown Development Authority
  - Technology Advisory Group, 2011-2013
- Florida Israel Business Forum

  - Board of Directors, Chair, 2012-2013
  - Board of Directors, 2009-2013
- Dade County Bar Association
  - eMentoring Program, 2002-2007

Civic

- United Way of Miami-Dade
  - Finance and Administration Committee, 2020-2024
  - Technology and Business Solutions Subcommittee, 2020-2024
  - Enterprise Risk Management Subcommittee, 2020-2024
- University of Miami Institute for Data Science and Computing
  - Industry Advisory Board Member, 2021-2024
- AJC Miami
  - Board of Directors, 2018-2019
  - Technology community liaison, 2018
- Startup Nation Conference
  - Miami Advisory Committee, 2018
- Miami Wine Auction
  - Board of Directors, 2015-2018
- Founder Institute, Miami
  - Mentor, 2015-2016
- The Launch Pad at the University of Miami
  - Venture Coach, 2009-2016
- University of North Carolina, General Alumni Association
  - Board of Directors, 2010-2013
  - Miami Carolina Club, President, 2003-2009
- Incubate Miami
  - Instructor, 2010-2012
- Voices for Children Foundation
  - Board of Directors, 2006-2012
- Greater Miami Tennis and Education Foundation
  - Board of Directors, 2001-2009
- Leadership Miami, Class of 2003

Awards and Recognitions

- *Best Lawyers in America*, 2007-2027
  - Technology Law
    - Lawyer of the Year, 2016, 2019, 2021, 2023, 2025, 2027
  - Privacy and Data Security Law
- *Martindale-Hubbell,* AV® Preeminent Rated
- Florida *Super Lawyers*, Technology Transactions, 2010-2026
  - Business Edition/Corporate Counsel, 2010-2015
- *Florida Trend*, Legal Elite, Business Law, 2007-2009, 2011-2012, 2014-2015, 2021

- Greater Miami Chamber of Commerce, Salute to Miami's Leaders, 2017
- Techweek 100 Miami, 2014
  - Named to inaugural list of key influencers in South Florida's tech ecosystem
- Inducted into The Bell Tower Society, University of North Carolina, 2013
- *Miami Today*, "Best of Miami, Unsung Hero," 2012
- *Business Leader Media*, Movers and Shakers, 2009
- *South Florida Business Journal*, 40 Under 40, 2009
  - Up and Comer Finalist, 2005, 2007
- Put Something Back Project, Pro Bono Service Award, 2002-2003

Presentations and Seminars

- "Do's and Don'ts of Data Privacy and Protection," The Association of Corporate Counsel, December 4, 2024
- Moderated panels and served as a speaker for numerous presentations on business, technology and innovation for local, regional, national and international organizations, as well as technology peer groups
- Presented on topics including M&A, venture structuring and finance, entrepreneurship, Cloud-based services, software licensing, e-commerce enterprises, data privacy and breaches, mobile banking and social media
- "Data Privacy Do's and Don'ts," *Association of Corporate Counsel Orlando,* December 4, 2024
- "530: The US Corporate Transparency Act," *Employment Law Alliance* Podcast, December 18, 2023
- "How to reduce the risk of a data breach," *NationaLease Spring Meeting,* April 5, 2022
- Panelist, "Restoring Bilateral Trade Between Canada and Florida," GrayRobinson Webinar, March 11, 2021
- Panelist, "Cybersecurity in M&A and Commercial Transactions," Aon and GrayRobinson Webinar, March 3, 2021
- "Effective Data Retention: How to Minimize Your Privacy Risks and Maintenance Regulatory Compliance," IAPP KnowledgeNet, September 22, 2020
- "Intellectual Property and Technology Rights in the COVID-19 Era: The View From Behind the Mask," COVID-19 Conversations Webinar Series, June 18, 2020
- "What Employers and Employees Need to Know About the GDPR, CCPA, and Emerging Privacy Laws," The Florida Bar Labor and Employment Law Section, May 6, 2020
- Guest lecturer, ECON 325: Entrepreneurial Principles and Practice, University of North Carolina, September 5, 2019
- "Exploring and Evaluating Software as a Service (SaaS)," LawPracticeCLE, December 12, 2018
- "How GDPR is affecting U.S. Businesses: Yes, it does apply to YOU!" Florida Venture Forum Webinar Series, October 2018
- "How GDPR affects U.S. Businesses: Yes, GDPR does/will affect YOU," South Florida CISO Council, September 2018
- "Current Trends in Technology and the Law," Focus Brasil, May 2018
- "Diving Deep into Angel Investing: Convertible Notes, Negotiation, and Comparisons," Women's Investor Retreat, April 21-22, 2018

- Fortr3ss Panel: "Voice Biometrics, The Future of Identity Management," unbound Miami, November 1, 2017
- "Fintech Innovation Exchange," Beacon Council and FIBA - CELAES 2016, October 4, 2016
- "Ideas and Insight: Fighting Payment Fraud and Cyber Crime," Cybersecurity Panel, September 29, 2016
- Panelist, Chief Credit/Enterprise Risk Conference, South Florida Banking Institute, February 17, 2016
- "Startup Legal and IP," Founder Institute, January 26, 2016
- Moderator, "Technology Game Changers: Revolutionizing Business," Greater Miami Chamber of Commerce, January 21, 2016
- Moderator, "Corporate IT for Commercial Real Estate Brokers," Beacon Council IT Real Estate Panel, October 14, 2015
- "Growing Our Technology Talent Pool," CIO/CISO Track, eMerge Americas Technology and Innovation Conference, May 4, 2015
- "Recent Developments in Cyber Security and Vendor Management," South Florida Banking Institute, Miami, Florida, April 15, 2015
- "A Fireside Chat With Kevin Levy," Startup Grind, 2015
- "IT Contracting: A Dream or Nightmare – Thoughts of a Technology Attorney," CIO Council, 2014
- "From Angels' Wings to Investor Gods – South Florida's Fundraising Wizards Illuminate Money Raising Strategies," ITPalooza, 2014
- "Best Practices to Prevent a High Profile Breach," FIBA and FELABAN Conference on Bank Security – CELAES, 2014
- "Tech Funding: Targeting Capital for Growth," ACG Orlando, 2014
- "Entrepreneur to Investor – Preparing For, Going Through and Emerging from the M&A Experience," 2014
- "SaaS Contracting," South Florida Software Forum, 2014
- "Legal Issues and Strategies for Mobile Device Management," South Florida Hospital and Healthcare Association, 2014
- "Capital Formation 101 for Start-Ups," Gold Coast Venture Capital Association, 2014
- "Deconstructing the Term Sheet," MIT Enterprise Forum, 2013
- "Understanding the Benefits and Risks of Using the Cloud," ITPalooza, 2013
- "The Cloud – Benefits and Risks from the Business, Legal and Technology Perspective," FIBA and FELABAN XIII CL@B Conference, 2013
- "Technology Law – Addressing Data Privacy Issues Affecting Your Business," Tech Law Panel at ITPalooza, 2012
- "Technology Law – Everything Your Business Needs to Know," TekFight, 2012
- "BYOD and What it Means to Your Business," Greater Miami Chamber of Commerce Technology Law Committee, 2012
- "From Idea to Operating Business (and everything in-between)," Incubate Miami, 2012
- "Cloud – Risk from the Legal Perspective," Business Law Section Retreat for the Florida Bar, 2012
- "Best Practices for Use of Electronic Devices (BYOD)," FIBA and FELABAN Conference on Bank Security – CELAES, 2012

- "Social Media: Privacy Behind the Scenes – What You are Giving Up and What you are Getting," Greater Miami Chamber of Commerce, 2012
- "Mobile Security and BYOD – Have You Started Your Mobile Strategy?," CIO Council, 2012
- "The History and State of Technology in South Florida," Leadership Miami, 2012
- "The Cloud – Risk from the Business and Legal Perspective," Information Systems Audit and Control Association (ISACA) of South Florida, 2012
- "Transitioning to the New SSAE 16 Service Organization Reporting Standard – A Legal Perspective for the Impact Upon Users and Providers of Outsourced Services," Florida International Bankers Association, 2012
- "Legal Aspects for Entrepreneurs and Their Companies," EFactor, 2012
- "Building Trade Between Florida and Israel," Florida Israel Business Forum presentation at Israel Export and International Cooperation Institute, Tel Aviv, 2011
- "Medical Devices and Technology Start-ups – Entity Selection and Funding Considerations," BioFlorida and the Saturday Exchange, 2011
- "Mobile Banking – A Legal Perspective," CELAES Conference on Bank Security, 2011
- "Startup 101 – Business Contracts and Software Development Agreements," Incubate Miami, 2011
- "Startup 101 – I've Got a Company, How Do I Fund It?," Incubate Miami, 2011
- "Privacy and Consumer Data Protection for Location-Based Services," LBS LATAM, 2011
- "Privacy and Confidentiality in Technology Outsourcing – A Legal Perspective," Florida International Bankers Association Annual Conference, 2011
- "Mobile Payments – A Legal Perspective," Mobile Technology Consortium, 2011
- "The Technology Community and Entrepreneurship in South Florida," InternetCoast presentation at FUNGLODE Dominican Republic, 2011
- "Mobile Banking – A Legal Perspective," Florida International Bankers Association, 2010
- "Startup 101 – I'm Up and Running, Now What?" Incubate Miami, 2010
- "Startup 101 – I've Got An Idea, Now What?" Incubate Miami, 2010
- "Business Continuity, Backup and Disaster Recovery," University of Miami School of Business, Information Technology and Computer Security Seminar, 2010
- "Private International Law and the Internet – A Corporate Attorney's Perspective," Florida Bar 7th Annual International Litigation and Arbitration Conference, 2009
- "Secrets of Win-Win Contracts: Negotiating and Contracting Tips from the Tech Transfer Experts," Technology Transfer Tactics, 2008
- "Overview of Intellectual Property Rights in the U.S. and Latin America," AMCHAM-Italy Trade Mission, 2006

Articles and Publications

- "FinCEN Issues Interim Final Rule Exempting U.S. Companies and U.S. Persons From Reporting Requirements Under Corporate Transparency Act," GrayRobinson Insight, March 24, 2025
- "Corporate Transparency Act Penalties Will Not Be Enforced for Certain Entities," GrayRobinson Insight, March 3, 2025
- "Corporate Transparency Act Back in Effect," GrayRobinson Insight, February 20, 2025

- "Corporate Transparency Act Filing Requirements Still in Limbo," GrayRobinson Insight, January 14, 2025
- "Corporate Transparency Act Updated Filing Deadlines," GrayRobinson Insight, December 26, 2024
- "Texas Court Issues Preliminary Injunction Blocking Enforcement of the Corporate Transparency Act Nationwide," GrayRobinson Insight, December 6, 2024
- "Corporate Transparency Act Filing Deadlines Extended for Hurricane Victims," GrayRobinson Insight, October 31, 2024
- "Corporate Transparency Act Filing Deadline Fast Approaching for Pre-existing Companies," GrayRobinson Insight, October 1, 2024
- "The Corporate Transparency Act and the End of Hiding in the U.S.," GrayRobinson Insight, November 29, 2023
- "What to Know: Recent Enforcement of the UFLPA," GrayRobinson Insight, July 11, 2022
- Interviews on business and technology law: Bankrate.com; Corporate Counsel; E-Commerce Times; In The Silicon Tropic; Jewish Journal; Latin Trade; Law.com; *Miami Herald*; *Miami Today*; Small Business Online; South Florida CEO; *South Florida Legal Guide*; Technology Transfer Tactics; *Daily Business Review*; "The Biz Live" on 880AM; The Hedge Fund Law Report and "The Sunshine Economy" on NPR
- "GrayRobinson Corporate E-lert: The New Corporate Transparency Act - What You Need to Know," February 2, 2021
- "Legal Transfers of Personal Data from the EU to the U.S. in Danger," *Daily Business Review*, July 22, 2020
- "The Privacy Revolution Has Arrived (in the US)", *Daily Business Review*, October 22, 2019
- "Industry Faces," *South Florida Executive Magazine*, August 2015 issue
- "The BYOD Movement Has Real Consequences for Your Business," BusinessNewsDaily.com, 2014
- "Mobile Device Security – The Time Is Now!" Compuquip Blog, 2012
- "Positive Outlook for Venture Capital in Florida," Boardroom Brief, 2011
- "Mobile Banking in South Florida – A Smart 'Bet' If You Know the Risk," Boardroom Brief, 2011
- "What Are Location Based Services and How Can They Help My Business?" Boardroom Brief, 2011
- "Build It and They Will Come – Bioscience In Florida Is Prospering," Boardroom Brief, 2010
- "Take These Steps to Minimize Risks of Residual Information," Technology Transfer Tactics, 2009
- "Caution: Boilerplate NDAs May Not be Good Enough," The Tech Transfer Blog, 2008
- "Craft a Contract that Yields Maximum Value for Your Technology," Technology Transfer Tactics, 2008

Media Mentions

- "As Layoffs Mount and Economic Worries Loom, Is South Florida's Place as a Tech Hub Secure?" *Daily Business Review*, December 14, 2022
- "How to reduce the risk of a data breach," *FleetOwner,* April 25, 2022
- "$126M and Counting: Companies Should Expect Larger, More Frequent GDPR Fines," *Daily Business Review*, February 4, 2020

- "Controlling Hotel Risks Hinges on Protecting Guest Information," *Hotel Management*, March 5, 2019
- "Google's EU Privacy Fine Sets High Bar For Educating Users," *Law360*, January 22, 2019