



Strategic Alliances, Channel Partnerships & Joint Ventures

We work closely with clients considering JVs or other strategic partnerships to evaluate and execute these complex transactions from structuring through implementation. This includes:

- Joint ventures and other strategic alliances
- Channel partnerships and reseller arrangements
- Platform and software integrations
- White label initiatives
- Data acquisition and rights agreements
- Licensing and distribution deals
- Other revenue-sharing arrangements

Due to our extensive experience, we understand the nuances of these strategic relationships and can quickly identify key considerations for our clients, craft market-leading strategies that position our clients for success, negotiate constructively to facilitate the parties' ongoing business relationships and execute deals within tight budgets and timelines.

KEY CONTACT

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