

Joshua S. Ganz

Partner

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Services

Business & Finance

Business Process Outsourcing

Contracts & Commercial
Agreements

ERP Licensing & Systems
Integration Transactions

Information Technology
Outsourcing

Joint Ventures & Strategic
Alliances

Licensing & Procurement

Managed Network Services
Transactions

Mergers & Acquisitions

Technology Transactions



Josh Ganz focuses his practice on strategic outsourcing, technology licensing and other complex commercial transactions. His practice also includes assisting clients on joint ventures and strategic alliances and technology-related mergers & acquisitions. Mr. Ganz regularly assists both customers and providers with domestic and offshore technology and business process outsourcing arrangements including IT infrastructure services, managed network services, application development and maintenance, production support, call center operations, finance & accounting, and IT help desk. He also regularly advises on and negotiates transactions relating to software licensing and support, cloud computing, "as a service" transactions (SaaS, IaaS, PaaS), technology licensing, technology development and distribution, electronic commerce arrangements, and other similar complex commercial transactions. Mr. Ganz also advises clients in negotiating and consummating both buy-side and sell-side merger and acquisition transactions involving technology-related assets.

Mr. Ganz was recognized as a Georgia "Rising Star" in the area of Technology Transactions in 2019 and the five



years immediately preceding by *Super Lawyers* magazine. In 2012, 2018 and 2019, he was recommended by *Legal 500 US* in the area of Technology/Outsourcing. Josh was recognized in 2020 by *The Best Lawyers in America*[®] for Technology Law.

Experience

Represented global telecommunications company in connection with negotiation of outsourcing agreement to provide end to end managed network services, telecommunications and related IT services for a global telecommunications provider.

Represented global sporting goods, apparel and accessories manufacturer and distributor in connection with outsourcing of its North American helpdesk to HCL.

Represented financial services company in connection with multi-vendor, multi-tower IT outsourcing of its application development, production support and related information technology systems.

Represented private retail company in connection with the negotiation of a master services agreement with IBM for the provision of OMS and WNS implementation and support services, IT services desk support and application and maintenance services.

Represented fashion jewelry and accessories retailer in connection with negotiation of agreement with Oracle to license and support merchandise management system.

Completed a global managed network services transaction on behalf of a telecommunications services company. The transaction involved the provision of managed network and transport services in support of the global operations of Ameriprise Financial Services.

Represented publicly traded international hospitality company in connection with the outsourcing of its global information technology help desk and related services to IBM. The transaction was valued at over \$40 million and was structured as a sole source negotiation.

Represented publicly traded energy company in connection with the renegotiation of an agreement for the outsourcing of data center operations and related infrastructure support services to Acxiom. The transaction was structured as a sole source negotiation and was valued at over \$30 million.

Represented financial services company in connection with negotiation of a contract for the support of its customer contact center.



Represented a global telecommunications provider in the negotiation of a global managed network services transaction involving the provision of services in over 25 countries in support of the global operations of a major insurance company.

Represented financial advisory consulting firm with outsourcing of manufacturing and distribution of transactional and marketing materials.

Represented consumer product manufacturer and distributor in the outsourcing of its North American supply chain and logistics functions to a leader in supply chain management and third-party logistics solutions.

Represented AT&T in the negotiation of a strategic marketing alliance with DirecTV to create a co-branded triple play offer.

Represented hospital system in connection with the negotiation of an agreement with Perceptive Software to license, implement and support an enterprise records management system.

Represented a global beauty company in connection with a multi-phased outsourcing of its North American supply chain and logistics solution including receiving, processing, packaging, storage, management, shipping and returns processing.

Represented fashion jewelry and accessories retailer in connection with negotiation of master services agreement with IBM for fashion jewelry and accessories retailer to implement, host and maintain Oracle merchandise management system and related applications

Represented global telecommunications company in strategic marketing alliance with a leading mobile device manufacturer for the development and launch of a mobile application store.

Represented a global telecommunications provider in a strategic alliance with a leading cloud services platform to provide content delivery and network solutions.

Represented AT&T in strategic alliance with Yahoo regarding AT&T's DSL platform and Yahoo's search and display services and convergence of three screens.

Education

University of Tennessee College of Law, J.D. (2007) *magna cum laude*
Tennessee Law Review, Former Student Materials Editor
Transactions: Tennessee Journal of Business Law, Former News and Publications Editor

University of Georgia, B.B.A., Banking and Finance (2004)



cum laude

Admissions

Georgia (2007)

Professional & Community Activities

Atlanta Community ToolBank, Board of Directors, Member

Supreme Court of Georgia, Chief Justice Leah Ward Sears, Former Intern

Insights

[News Releases](#)

Record-Breaking Recognition for Kilpatrick Townsend in *The Best Lawyers in America*® 2020

August 15, 2019

[News Releases](#)

Kilpatrick Townsend Receives Top Rankings from 2019 Legal 500 US

July 10, 2019

[News Releases](#)

Kilpatrick Townsend Achieves Recognition for 2019 Georgia Super Lawyers

February 28, 2019

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Kilpatrick Townsend Receives Top Rankings from 2018 Legal 500 US

June 11, 2018

[Events](#)

Maintaining Leverage in Technology Contracts

May 31, 2018

[Events](#)

The Industrial Internet of Things (IIoT) Revolution: Risks and Contract Considerations

May 17, 2018

[News Releases](#)



Kilpatrick Townsend Once Again Achieves Recognition for 2018 Georgia Super Lawyers
February 28, 2018

[Events](#)

Ethical Negotiations in Technology Transactions
October 20, 2017

[News Releases](#)

Kilpatrick Townsend Once Again Achieves Recognition for 2017 Georgia Super Lawyers
February 28, 2017

[Alerts](#)

Top Takeaways: 3 "Secrets of Trade Secrets"
February 27, 2017

[Alerts](#)

Key Takeaways: Nuts and Bolts of Technology Contract Drafting/Negotiation
December 2, 2016

[Events](#)

Cloud Trends in the Sourcing World
May 12, 2016

[In The News](#)

Kilpatrick Townsend's Media Report April 22-28, 2016
April 29, 2016

[In The News](#)

Kilpatrick Townsend's Media Report January 28 - February 4, 2016
February 4, 2016

[In The News](#)

Kilpatrick Townsend's Media Report January 15-21, 2016
January 22, 2016



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Kilpatrick Townsend Elects New Partners in Atlanta

January 6, 2016

[In The News](#)

Kilpatrick Townsend's Media Report December 11-24, 2015

December 24, 2015

[In The News](#)

Kilpatrick Townsend's Media Report September 4-10, 2015

September 11, 2015

[News Releases](#)

Kilpatrick Townsends Josh Ganz Appointed to the Board of Directors of Atlanta Community ToolBank

August 27, 2015

[Alerts](#)

It's Not Too Late to Avoid Early

June 9, 2015

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Kilpatrick Townsend Once Again Achieves Recognition for 2015 Georgia Super Lawyers

February 26, 2015