Brandon Woods

Partner

Charlotte

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OVERVIEW

Brandon's practice includes counseling and representing companies in the areas of information technology, information security, software development and licensing, supply chain management, automotive industry including electric vehicle agreements and related supply chain, commercial transactions, and general corporate counseling. Prior to the practice of law, Brandon worked for Intel Corporation and Blackbaud, Inc., both leading international, public companies in the hardware, software, and technology-related fields for 12 years. His experience in software application development, software management, technology consulting, and project management has provided a strong technical background for his legal practice.

Areas of Emphasis

- Negotiating and preparing various technology and commercial agreements, including licensing, services, software-as-a-service, OEM, work orders, supply agreements, complex statements of work, and technology purchase agreements.
- Counseling clients in review of open source software policies, procedures, and performing audits in connection with software licensing and source code implementations.
- Development of service level agreements (SLA), application programming interface parameters and uses, maintenance and related support agreements.
- Negotiating supply and IP agreements related to automotive EV battery manufacture and supply.
- Negotiate EV charger payment and rental agreements, installation and maintenance services agreements related to energy producers and supply chain for automotive industry.
- Providing mobile and website audit services, including the development of privacy policies and terms of use/service for mobile applications and websites.
- Order fulfillment and warehouse automation systems, including sophisticated pick-n-pack, robot automated systems that integrate into warehouse management systems and other enterprise and CRM related software systems.
- Supply chain and other logistics related agreements, including international shipping risk analysis and negotiation.
- Assessing market tolerances to advise clients if agreements and proposals for technology agreements on both buy and sell side are within norms based on cumulative experiences within the technology and supply chain space.

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**Licensed to practice law in Georgia and South Carolina. Not licensed to practice law in North Carolina.*

REPRESENTATIVE MATTERS

- Primary outside counsel for multibillion-dollar public company; responsibilities include drafting, reviewing, and negotiating technology, commercial and supply agreements ranging in value of more than $100 million.
- Lead attorney on multiyear $10 million telecom and broadband service transaction.
- Lead attorney on multiple international print service and print outsourcing transactions.
- Lead attorney for open source software discovery, audit analysis, source code mitigation, and drafting intellectual property provisions for international acquisitions and *Fortune* 500 companies.
- Drafted professional service and commercial playbooks for public companies.
- Drafted inter-company agreements to license software products, reseller agreements and provide services for international companies entering the U.S. market.
- Lead attorney and negotiator on domain name purchase transaction for a *Fortune Global* 500 company.
- Developed open source software license terms, policies and analyses regarding license compliance for companies varying in size from startup to *Fortune* 500.
- Lead drafting and negotiating attorney in connection with software licensing, services, OEM, reseller, and technology purchase agreements for companies varying in size from startup to *Fortune* 50 and *Fortune Global* 500.
- Lead attorney managing team of 10 attorneys for diligence on multimillion-dollar international outsourcing transaction.
- Drafted terms of use and terms of sale for partner application store fronts and consumer facing web store fronts.
- Counseled and drafted privacy policies and terms of use for hundreds of companies varying in size from startup to *Fortune* 500 and *Fortune Global* 500.
- Primary attorney for international and domestic privacy law projects for several *Fortune* 500 and *Fortune Global* 500 companies.
- Co-author of ESIGN summaries published on Lexology.

AWARDS

- Thomson Reuters Stand-out Lawyer (2018-2021) – independently rated lawyers

TOP AREAS OF FOCUS

- Commercial Contracting
- Payments + Financial Technology

ALL AREAS OF FOCUS

- Commercial Contracting
- Corporate
- Data Centers
- Digital Assets + Blockchain
- Intellectual Property
- International
- Media, Technology + Cyber Liability Insurance

- Mergers + Acquisitions
- Online Lending
- Payments + Financial Technology
- Privacy + Cyber
- Real Estate Technology
- Technology
- Technology + Venture Lending

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Atlanta Bar Association
- Technology Association of Georgia
- South Carolina Bar Association
- Charleston County Bar Association

EDUCATION AND CERTIFICATIONS

EDUCATION

- Charleston School of Law, J.D., *magna cum laude*, 2010, *Charleston Law Review*; Honor Council member; CALI Award Winner Contracts I
- Winthrop University, B.S., *cum laude*, 1997, computer information systems

BAR ADMISSIONS

- Georgia
- South Carolina

SPEAKING ENGAGEMENTS

- Presenter, “Evaluating and Negotiating Technology Agreements,” North Carolina ACC Presentation, April 2018.
- Presenter, “Identity Crisis: Who Has Access to My Online Identity and What Can They Do with It?” DIG South Interactive Festival, April 2015.
- Presenter, “Biotech Innovation Group: Commercializing Software” Medical University of South Carolina’s Foundation for Research Development, October 2014.
- Presenter, “Open Source Software: Ensure Effective Due Diligence Is Carried Out in M&A Transactions,” Black Duck Software & K&L Gates webinar, August 2014.
- Presenter, “Street Legal & Accounted For: Attorneys & Accountants Explain How to Keep Your Business on the Level, Stable and Secure,” DIG SOUTH Festival, April 2014.
- Presenter, “Street Legal,” DIG SOUTH Expo, April 2013.

PUBLICATIONS

- Co-author, “Charging Ahead: Legal, Regulatory, and Operational Considerations for EV Infrastructure Development,” *Troutman Pepper*, October 1, 2024.

- Co-author, “Deadline for New UK Contract Requirements for Personal Data Transfers Is Here (EU and California Deadlines Looming)!,” *Troutman Pepper*, September 27, 2022.