



## *Jeff P. Johnson*

### **PARTNER**

Co-Chair, Technology Transactions and Licensing Practice

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Jeff Johnson represents public and private clients, from large public companies to new startups and emerging companies, in the data, digital health, healthcare, hardware, software, Internet, financial, Fintech, materials and other markets. The core areas of his practice include: development and commercialization of technology and products; complex arrangements involving intellectual property, software, data and services; and counselling private and charitable organizations on intellectual property and contracts issues and strategy and other organizational matters. Mr. Johnson handles more than 200 transactions per year in these areas of practice and was described as a "prolific... deal broker [who] has drafted and negotiated just about every type of deal possible" in the 2019 *IAM Patent 1000* rankings editorial.

Mr. Johnson is co-chair of WilmerHale's Technology Transactions and Licensing Practice. His practice focuses on drafting and negotiation of many types of contracts, including:

- license agreements for data, software, copyright, technology and patent rights
- development agreements
- collaboration and joint development agreements
- manufacturing agreements
- sales representative, referral and commission agreements
- software-as-a-service (SaaS) and other Internet agreements
- cybersecurity contracts
- product distribution and reseller agreements
- outsourcing agreements
- complex services and consulting agreements
- agreements for acquisition and sale of technology assets and related transition services agreements
- Internet advertising and use agreements
- publishing agreements
- joint venture agreements

Mr. Johnson also advises clients generally on the protection and commercialization of intellectual property assets.

Learn more about his practice and how he can support your startup on [WilmerHaleLaunch.com](http://WilmerHaleLaunch.com).

Prior to joining the firm in 1999, Mr. Johnson was associated with another firm, where he represented a number of large and small public corporations in general corporate, licensing and securities matters.

## *Professional Activities*

Mr. Johnson is Corporation Counsel and a member of the Board of Trustees of the Museum of Science (Boston).

Mr. Johnson speaks frequently about intellectual property and licensing transactions at academic and professional events, including at the Johnson School of Business at Cornell (Ithaca) and Cornell Law School (Cornell Tech, NYC).

Mr. Johnson is a member of the American Bar Association and the Licensing Executives Society. Mr. Johnson was Co-Chair of the Boston Chapter of the Licensing Executives Society from 2007 to 2012.

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## *Solutions*

Artificial Intelligence  
Emerging Company and  
Venture Capital  
Technology

Cross-Border Transactions  
FinTech  
Technology Transactions and  
Licensing

Cybersecurity and Privacy  
Mergers and Acquisitions

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## *Experience*

Negotiated a project services agreement and end user terms and conditions for client AxonVibe, Inc., in connection with deployment of AxonVibe's "Essential Connector" mobile application with the Metropolitan Transportation Authority (MTA) on May 17, 2020, for the MTA's provision of alternative transportation for essential workers while the NYC subways are closed for cleaning.

On behalf of client nference, Inc., negotiated a Partnership Agreement, dated January 9, 2020, with Mayo Clinic for nference's use of Mayo's clinical data, in de-identified form, for acceleration of drug discovery and development, applying a unique cloud model

intended to protect patient privacy.

Represented Analog Devices in numerous of technology and product development and commercialization contracts

Represented a major credit card industry participant in drafting and negotiation of the original agreements for launch of Samsung Pay and Android Pay

Represents a client focused on AI for pathology applications in strategy, drafting and negotiation of collaboration, development and services agreements with major biotech and pharmaceutical partners

Represented an international investment bank in its licensing of foreign exchange trading data and algorithms

Represented Fortune 100 clients in drafting and negotiation of patent litigation settlement agreements

Represented Saylent Technologies in strategy, drafting and negotiation of complex services agreement with leading financial industry partner

Represents Distilled Identity in strategy, drafting and negotiation of data licensing, services and collaboration agreements with financial industry participants

Represents Boston Athletic Association (organizer of the Boston Marathon) in trademark, software and sponsorship contracts

Represented a large mutual fund company in complex software and services agreements with financial software vendors

Represents 1366 Technologies in strategy, drafting and negotiation of solar cell technology development and licensing agreements and product supply agreements

Represented Farther Farms in negotiation of patent license agreement and investment in its food shelf life technology

Represents Museum of Science in its board and general organizational matters and international contracts for its exhibitions and Engineering is Elementary (EiE) curriculum

Represented numerous telecommunications vendors in sales and distribution agreements with major telecom and internet providers

Represented a leading global bank in review and renegotiation of its data and software licenses

Represented consortium of investment banks in strategy and drafting of intellectual property policies and form contracts

Represented Factorial Energy in negotiation of complex collaboration agreements with Hyundai, Daimler (Mercedes-Benz) and Stellantis (Fiat-Chrysler)

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## Recognition



***Named a Healthcare/Life Sciences Trailblazer***

*The National Law Journal*

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2020



***Recognized as a Leading Lawyer in Massachusetts for Technology***

*Chambers USA*

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2020–2023



***Selected as a Leading Practitioner in Patent Law (Transactions)***

*IAM Patent 1000*

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2013–2023

- Named to *Boston Magazine*'s inaugural Top Lawyers list in 2021 and 2022 in the area of corporate law.
- Ranked in the 2020–2023 editions of *Chambers USA Guide* for his technology practice.
- Named to *The National Law Journal*'s list of 2020 Healthcare/Life Sciences Trailblazers.
- Named a 2013–2023 leading practitioner in patent law (transactions) by *IAM Patent 1000: The World's Leading Patent Practitioners*.
- Recommended in the 2016–2019 editions of *The Legal 500 United States* for the M&A/Corporate and Commercial: Commercial Deals and Contracts and Media, Technology and Telecoms: Technology: Transactions categories.
- Selected in 2009–2013 as one of the 250 "World's Leading IP Strategists" by *IAM Magazine* (UK).

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## *Credentials*

### **EDUCATION**

JD, Stanford Law School, 1998

MS, Information Systems  
Policy, University of Maine,  
1995

BS, Engineering, University of  
Maine, 1993

*with Highest Distinction*

### **ADMISSIONS**

Massachusetts

New York

Texas