



Jeff P. Johnson

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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.

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.

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.

Solutions

Big Data
Emerging Company and
Venture Capital
Technology

Cross-Border Transactions
FinTech
Technology Transactions and
Licensing

Cybersecurity and Privacy
Mergers and Acquisitions

Experience

- 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

Recognition

- Named a 2013-2018 leading practitioner in patent law (transactions) by *IAM Patent 1000: The World's Leading Patent Practitioners*
- Recommended in the 2016-2018 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)

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