James Steinberg

Retired 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

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 2025 and the 24 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 14 years by *Super Lawyers* magazine. He was listed in the 2019, 2020, 2021, 2022 and 2023 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, 2022, and 2023 editions. Jim was also listed in the 2023 edition of *Chambers Global* as a leading Outsourcing lawyer. He was recommended by *Legal 500 US* for Outsourcing in 2024 and the 11 years immediately preceding. Jim 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

37 Kilpatrick Attorneys Named to the 2024 Lexology Index
November 25, 2024

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 Earns High Rankings in 2024 Legal 500 US

June 25, 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 Rankings in 2023 Legal 500 US

June 12, 2023