

Licensing & Procurement

Performance & Value

As industries become more tech savvy, companies routinely modernize or even revolutionize their existing businesses through strategic relationships that maximize the exchange, use, sharing, and development of goods, services, and new technologies. At Kilpatrick Townsend, we represent buyers, sellers, technology developers and owners, and associated vendors in a variety of complex business transactions involving the development, licensing, and commercialization of software and other technology, data, and intellectual property, which may involve the procurement or sale of integrated systems and their respective software, hardware, and support services. We also assist in joint development agreements, and focus on highly specific aspects of technology licensing, such as open source software and the impact of virtualization.

Experience

Represented a top 10 U.S. city regarding licensing and procurement transactions involving the procurement, installation, and implementation of a fiber optic network system.

Represented a top 10 U.S. city in a transaction where the city engaged a major telecommunications company to procure, install, and implement fiber optic network cable systems and related software for the city's commercial airport.

Represented major U.S. media network in numerous acquisitions and licensing of hardware, software, and content to design, develop, host, and operate its website.

Represented large public utility in negotiating a long-term equipment supply agreement.

Secured the acquisition of certain assets and the in-licensing of rights for a public pharmaceutical company for branded pharmaceutical products and the outsourcing of manufacturing and distribution of pharmaceutical products.

Represented a public retail company with a license and support arrangement for an open source application platform from Red Hat from RFP through to definitive agreement.

Negotiated a long-term product supply agreement for a well-known food processor.

Represented networking equipment company in technology license.

Primary Contacts



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