

James Steinberg

Partner

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Services

Business Process Outsourcing
Contracts & Commercial
Agreements
Cross Border Transactions
Cybersecurity, Privacy & Data
Governance
ERP Licensing & Systems
Integration Transactions
Information Technology
Outsourcing
Joint Ventures & Strategic
Alliances
Licensing & Procurement
Managed Network Services
Transactions
Technology Transactions

Industries

Financial Services
Media & Entertainment
Technology



Jim Steinberg focuses his practice on complex commercial transactions and general corporate matters for telecommunications, financial institutions, healthcare insurers, technology and other companies. He frequently assists clients in structuring and negotiating software development projects, outsourcing transactions, joint ventures, strategic alliances, research and development projects, data licenses, and other IT procurement projects.

Jim was recognized in *The Best Lawyers in America*® for Corporate Law, Information Technology Law, IT Outsourcing Law, and Technology Law in 2023 and the 22 years immediately preceding. He was also named a 2018 and 2021 “Dallas/Fort Worth Lawyer of the Year” in the area of Technology Law and a 2013 and 2016



"Atlanta Lawyer of the Year" in the area of Technology Law by *The Best Lawyers in America*®. Jim has been named a Georgia or Texas "Super Lawyer" in Technology Transactions for the past 13 years by *Super Lawyers* magazine. He was listed in the 2019, 2020, 2021 and 2022 and the 2014 and five years immediately preceding editions of *Chambers USA: America's Leading Lawyers for Business* for Outsourcing Law and he was also ranked nationally as a "Recognized Practitioner" in its 2019, 2020, 2021 and 2022 editions. Jim was recommended by *Legal 500 US* for Outsourcing in 2022 and the nine years immediately preceding. He is a frequent speaker at national conferences on structuring domestic and offshore IT and business process outsourcing transactions.

Experience

Represented a global telecommunications provider in a strategic alliance with a leading cloud services platform to provide content delivery and network solutions.

Negotiated outsourcing agreements between newly formed Brazilian card processor and each of the three largest banks in Brazil.

Assisted U.S. client in the card payment industry in negotiation of Joint Venture Agreement with the three largest banks in Brazil to form a Brazilian credit and debit card processor.

Represented Telecommunications Company with regards to knowledge process outsourcing transactions involving research, analysis, and reporting to India.

Represented a business services company in printing and directory sales agreements.

Represented BellSouth in negotiation of design, build and installation agreements with Nokia, Erickson and Motorola for wireless systems throughout Latin America. Equipment purchased exceeds \$10 billion.

Represented private health insurance company in connection with the outsourcing of claims processing function including hosting and support for claims processing applications to EDS.

Represented Yellowpages.com, a wholly owned subsidiary of AT&T, in distribution agreements with AOL, Yahoo, Google, Infospace, Idcore, Microsoft and KH Donnelly.

Represented NYSE Manufacturing Company with regards to Knowledge Process & Business Transformation Outsourcing transactions involving IT infrastructure, data management assessments, and corresponding solution development to Strategic Technologies.

Represented *Fortune* 50 Retail Company with regards to knowledge process and business transformation



outsourcing transactions involving patent research to LPO provider based in India.

Represented Yellowpages.com, a wholly owned subsidiary of AT&T, in the acquisition of applications and technology to add new products and features.

Represented Cingular Wireless in negotiation of strategic alliance with Yahoo to create co-branded mobile portal offering.

Represented AT&T in negotiation of network resale and product distribution agreements with RIM and Good Technologies, provider of push mobility solutions.

Represented Cingular Wireless in strategic alliances with Yahoo and AOL for content and applications on cell phones.

Represented AT&T in strategic alliance with Yahoo regarding AT&T's DSL platform and Yahoo's search and display services and convergence of three screens.

Represented a publicly held web hosting company in strategic marketing alliance with a leading telecommunications company.

Represented one of the largest U.S. forest products manufacturers in outsourcing of finance and accounting services.

Represented AT&T in the negotiation of a strategic marketing alliance with DirecTV to create a co-branded triple play offer.

Education

Harvard University J.D. (1989) *magna cum laude*

Emory University B.A. (1986)

Admissions

Texas (2018)

Georgia (1989)

Professional & Community Activities

American Bar Association, Business Law, Science and Technology Sections

Atlanta Bar Association, Member and Former Chair of Section on Business and Finance

State Bar of Georgia, Corporate and Banking Law Section



Insights

[News Releases](#)

Kilpatrick Townsend Earns Top Recognitions in 2023 Edition of The Best Lawyers in America®
August 18, 2022

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Kilpatrick Townsend Receives Top Rankings in 2022 Legal 500 US
June 14, 2022

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Kilpatrick Townsend Receives High Recognition from Chambers Global 2022
June 10, 2022

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Kilpatrick Townsend Attorneys Claim 80 Individual Rankings in 2022 Chambers USA
June 2, 2022

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Kilpatrick Townsend Attorneys Honored in the 2022 Edition of The Best Lawyers in America
August 19, 2021