

Sonia Baldia

Partner

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Services

Technology Transactions
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Procurement
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Retail & Consumer Goods
Technology
Electronics & Computer
Technology
Financial Services

Sonia Baldia brings business and technology savvy to her global practice, which encompasses U.S. and international commercial, transactional, and intellectual property (IP) expertise across multiple industries including life sciences, banking and finance, healthcare, energy, information technology (IT), manufacturing, and software. She advises on a wide array of sourcing, technology, and other commercial transactions and helps companies navigate legal issues raised by data, emerging technologies, and digital transformation, both on the buyer and provider side. Sonia routinely advises clients on IP strategy, management, and monetization arrangements, leveraging her technology background and registered patent attorney credentials.

In addition to her U.S. bar admissions, Sonia is also qualified to practice law in India and she leverages that combined experience on behalf of clients in India-related matters.

Prior to rejoining the firm, Sonia was a partner in the Washington, D.C. office of an international law firm where she was part of its technology, IP, international commercial, and India practices. Sonia has also served as a consultant to the U.S. Agency for International Development (USAID) and the U.S. Department of Commerce in



Washington, D.C. where she advised foreign governments on IT, telecom and IP-related development projects. She has also served as associate professor of law, teaching courses in IP, technology transfer, and corporate law.

Sonia has been ranked by *Chambers USA: A Guide to America's Leading Lawyers 2020* in technology and outsourcing for her expertise in outsourcing deals involving India and her broader technology expertise, in addition to being recognized by *Chambers USA* in prior years. She has also been consistently recognized by *Legal 500* amongst the leading practitioners in technology, media, and telecom outsourcing category (2009-2020; and as the “New Generation Partner” in 2020). Sonia is a frequent speaker and writer on digital transformation, global sourcing, IP, and technology topics and she has authored many articles and book chapters.

Experience

*Structuring, drafting, and implementing innovative and complex IT and business process sourcing and tech transactions and advising on all phases of transaction lifecycle, including regulatory and operational issues, governance, data security, privacy, and risk mitigation.

*Advising tech companies in setting up next generation offshore captives or centers of excellence focused on high value software development, product design/engineering, automation, and data analytics.

*Structuring contractual frameworks for new product lines and customer-centric digital transformation initiatives, contracting for cloud services and infrastructure, SaaS and other as-a-service platforms, APIs, data licensing, e-commerce, joint ventures, R&D, tech acquisition, and supply chain.

*Counseling on all aspects of IP strategy, licensing, due diligence, collaboration and commercialization, and managing IP and technology aspects of corporate and transactional matters.

*U.S.-India inbound and outbound foreign investment projects, commercial contracts, dispute management, and market entry strategy.

*Experience gained by attorney prior to rejoining Kilpatrick Townsend

Education

George Washington University Law School, Washington, D.C.S.J.D. Intellectual Property Law

Punjabi University, Patiala, IndiaB.S. Chemistry and Biology

University of Delhi Faculty of Law, Delhi, IndiaLL.B.

University of Georgia School of Law, Athens, GALL.M. emphasis in International Business/Trade

Admissions

Bar Council of Delhi, India

District of Columbia (2007)

New York (2000)

Court Admissions

Indian Patent and Trademark Office

U.S. Court of Appeals for the Federal Circuit

U.S. Patent and Trademark Office (2002)

Professional & Community Activities

International Association of Outsourcing Professionals, Member

Licensing Executives Society (LES), Member

American Bar Association, Member

Information Technology Law Association (ITECHLaw), Member

Northern Virginia Technology Council, Member

U.S.-India Business Council, Member

Insights

[News Releases](#)

Kilpatrick Townsend Adds High-Profile Partner to Growing Technology, Privacy & Cybersecurity Team
September 15, 2020

[Publications](#)

Regulatory Concerns For US Cos.' Offshore Service Centers
August 4, 2020

[Events](#)

Data as an IP Asset
January 30, 2020

[Events](#)

India Outlook – Examining the Past, Present and Future of India's Role in Global Sourcing
October 31, 2019



Events

Roundtable with India's Finance Minister Nirmala Sitharaman and Senior Industry Executives

October 17, 2019

Publications

Setting Up a GIC in India? – Threshold Legal and Regulatory Risk Factors for the Business Case and Project Plan

September 1, 2019

Events

Meeting with India's Commerce and Aviation Minister Suresh Prabhu and Industry Executives

June 11, 2018

Events

Cutting Edge IP Issues in US and India

May 24, 2018

Publications

Insights & Trends From our 2017 Cloud & Digital Disruptions Survey

April 9, 2018

Events

Technological Disruptions to Traditional Outsourcing

February 2, 2017

Events

Indian Companies Going Global: Legal Issues Related to Expansion & Entering New Markets in the US

November 14, 2016

Events

Negotiating & Implementing Contracts with Offshore Cloud Providers to Effectively Mitigate Risk and Minimize Success – A Buyer's Perspective

April 19, 2016

Events

Hot Issues for US Tech Companies Investing in India



April 4, 2016

Events

Relevance of IP Protection in the age of SAS

January 28, 2016

Webinars

Investor Outlook and FDI Trends in India

December 7, 2015

Events

IP issues in E-Commerce in India

October 16, 2015

Events

Trends in Technology and E-Commerce in India

May 14, 2015

Events

A Problem Solving Approach to High Transaction Costs in Private International IP Transactions

April 14, 2015