

Core Commercial & Technology Agreements

Our team drafts and negotiates commercial deals for clients across a range of industries. We create core customer templates, negotiate customer agreements, and guide clients in developing contracting and negotiations processes and playbooks to facilitate the sales pipeline. We have significant experience with SaaS and PaaS business models.

We also negotiate and advise on key vendor and supplier relationships, including identifying areas of exposure and skillfully navigating intellectual property and data rights and protections.

This includes:

- Payment processing relationships
- Software and hardware procurement
- Development and hosting agreements
- Supply and distribution agreements
- Professional services engagements
- Complex outsourcing and IT transactions

We help identify and mitigate transaction risks associated with implementation and integration, acceptance testing, system configuration, service-level agreements and transition planning.

KEY CONTACT

Michael G. Kelber
Core Commercial & Technology
Agreements

mkelber@nge.com
D. (312) 269-5322

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