

# Technology Transactions and Sourcing

The right technology at the right time can transform your business. With insight forged in the largest, most complex tech transactions in the world, Kelley Drye can help you close your next big deal.

## About

Our team can help you find creative ways to structure and negotiate an array of U.S. and global technology-driven transactions—from the acquisition and implementation of cloud-based or on-premise enterprise software solutions to strategic agreements for the development or integration of cutting-edge technology for new product or service offerings.

We can help you develop and implement your strategic technology and IP initiatives, acquire and sell technologies, evaluate and form strategic research and development relationships, and procure IT-related services. From strategic planning and the RFP or RFI stages through to contract negotiation and deal closing and post-signing issues, we can guide you through the full life cycle of your deal.

Our 360-degree perspective has earned our lawyers a great deal of credibility and trust around the table, enabling us to shape transactions tactically, work collaboratively with all parties, and reach resolutions quickly.

## Sourcing

We help clients across all categories of sourcing transactions, including the outsourcing of human resources, claims processing, back-office functions, finance and accounting, applications development and maintenance, hosting, and facilities management. We have worked with some of the largest and most sophisticated purchasers and suppliers of these services in the world to handle their most mission-critical agreements.

## Dispute Resolution and Litigation

As formal dispute resolution proceedings become more frequent—especially with large-scale enterprise projects—our cross-disciplinary team works with clients throughout the process to develop smart, business-driven solutions that align with our client's interests and minimize costs and business disruptions.

## Cross-border Agreements

Our team is adept at forging complex technology transactions involving companies in multiple jurisdictions—in particular arrangements involving resources based in India, where our integrated India affiliate office provides exceptional guidance and on-the-ground support.

Clients who pursue transactions involving global service delivery models rely on us to manage issues unique to these complex cross-border deals, including allocating currency exchange and inflation risks and dealing with data privacy and export controls.

# Experience

- Our team has decades of experience in assisting both providers and users of technology and data solutions in structuring, negotiating and documenting their most complex contractual arrangements.
- Our team has been at the forefront of transactions with components involving software and infrastructure delivered as a service via the cloud, digital solutions, data analytics, and mobility and social media, including assisting our provider clients in integrating their traditional service offerings with these components.
- Our attorneys work alongside our clients—leading integrators, software developers, enterprise software providers and specialized technology vendors—to address all aspects of software integration and development projects. We have extensive experience with enterprise resource planning (ERP), customer relationship management (CRM) and application development projects, and frequently work on matters involving traditional on-premise software deployment models and cloud service models.
- We've also consulted on technology-driven transactions in numerous industries, including for clients that handle sensitive information, such as banks, insurers and health care companies.

## Related Services

Technology

## Contacts

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