



Technology Licensing and Outsourcing

The lawyers in WilmerHale's Technology Transactions and Licensing Practice—many of whom have backgrounds in computer science, engineering, biochemistry and other technical fields—collaborate closely with our corporate, intellectual property, regulatory and tax lawyers to strategize, draft and negotiate agreements for clients of all sizes and across a wide range of industries. They handle hundreds of complex joint ventures, strategic alliances, and outsourcing and licensing transactions each year, and their work often receives industry commendation for its significance in shaping the future of technology.

PRACTICE AT A GLANCE

- We leverage technical knowledge, business acumen and legal experience to structure, prepare and negotiate innovative and effective technology-related agreements and complex collaboration and services agreements.
- Our clients in the ever-changing, complex and competitive hardware, software, IT and services industries depend on us to strategize and negotiate transactions that take advantage of opportunities now while protecting their innovations and preserving flexibility for the future.
- We structure, negotiate and draft all types of licensing, services, distribution, product development, collaboration, joint venture and strategic alliance agreements for these clients.
- We represent both mature and emerging companies with business models centered around offering software and/or professional services relating to analyzing and extracting insights from large data sets. We frequently draft and negotiate data license agreements, software-as-a-service (SaaS) agreements, website terms and other services agreements in which data is the core subject of the license.
- We advise technology and AI clients on big data issues that arise in outsourcing, collaborations and other transactional matters. Our lawyers keep a close watch on AI, privacy and security-related legislative and regulatory developments in the United States, the European Union and elsewhere, and leverage that knowledge to advise clients in areas such as data privacy and security, copyright infringement, and export restrictions.

SIGNIFICANT INDUSTRY EXPERTISE

Representing innovative companies in a wide range of industries, including:

- **AI/Machine Learning**
- **Life Sciences**
- **FinTech**
- **Financial Institutions and Financial Services**
- **Semiconductors**
- **Software**
- **Robotics**
- **Telecommunications**
- **Health Care and Medical Devices**
- **Hardware Products**
- **Cybersecurity**
- **and many others**

SELECT EXPERIENCE INCLUDES REPRESENTING:

- **A major biotechnology company** – various software licensing arrangements
- **A major biotherapeutics company** – a global outsourcing agreement with a consulting firm
- **A major commercial bank** – a software and outsourcing agreement with NASDAQ to provide the backend software for use in providing dark pools
- **A major financial institution** – outsourcing agreement with Genpact
- **A major insurance carrier** – a technology development, licensing and outsourcing agreement with an IT service provider and outsourcing agreement with a BPO services provider
- **A major investment bank** – licenses and arrangements regarding financial data
- **A major manufacturing company** – negotiation of development and commercialization agreements with a manufacturing and automotive company to further develop and commercialize the company's battery technology
- **A major mutual fund provider** – advice on use of artificial intelligence as part of a novel offering to its customers and renegotiation of a credit card agreement with a bank
- **A major quasi-governmental financial entity** – an in-house deployment of SaaS software for use for a novel payments solution and in negotiating terms relating to licensing software for fraud detection using artificial intelligence
- **A robotics software company** – drafting and negotiation of international robot distribution agreements
- **Inpher** – agreements with ANZ Bank, the Canadian Pension Plan Investment Board and a quasi-governmental entity, among others
- **Investment banking firm** – a services agreement to outsource securities research and other functions to private equity company
- **Nference** – exclusive data agreement with the Mayo Clinic to establish a unique hosted data model to balance commercialization and privacy considerations
- **Numerous global technology companies** – drafting and negotiating complex and high value patent and technology license settlement agreements
- **Spatial Networks** – SaaS agreements and privacy matters
- **Substantial M&A matters:** advised on technology, licensing and IP considerations of M&A deals, including Acacia Communications' \$4.5 billion acquisition by Cisco Systems; Forendo Pharma's acquisition by Organon; Houghton Mifflin Harcourt Company's \$2.8 billion acquisition by Veritas Capital; Harmonix Music System's acquisition by Epic Games; PerkinElmer's \$5.25 billion acquisition of BioLegend
- **UBS** – a software development, license and SaaS agreement with Broadridge to create a new wealth management platform, and a financial technology licensing matter

For more information, please contact:

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Recommended WilmerHale among the top law firms for commercial deals and contracts, outsourcing and technology transactions from 2010–2023

— *The Legal 500 US*



Named WilmerHale “Technology Practice Group of the Year” for four years

— *Law360*



Ranked WilmerHale's Technology Practice in the first tier in Boston and nationally

— *U.S. News - Best Lawyers®*