

Services & Industries

Technology, Telecommunications and Outsourcing

OVERVIEW

The lawyers in our Technology, Telecommunications and Outsourcing group help sophisticated, cutting-edge companies capture, commercialize and protect their ideas, inventions and creative work. Our diverse, interdisciplinary group of lawyers possesses wide-ranging technical experience in computer science, media and communications, antitrust, the sciences and engineering, and we represent large and small businesses in a variety of industries.

Technology: Understanding Your Business Needs and Capturing the Value of Your Technology Assets

Innovation moves quickly. Our success lies in our commitment to understanding your technologies and the context in which you make business decisions about your products and services. We pride ourselves on constantly learning about new technologies and on helping create new business models. Bringing our diverse technical, business and legal training to the fore, we address clients' specific needs by structuring and documenting a wide range of business relationships that affect or are affected by intellectual property. Keeping pace with innovation allows us to better serve your ever-changing needs.

Putting It All Together

Our commitment is to provide you with a broad complement of services, including the following:

- **Commercialization Strategies.** Once we understand your business and technology, we work with your technical, business and financial teams to recommend strategies to accomplish your business objectives. Through careful planning, we can help you maximize the value of your patents, copyrights, trademarks or trade secrets by preparing and negotiating licenses, joint venture agreements, cooperative marketing agreements, business combinations and other arrangements.
- **Technology Transfers.** Whether in connection with a sale, acquisition or merger of a business or a transfer of a discrete technology, we counsel clients about and prepare agreements for the transfer of rights in all forms of technology and intellectual property.
- **Technology Outsourcing.** We provide strategic advice and help craft agreements for businesses that acquire or provide outsourced technology services by means of a service bureau, application service provider arrangement, web hosting service, Internet service or other arrangement.

- Trade Secrets. We develop trade secret protection programs, write confidentiality agreements and advise on various other techniques to preserve and enhance the value of trade secrets.

Telecommunications

Whether you are a buyer or seller of telecommunications services, our lawyers bring extensive experience from a variety of disciplines to provide cutting-edge advice. Virtually all traditional telecommunications companies, as well as related media, information and interactive services, are undergoing profound changes occasioned by both the exponential growth in new technologies and by significant new legal developments. We have a thorough understanding of and an appreciation for the nature of these businesses and the special legal challenges they face. This familiarity enables us to provide you with creative, practical advice designed to solve problems, advance transactions and close deals.

Our clients in the telecommunications industry include the following:

- Major regional telephone companies
- Cellular telephone companies
- PCS providers
- Wireless and cable subscription television operators
- International satellite telecommunications companies
- Television and radio stations
- Subscription television content providers
- Internet companies
- Equipment and technology providers
- Institutional investors and lenders

In addition to our transactional and regulatory work in the telecommunications field, we provide our clients with related advice in connection with mergers and acquisitions, financing, contract negotiations, corporate, tax, intellectual property, securities regulation, labor and employment, governmental relations and antitrust matters. We also regularly represent other important participants in the telecommunications industry such as lenders and investors providing debt and equity capital, companies providing equipment and technology to telecommunications companies and large users of telecommunications services in negotiations with service providers.

Outsourcing

Since the early 1990s, our lawyers have been leaders in advising clients in negotiating technology and business process outsourcing arrangements throughout the world. We have helped evolve the models for outsourcing in industries as diverse as financial services, pharmaceuticals, software

publishing and manufacturing. As outsourcing management techniques and financial strategies have evolved, we have helped guide our clients to improve the likelihood of achieving all their corporate outsourcing objectives.

Our attorneys work closely with our clients' business, financial and technical experts to define the scope of work and provide wise strategic counsel to senior management. Using our in-depth legal, financial and technical knowledge, we structure contractual relationships that address the needs of all parties to the transaction. We recognize that the most successful outsourcing transactions require solutions that create long-term alliances among the parties.

The firm's outsourcing transactions have included the following:

- Information technology operations, including the data center, desktop and networks; telecommunications; and applications development and maintenance
- Business process outsourcing, such as accounting, financial technical analysis and bookkeeping operations
- Facilities and cafeteria operations
- E-commerce enterprise outsourcing

INSIGHTS

Certain ASCs Face New Prior Authorization Payment Requirements from CMS

April 29, 2024

Day Pitney Cybersecurity, Healthcare and Technology (C.H.A.T.) Newsletter – April 2024

Generative Artificial Intelligence Representations and Warranties Emerge in Venture Financing Transactions

April 29, 2024

Day Pitney Cybersecurity, Healthcare and Technology (C.H.A.T.) Newsletter – April 2024

Next Generation Threats in Cybersecurity for Mortgage Lenders

April 25, 2024

Day Pitney has been hosting a CLE webinar series for mortgage lenders and servicers with three insightful sessions. In the last installment, Next Generation Threats in Cybersecurity for Mortgage Lenders and Servicers, on Thursday, April 25, 12:00 p.m.-1:00 p.m., we will explore current trends in data privacy law compliance and cybersecurity readiness.

New FCC Rules for Revocation of Consent under the TCPA

March 28, 2024

Day Pitney Advisory

Responsible Use of GenAI Tools for Mortgage Lenders and Servicers

March 26, 2024

Day Pitney hosted a CLE webinar series for mortgage lenders and servicers, which included three insightful sessions. In the second installment on Tuesday, March 26, 12:00 p.m.-1:00 p.m., we explored considerations for mortgage lenders and servicers when using generative artificial intelligence (GenAI) tools.

NEWS

Kritika Bharadwaj Named to 2024 Lawdragon 100 Leading Global AI & Legal Tech Advisors List

March 19, 2024

Day Pitney Partner Kritika Bharadwaj has been named to the 2024 *Lawdragon* 100 Leading Global AI & Legal Tech Advisors list. This is the inaugural year for this list.

New Jersey Bolsters Cybersecurity Incident Reporting Requirements

November 30, 2023

Day Pitney Data Privacy, Protection and Litigation practice group co-chair William Roberts and Associate Johanna Lerner authored an article titled, "New Jersey Bolsters Cybersecurity Incident Reporting Requirements," for the *New Jersey Law Journal's* Cybersecurity Special Section.

Technology Partner Richard Harris Interviewed on AI on WTIC Radio

November 21, 2023

Day Pitney Technology Partner Richard Harris was interviewed by Brian Shactman of WTIC Radio's Brian & Company along with Adam Chiara, Applied Associate Professor of Communication at the University of Hartford on artificial intelligence (AI).

Day Pitney Receives Top Rankings in U.S News & World Report's – Best Lawyers "Best Law Firms" for 2024

November 2, 2023

Day Pitney Press Release

Attorneys Slowly Embrace AI, But Urge Caution as Technology Rapidly Evolves

September 25, 2023

Day Pitney Technology Partner Kritika Bharadwaj is featured in the *Hartford Business Journal* article, "Attorneys Slowly Embrace AI, But Urge Caution as Technology Rapidly Evolves."

CONTACTS



Richard D. Harris
Hartford, CT
New Haven, CT
rdharris@daypitney.com
T: (860) 275 0294