Joshua S. Ganz

Partner

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Services

Business & Finance

Business Process Outsourcing

Contracts & Commercial Agreements

ERP Licensing & Systems Integration Transactions

Information Technology Outsourcing

Joint Ventures & Strategic Alliances

Licensing & Procurement

Managed Network Services Transactions

Mergers & Acquisitions

Product Counseling

Technology Transactions

Industries

Generative AI

Josh Ganz is leader of the Technology, Privacy & Cybersecurity team at Kilpatrick. Josh focuses his practice on strategic outsourcing, technology transactions and other complex commercial transactions. Josh represents clients across various industries on a broad variety of domestic and cross-border technology-related transactions, including sourcing transactions, cloud and digital transformations, “as-a service” agreements (SaaS, IaaS, PaaS), technology and software licensing, data rights, joint ventures & strategic alliances, manufacturing, and joint development agreements and other IP-related contracts. He has extensive expertise in both product counseling and negotiating transactions ranging from more traditional hardware and software technologies to newer, more transformative and disruptive technologies such as: the Internet of Things (IoT), Blockchain, Artificial Intelligence, Automation, Robots, Digital Payments, and Non- Fungible Tokens (NFTs). Josh regularly assists both clients with domestic and offshore technology and business process outsourcing arrangements including IT infrastructure services, managed network services, application development and maintenance, production support, call center operations, finance & accounting, and IT help desk. Josh also

advises clients in negotiating and consummating both buy-side and sell-side merger and acquisition transactions involving technology-related assets.

Josh was recognized as a Georgia "Rising Star" in the area of Technology Transactions in 2022 and the eight years immediately preceding by *Super Lawyers* magazine. In 2012, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025 and 2026, he was recommended by *Legal 500 US* in the area of Outsourcing and he was ranked as a "Leading Lawyer" in 2023 and a "Leading Partner" in 2024, 2025 and 2026 by *Legal 500 US* for Outsourcing. Josh was recognized in 2020, 2021, 2022 and 2023 by *The Best Lawyers in America*® for IT Outsourcing and Technology Law and again in 2027 and the three years immediately preceding for Commercial Transactions/UCC Law, Information Technology Law, IT Outsourcing Law, and Technology Law. He was also named the 2024 Atlanta Commercial Transactions/UCC Law "Lawyer of the Year", 2026 Atlanta IT Outsourcing Law "Lawyer of the Year", and 2027 Atlanta Information Technology Law "Lawyer of the Year" by *The Best Lawyers in America*®. Josh is listed in the 2022, 2023, 2024, 2025 and 2026 editions of *Chambers USA: America's Leading Lawyers for Business* for Technology & Outsourcing and he is also ranked nationally as a "Recognized Practitioner" for Outsourcing in its 2022, 2023, 2024, 2025 and 2026 editions. Josh is also listed in the 2023, 2024, 2025 and 2026 editions of *Chambers Global* as a leading Outsourcing lawyer.

Experience

Represented global telecommunications company in connection with negotiation of outsourcing agreement to provide end to end managed network services, telecommunications and related IT services for a global telecommunications provider.

Represented global sporting goods, apparel and accessories manufacturer and distributor in connection with outsourcing of its North American helpdesk to HCL.

Represented financial services company in connection with multi-vendor, multi-tower IT outsourcing of its application development, production support and related information technology systems.

Represented private retail company in connection with the negotiation of a master services agreement with IBM for the provision of OMS and WNS implementation and support services, IT services desk support and application and maintenance services.

Represented fashion jewelry and accessories retailer in connection with negotiation of agreement with Oracle to license and support merchandise management system.

Completed a global managed network services transaction on behalf of a telecommunications services company. The transaction involved the provision of managed network and transport services in support of the global operations of Ameriprise Financial Services.

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 financial services company in connection with negotiation of a contract for the support of its customer contact center.

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.

Represented financial advisory consulting firm with outsourcing of manufacturing and distribution of transactional and marketing materials.

Represented consumer product manufacturer and distributor in the outsourcing of its North American supply chain and logistics functions to a leader in supply chain management and third-party logistics solutions.

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

Represented hospital system in connection with the negotiation of an agreement with Perceptive Software to license, implement and support an enterprise records management system.

Represented a global beauty company in connection with a multi-phased outsourcing of its North American supply chain and logistics solution including receiving, processing, packaging, storage, management, shipping and returns processing.

Represented fashion jewelry and accessories retailer in connection with negotiation of master services agreement with IBM for fashion jewelry and accessories retailer to implement, host and maintain Oracle merchandise management system and related applications

Represented global telecommunications company in strategic marketing alliance with a leading mobile device manufacturer for the development and launch of a mobile application store.

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

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.

Education

University of Tennessee College of Law J.D. (2007) *magna cum laude*
Tennessee Law Review, Former Student Materials Editor
Transactions: Tennessee Journal of Business Law, Former News and Publications Editor

University of Georgia B.B.A. (2004) Banking and Finance, *cum laude*

Admissions

Georgia (2007)

Professional & Community Activities

Atlanta Community ToolBank, Board of Directors, Member

Supreme Court of Georgia, Chief Justice Leah Ward Sears, Former Intern

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 Attorneys Earn 102 Rankings in 2026 Chambers USA and Global Guides

June 5, 2026

Publication

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

April 28, 2026

News Releases

Association of Corporate Counsel Unveils New AI Toolkit to Empower In-House Lawyers in the Age of Artificial Intelligence

April 30, 2025

News Releases

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

August 16, 2024