



## Deepak Nambiar

Partner

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### About

Deepak Nambiar serves as chair of both the firm's highly regarded India Practice Group and its Technology Transactions & Sourcing Group. He focuses his practice on a wide range of corporate and commercial matters, with special emphasis on mergers & acquisitions, private equity, technology, and outsourcing transactions.

As part of his corporate practice, Deepak has worked on several domestic and cross-border mergers, acquisitions, divestitures, and private equity investment transactions, worth several billions of dollars. He has also counseled clients in the formation of joint ventures and other corporate structures. Deepak has been recognized by *US Legal 500* for his work in M&A: Middle Market transactions. He is considered to be "an extremely competent and a very good person" according to client reviews.

As part of his technology and outsourcing practice, Deepak has represented prominent corporations on complex enterprise software licensing agreements, application development and maintenance (AD&M) arrangements, service level agreements, and system integration projects involving multiple service providers. He has also represented a variety of clients on transactions involving the outsourcing of information technology functions as well as business processes. Further, he has counseled clients on cloud service agreements, software as a service (SaaS) agreements, value added reseller (VAR) agreements, content contribution agreements, and transactions involving digital solutions, data analytics, mobility, and social media. Deepak has been recognized as one of the top Internet and e-Commerce lawyers in *The International Who's Who of Internet & e-Commerce Lawyers* publication. Further, he is regularly recommended in *US Legal 500* for his work in Technology-Outsourcing matters.

Deepak is also actively involved in rendering pro bono services on a wide range of legal issues for a prominent international not-for-profit organization affiliated with the United Nations.

Prior to joining Kelley Drye, Deepak held several positions including that of counsel for Glaxo SmithKline.

### Experience

#### Corporate; Mergers & Acquisitions

Represented Oracle Financial Services Software, the world's leading provider of banking technology solutions and a subsidiary of the Oracle Corporation, in its acquisition of Mantas, Inc., the leading U.S. provider of anti-money laundering and compliance software.

Represented a Blackstone affiliate and a prominent provider of business process outsourcing services, in its acquisition of Upstream Services Company, LLC, a North Dakota-based provider of business process outsourcing services.

Represented a prominent manufacturer of automobile components in its \$4 billion bid to acquire a publicly-listed U.S. corporation engaged in the manufacture of automobile parts.

Represented Tata Coffee, India's largest coffee producer and exporter, in its acquisition of Eight O'Clock Coffee Company from Gryphon Investors.

Represented Tata Communications (formerly, VSNL), one of India's largest telecommunications company, in its acquisition of the stock of Teleglobe International Holdings, a provider of voice, data, Internet protocol and mobile signaling services.

Represented a prominent pharmaceuticals packaging company in the acquisition of the assets of a Pennsylvania-based pharmaceutical services and packaging company.

Represented a prominent provider of business process outsourcing services, in its acquisition of the call center division of a leading U.S. provider of transaction processing and data integration services.

## Technology Licensing & Outsourcing

Represented a prominent U.S. construction company in several software licensing, application development, and maintenance agreements, including a systems integration project involving several service providers.

Represented Oracle Financial Services Software, a subsidiary of the Oracle Corporation, in several complex software licensing transactions, systems integration projects and professional services agreements with prominent financial institutions and insurance companies.

Represented the leading mutual fund company in the Caribbean in a software licensing agreement and professional services agreement.

Represented a prominent technology company to negotiate a complex systems integration and maintenance project involving seven service providers, in connection with the development of an insurance solution.

Represented the U.S. subsidiary of a prominent Japanese general trading company in a series of software licensing agreements, professional services agreements, and maintenance agreements.

Represented the largest Indian provider of information technology services in a number of professional services agreements and application development and maintenance agreements.

Represented a Blackstone affiliate and a prominent provider of business process outsourcing services in several business process outsourcing agreements, teaming agreements and alliance agreements.

## Honors

Named to *India Business Law Journal's* International A-List, 2019-2025.

Recommended in *US Legal 500* for his work in Outsourcing transactions, 2018-2025 and in M&A: Middle Market transactions, 2022 and 2025.

Recipient of *Legal Era's* Leading Corporate Lawyer of the Year award in 2018.

Recipient of *Legal Era's* Star Young Achievers Award of the Year in 2016.

## **Related Services**

India-U.S. Cross-Border Transactions and Disputes

Corporate and Tax

Technology Transactions and Sourcing

Technology

Generic Pharmaceuticals

Intellectual Property

Mergers and Acquisitions

Advertising Technology

Blockchain and Cryptocurrency

## **Education**

National Law School of India University, LL.B., 1998

- with honors

University of New Hampshire Franklin Pierce School of Law, LL.M., 2001

## **Admissions**

New York, 2002

India, 1998