M. Lance McCord

Counsel

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Services

Business & Finance

Business Process Outsourcing

Contracts & Commercial Agreements

Cybersecurity, Privacy & Data Governance

ERP Licensing & Systems Integration Transactions

Information Technology Outsourcing

Joint Ventures & Strategic Alliances

Licensing & Procurement

Managed Network Services Transactions

Technology Transactions

Lance McCord focuses his practice on outsourcing and commercial agreements, technology licensing, advertising data and targeting agreements, joint ventures and strategic alliances. Lance regularly assists clients with complex business process and IT outsourcing arrangements, joint ventures and in-bound and out-bound technology licenses. He also assists clients in the online advertising space with data licensing and targeted audience segment agreements.

Lance was recognized for Information Technology Law and IT Outsourcing Law in 2027 and the five years immediately preceding by *The Best Lawyers in America*®. In 2020, he was recommended by *Legal 500 US* for Outsourcing.

Experience

Represented cryptocurrency mining facility in connection with hosting agreement and procurement of solar energy for operations.

Assisted North Georgia vision care retailer group in its strategic acquisition of a privately held retailer of optical products and services headquartered in New Jersey. The transaction involved due diligence on more than 110 locations nationwide. The merger combined the companies into the fourth largest retail optical chain in the United States.

Represented an acute-care tertiary hospital in connection with the licensing, implementation and support of an enterprise resource platform for management of medical records from Epic Systems Corporation.

Represented Emageon Inc., a publicly traded medical image software developer, in connection with its merger with AMICAS Inc., a radiology information technology solutions provider. The transaction was structured as a tender offer followed by a short form merger.

Represented a leading provider in the maritime telecommunications industry, focused solely on the cruise line and ferry sector, in joint venture negotiations and commercial agreements.

Outside general counsel to a privately-held motion pictures and feature films production company.

Represented Fortegra Corporation, an insurance services company, in its sale to Summit Partners LP for approximately $110 million.

Represented publicly traded international hospitality company in connection with the outsourcing of its global information technology help desk and related services to IBM. The transaction was valued at over $40 million and was structured as a sole source negotiation.

Represented publicly traded energy company in connection with the renegotiation of an agreement for the outsourcing of data center operations and related infrastructure support services to Acxiom. The transaction was structured as a sole source negotiation and was valued at over $30 million.

Represented a global telecommunications provider in the negotiation of a global managed network services transaction involving the provision of services in over 25 countries in support of the global operations of a major insurance company.

Education

University of North Carolina School of Law J.D. (2006)

Saint Andrews Presbyterian College B.A. (1997) Mathematics and Philosophy

Admissions

Georgia (2007)

Professional & Community Activities

North Carolina Innocence Project, Past Participant

North Carolina Law Review, Past Member

American Civil Liberties Union, University of North Carolina Law School Chapter, Former Secretary

American Constitution Society, University of North Carolina Law School Chapter, Past President

Insights

News Releases

Kilpatrick Attorneys Once Again Earn Outstanding Recognitions in 2027 Edition of The Best Lawyers in America®

August 20, 2026

News Releases

Kilpatrick Breaks Record for Number of Attorneys Recognized in 2025 Edition of The Best Lawyers in America®

August 16, 2024

News Releases

Kilpatrick Townsend Earns Record-Breaking Recognition in 2024 Edition of The Best Lawyers in America®

August 17, 2023

News Releases

Kilpatrick Townsend Earns Top Recognitions in 2023 Edition of The Best Lawyers in America®

August 18, 2022

News Releases

Kilpatrick Townsend Receives Top Rankings in 2020 Legal 500 US

June 23, 2020