



## Contracts & Commercial Agreements

# Solution-Oriented Documents

Critical to protecting business interests are well-constructed and executed contracts and other commercial agreements. We routinely work with both buyers and sellers of goods, services, and technology to develop and implement effective, practical documents that safeguard all manner of assets. Our team works with clients across a broad range of industries to produce toolkits that include templates, playbooks, decision-making matrixes, and training materials to support successful contract negotiation.

### Reach

#### Strategic Partnership

Our experience spans numerous diverse industries, including information management, telecommunications, financial services, government, media, and health care. Our involvement in commercial contracts ranges from production and review to secondment arrangements where one of our attorneys provides dedicated assistance on-site and full time, or under less formal terms on an as-needed, overflow basis.

#### Areas Of Focus

- Public Contracts & Procurement
- Licensing
- Outsourcing
- Joint Ventures & Strategic Alliances
- Technology & Commercial Agreements
- Joint Ventures & Strategic Alliances

### Approach

#### The Big Picture

Because we have worked for many years with both buyers and sellers and across a wide range of transactions for large, complex organizations, our team can quickly evaluate the needs of both parties. Our attorneys are deft at finding middle ground without engaging in protracted or acrimonious negotiations, while still vigorously protecting our clients' interests. When developing suites of materials to assist clients in negotiating agreements, we bear in mind these documents will be used by multiple staff members across a variety of business units, all with different perspectives and needs. Our long experience in managing multiple considerations on a budget drives us to produce only tools our clients will really use.

## Experience

---

Represented a Fortune 100 data management company involving the licensing, implementation, and support of



a credit scoring software.

Represented AT&T in its strategic marketing alliance with Direct TV to market and sell a triple play offering of DSL, phone, and cable.

Represented a Fortune 50 manufacturing company in outsourcing of finance and accounting functions to ACS.

Negotiated an agreement for a private retail company with Logic Information Systems to implement and configure an Oracle merchandise management system.

Represented a health insurance provider in licensing, implementation, and support of a customer-facing enrollment and claims processing systems.

## Primary Contacts

---



### **James Steinberg**

Retired Partner

Dallas, TX

t 214.922.7144

[jsteinberg@ktslaw.com](mailto:jsteinberg@ktslaw.com)