

Technology Transactions

GrayRobinson's technology transactions attorneys counsel clients who create, develop and use technology products and services to compete in today's fast-paced, global economy. Our technology transactions team includes attorneys with in-house and general counsel experience, multiple advanced degrees and current and former entrepreneurs from a wide-array of technology industries. Our team also includes attorneys who are recognized nationally as "go to" counsel for complex and sophisticated technology transactions. This unique business, legal and technology experience enables our attorneys to provide practical, business-wise counsel for clients.

Our Clients

Our clients range from innovative start-ups to Fortune 500 companies, and include entrepreneurs, emerging and leading innovators, investors, scale-ups, mid-size companies, research universities and some of the world's most recognized technology brands. Our clients also include many non-technology companies that use both technology and the collection, analysis and secure storage of electronic data to provide their products, services and customer support.

In addition to working with cutting-edge software developers, hardware and biomedical device manufacturers, E-commerce platforms and Cloud-based service providers, our clients are leaders in a wide range of industries, including:

Client Industries

- Aerospace
- Aviation
- Biotech
- Cleantech
- Communications
- Consumer Goods and Retail
- Data Security
- Digital Media and Entertainment
- E-commerce
- Education
- Employment
- Financial Services
- FinTech
- Gaming
- Healthcare IT
- IoT
- Life Sciences
- Medical Devices
- Mobile
- Pharmaceuticals
- Simulation
- Social Media
- Transportation
- Video Gaming

What We Do

We provide clients with a strategic approach to addressing, structuring, drafting and negotiation of an extensive list of technology business issues and transactions, including:

- Cloud-based service agreements
- OEM and VAR relationships

- Co-development agreements and strategic alliances
- Data collection, storage and security
- Distribution agreements
- Early stage capital raising
- E-commerce Terms of Sale
- EULAs
- Hardware and software acquisitions
- Hosting agreements
- Inbound software transactions
- Manufacturing and supply agreements
- Mergers and Acquisitions
- Open source software remediation
- Privacy Policies
- Product and software licensing
- SaaS agreements
- Software development agreements
- Technology dispute resolution
- Technology outsourcing
- Terms of Use and Terms of Service
- University research and technology transfer
- Venture capital and private equity

How We Do It

Our technology transactions attorneys actively collaborate with members of the firm's corporate, labor and employment, entertainment, financial services, government, healthcare, hospitality, intellectual property, litigation, real estate, securities and tax practice groups to provide a comprehensive and integrated representation for clients. This approach provides clients with the means to fully drive their strategies and reach their enterprise goals.

Our attorneys actively spend time with each client to learn about their technologies (or use of outsourced technology) and about their business needs and goals. We then focus on identifying and evaluating real-world risks and planning a strategic approach to addressing issues, negotiating deals and resolving matters on a proactive basis.

We also understand that every business has different needs during the business growth lifecycle. Training and experience working on technology transactions across this lifecycle enables our attorneys to bring a unique depth and breadth of experience to each representation, including development of forward-thinking counsel to assist our start-up and scale-up clients looking for long-term approaches to addressing their future growth and the ability to efficiently analyze and implement strategies for our mid-size and Fortune 500 clients.

Supporting Our Technology Communities

Our technology transactions attorneys not only provide unparalleled service for our clients, but they also support the healthy growth of the technology industry in each of our communities. They regularly work with community leaders and technology executives to not only build a stronger marketplace, but also foster the development of more jobs and opportunities for our communities and technology clients.