

James Steinberg

Partner

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Services

Business Process Outsourcing
Contracts & Commercial
Agreements
Cross Border Transactions
Cybersecurity, Privacy & Data
Governance
ERP Licensing & Systems
Integration Transactions
Information Technology
Outsourcing
Joint Ventures & Strategic
Alliances
Licensing & Procurement
Managed Network Services
Transactions
Technology Transactions

Industries

Financial Services
Media & Entertainment
Technology



Jim Steinberg focuses his practice on complex commercial transactions and general corporate matters for telecommunications, financial institutions, healthcare providers, technology and other companies. He frequently assists clients in structuring and negotiating outsourcing transactions, joint ventures, strategic alliances, IT procurement projects, and the commercialization and utilization of technology.

Mr. Steinberg was recognized in *The Best Lawyers in America*® for Corporate Law, Information Technology Law,

IT Outsourcing Law, and Technology Law in 2020 and the 19 years immediately preceding. He was also named a 2018 "Dallas Lawyer of the Year" in the area of Technology Law and a 2013 and 2016 "Atlanta Lawyer of the Year" in the area of Technology Law by *The Best Lawyers in America*[®]. Mr. Steinberg has been named a Georgia "Super Lawyer" in Technology Transactions for the past nine years by *Super Lawyers* magazine. He is listed in the 2014 and the five years immediately preceding editions of *Chambers USA: America's Leading Lawyers for Business* for Outsourcing Law and he is also ranked nationally as a "Recognized Practitioner" in its 2019 edition. He was recommended by *Legal 500 US* for Technology/Outsourcing in 2019 and the eight years immediately preceding. He is a frequent speaker at national conferences on structuring domestic and offshore IT and business process outsourcing transactions.

Experience

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

Negotiated outsourcing agreements between newly formed Brazilian card processor and each of the three largest banks in Brazil.

Assisted U.S. client in the card payment industry in negotiation of Joint Venture Agreement with the three largest banks in Brazil to form a Brazilian credit and debit card processor.

Represented Telecommunications Company with regards to knowledge process outsourcing transactions involving research, analysis, and reporting to India.

Represented a business services company in printing and directory sales agreements.

Represented BellSouth in negotiation of design, build and installation agreements with Nokia, Erickson and Motorola for wireless systems throughout Latin America. Equipment purchased exceeds \$10 billion.

Represented private health insurance company in connection with the outsourcing of claims processing function including hosting and support for claims processing applications to EDS.

Represented Yellowpages.com, a wholly owned subsidiary of AT&T, in distribution agreements with AOL, Yahoo, Google, Infospace, Idcore, Microsoft and KH Donnelly.

Represented NYSE Manufacturing Company with regards to Knowledge Process & Business Transformation Outsourcing transactions involving IT infrastructure, data management assessments, and corresponding



solution development to Strategic Technologies.

Represented *Fortune* 50 Retail Company with regards to knowledge process and business transformation outsourcing transactions involving patent research to LPO provider based in India.

Represented Yellowpages.com, a wholly owned subsidiary of AT&T, in the acquisition of applications and technology to add new products and features.

Represented Cingular Wireless in negotiation of strategic alliance with Yahoo to create co-branded mobile portal offering.

Represented AT&T in negotiation of network resale and product distribution agreements with RIM and Good Technologies, provider of push mobility solutions.

Represented Cingular Wireless in strategic alliances with Yahoo and AOL for content and applications on cell phones.

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.

Represented a publicly held web hosting company in strategic marketing alliance with a leading telecommunications company.

Represented one of the largest U.S. forest products manufacturers in outsourcing of finance and accounting services.

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

Education

Harvard University, J.D. (1989) *magna cum laude*

Emory University, B.A. (1986)

Admissions

Texas (2018)

Georgia (1989)



Professional & Community Activities

American Bar Association, Business Law, Science and Technology Sections

Atlanta Bar Association, Member and Former Chair of Section on Business and Finance

State Bar of Georgia, Corporate and Banking Law Section

Insights

[News Releases](#)

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

August 15, 2019

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Kilpatrick Townsend Receives Top Rankings from 2019 Legal 500 US

July 10, 2019

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Kilpatrick Townsend Achieves Top-Tier Recognition from Chambers USA 2019

May 2, 2019

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Kilpatrick Townsend Achieves Recognition for 2019 Georgia Super Lawyers

February 28, 2019

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Best Lawyers in America® Names Kilpatrick Townsend Attorneys 2019 Lawyers of the Year

August 21, 2018

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Record-Breaking Recognition for Kilpatrick Townsend in *The Best Lawyers in America*® 2019

August 20, 2018

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Kilpatrick Townsend Receives Top Rankings from 2018 Legal 500 US

June 11, 2018



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

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Bringing Cloud Liability Down to Earth
December 21, 2017

[Events](#)

Ethical Negotiations in Technology Transactions
October 20, 2017

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Kilpatrick Townsend Recognized by Prestigious 2017 Legal 500 US
October 2, 2017

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Record-Breaking Recognition for Kilpatrick Townsend in The Best Lawyers in America® 2018
August 15, 2017

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

[News Releases](#)

Kilpatrick Townsend Earns Record-Breaking Recognition in Annual Best Lawyers in America 2017
August 16, 2016

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Kilpatrick Townsend Recognized by Prestigious 2016 Legal 500 US
June 20, 2016

[In The News](#)

Kilpatrick Townsend's Media Report May 27 - June 2, 2016
June 2, 2016



[Publications](#)

Know the Limits of Liability When Drafting IT Contracts

May 27, 2016

[Events](#)

Atlanta Technology Sourcing Conference 2016: Trends in Outsourcing, Cloud, Cybersecurity, and Robotics

May 12, 2016

[Publications](#)

Indemnity Procedures and Liability in IT Contracts

January 22, 2016

[In The News](#)

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

December 24, 2015

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Indemnity Terms and Conditions Key to Negotiating Information Technology Contracts

December 11, 2015

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Kilpatrick Townsend Attorneys Named 2015 "Legal Elite"

December 7, 2015

[In The News](#)

Kilpatrick Townsend's Media Report October 30 - November 5, 2015

November 6, 2015

[Publications](#)

Managing Provider Performance of Termination Assistance Services

November 2, 2015

[Publications](#)

Managing Your Technology Service Suppliers

October 2, 2015



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Best Lawyers in America Names Kilpatrick Townsend Attorneys 2016 Lawyers of the Year
August 20, 2015

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Kilpatrick Townsend Earns Record-Breaking Recognition in Annual Best Lawyers in America 2016
August 19, 2015

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Kilpatrick Townsend's Media Report August 7-13, 2015
August 14, 2015

[Publications](#)

Supplier Audit Rights in Technology Agreements
August 7, 2015

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Kilpatrick Townsend Recognized by Prestigious 2015 Legal 500 US
July 15, 2015

[In The News](#)

Kilpatrick Townsend's Media Report June 26 - July 9, 2015
July 10, 2015

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Customer Audit Rights in Technology Agreements
July 1, 2015

[Alerts](#)

It's Not Too Late to Avoid Early
June 9, 2015

[In The News](#)

Kilpatrick Townsend's Media Report May 29 - June 4, 2015
June 5, 2015



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Maintaining Market Pricing in Technology Agreements

May 29, 2015

[In The News](#)

Kilpatrick Townsend's Media Report May 1-7, 2015

May 8, 2015

[Publications](#)

Terminating Long-Term Technology Agreements

May 1, 2015

[In The News](#)

Kilpatrick Townsend's Media Report April 3-9, 2015

April 10, 2015

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Kilpatrick Townsend Once Again Receives High Recognition from Chambers Global 2015

April 7, 2015

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Managing Provider Performance in Software and Hardware Transactions

April 6, 2015

[In The News](#)

Kilpatrick Townsend's Media Report March 20-26, 2015

March 27, 2015

[Publications](#)

Defining the Solution in Technology Contracts

March 20, 2015

[Publications](#)

Managing Provider Performance in IT Services Transactions

March 6, 2015



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Kilpatrick Townsend Once Again Achieves Recognition for 2015 Georgia Super Lawyers

February 26, 2015

[In The News](#)

Kilpatrick Townsend's Media Report January 23-29, 2015

January 30, 2015

[Publications](#)

Common Mistakes to Avoid When Negotiating Technology Contracts

January 26, 2015