

Sonia Baldia

Partner

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Services

Business & Finance
Business Process Outsourcing
Contracts & Commercial
Agreements
Cybersecurity, Privacy & Data
Governance
Information Technology
Outsourcing
Intellectual Property
Technology Transactions

Industries

Electronics & Computer
Technology
Energy
Financial Services
Health & Life Sciences
Retail & Consumer Goods
Technology

Sonia Baldia brings business and technology savvy to her global practice, which encompasses U.S. and international commercial, transactional, and intellectual property (IP) expertise across multiple industries including life sciences, banking and finance, healthcare, energy, information technology (IT), manufacturing, and software. She advises on a wide array of sourcing, technology, manufacturing, and other commercial transactions and helps companies navigate legal issues raised by cloud-based services, data, generative-AI and other emerging technologies, and digital transformation, both from buyer and provider sides. Sonia also routinely advises clients on IP strategy, management, and monetization arrangements, leveraging her technology background and registered patent attorney credentials.

In addition to her U.S. bar admissions, Sonia is also qualified to practice law in India and she leverages that combined experience on behalf of clients in India-related matters.

Sonia is consistently recognized for her tech transactions, outsourcing, and IT law expertise by *Chambers USA: America's Leading Lawyers for Business* (2007-2026); *Legal 500 US* amongst the leading practitioners in its technology, media, and telecom outsourcing (2009-2026); and *The Best Lawyers in America®* for Information Technology Law (2022-2026). Sonia is also listed in the 2025 and 2026 editions of *Chambers Global* as a leading Outsourcing lawyer. *India Business Law Journal* has named Sonia to its "International A-List" for being amongst the Top 100 Lawyers Internationally most recommended by clients and peers for cross border India-related work (2023-2025). In 2023, Sonia was also named as one of DC's "Top 10 Tech & Outsourcing Lawyers" by *DC's Business Today News* and was recognized for "her expertise in outsourcing deals involving Indian parties, exemplifying her broad technology expertise and deep understanding of international legal matters." In 2023, she was named to the Capital Pro Bono Honor Roll, which recognizes the contributions of those D.C. Bar

members who donated 50 hours or more of pro bono service during the previous calendar year. Sonia is a frequent speaker and writer on digital transformation, global sourcing, IP, and technology topics and she has authored many articles and book chapters.

Prior to rejoining the firm, Sonia was a partner in the Washington, D.C. office of an international law firm where she was part of its technology, IP, international commercial, and India practices. Sonia has also served as a consultant to the U.S. Agency for International Development (USAID) and the U.S. Department of Commerce in Washington, D.C. where she advised foreign governments on IT, telecom and IP-related development projects. She has also served as associate professor of law, teaching courses in IP, technology transfer, and corporate law.

Experience

Counseling on generative AI integrations into enterprise software and contractual frameworks

Structuring, drafting and negotiating contracts for cloud-based services and digital transformation projects

Structuring, drafting, and implementing innovative and complex IT and business process outsourcing and tech transactions and advising on all phases of transaction lifecycle, including regulatory and operational issues, governance, data security, privacy, and risk mitigation.

Advising tech companies in setting up next generation global capability centers (GCCs) or centers of excellence focused on high value software development, product design/engineering, automation, and data analytics.

Structuring contractual frameworks for new product lines and customer-centric digital transformation initiatives, contracting for cloud services and infrastructure, SaaS and other as-a-service platforms, APIs, data licensing, e-commerce, joint ventures, R&D, tech acquisition, and supply chain.

Counseling on all aspects of IP strategy, licensing, due diligence, collaboration and commercialization, and managing IP and technology aspects of corporate and transactional matters.

U.S.-India inbound and outbound foreign investment projects, commercial contracts, dispute management, and market entry strategy.

Education

George Washington University Law School, Washington, DC S.J.D. Intellectual Property Law

Punjabi University, Patiala, India B.S. Chemistry and Biology

University of Delhi Faculty of Law, Delhi, India LL.B.

University of Georgia School of Law, Athens, GA LL.M. emphasis in International Business/Trade

Admissions

District of Columbia (2007)

Bar Council of Delhi, India

New York (2000)

Court Admissions

Indian Patent and Trademark Office

U.S. Court of Appeals for the Federal Circuit

U.S. Patent and Trademark Office (2002)

Professional & Community Activities

International Association of Outsourcing Professionals, Member

Licensing Executives Society (LES), Member

American Bar Association, Member

Information Technology Law Association (ITECHLaw), Member

Northern Virginia Technology Council, Member

U.S.-India Business Council, Member

Insights

[Publication](#)

Building AI Capability Through India GCCs: Strategic and Legal Considerations

July 14, 2026

[Publication](#)

Legal 500's Country Comparative Guides | United States: Technology Outsourcing

April 28, 2026

[Publication](#)

International Comparative Legal Guide - Technology Sourcing 2025

October 23, 2025

[Perspectives](#)

6 Key Takeaways | Patent and Technology Licensing: Strategies for Effective Drafting and Negotiation

August 26, 2025

[Events](#)

Patent and Technology Licensing: Strategies for Effective Drafting and Negotiation

August 4, 2025