Dane J. Sowinski

Counsel

Atlanta

dane.sowinski@troutman.com

D 404.870.4604

OVERVIEW

Dane focuses his practice on transactional and regulatory insurance matters, corporate outsourcing, with an emphasis in the financial services sector, technology transactions, and privacy and cybersecurity issues. He has extensive experience negotiating strategic transactions that involve complex commercial services, software, technology, data protection, and liability matters. Dane has advised clients on a wide range of technology and outsourcing transactions in the insurance industry and has also assisted clients regarding data liability, data incidents/investigations and communications with customers, regulators, and affected individuals. He has worked with regulators on compliance and licensing issues, and advised clients on third party administrator matters, long term care, HIPAA, GDPR, CCPA, and NY DFS Cybersecurity Regulation. Dane also advises clients on electronic payment and financial technology topics, such as NACHA rules, Regulation E, UETA, ESIGN, and e-Delivery matters.

Before joining the firm, Dane was general counsel for Illumifin Corporation, an insurance technology company and third party administrator, and senior staff counsel for Concentrix Corporation, a global business services company. His International M.B.A. degree is an asset to clients who seek business-minded advice.

REPRESENTATIVE MATTERS

- Negotiated numerous outsourcing, technology, and software transactions for a service provider and third-party administrator in the insurance industry.
- Drafted and negotiated numerous Data Protection Agreements for clients.
- Counseled clients regarding data incidents and investigations.
- Negotiated numerous strategic outsourcing transactions across the health care, technology, retail, software, and financial services industries, often involving offshore services delivery.
- Counseled clients regarding data protection policies and procedures.
- Worked directly with regulators on behalf of clients regarding licensing and compliance issues, particularly for insurance and third-party administrator matters.
- Drafted and negotiated numerous Master Services Agreements, Statements of Work, Business Associate Agreements, and Non-Disclosure/Confidentiality Agreements.
- Counseled clients regarding cybersecurity and privacy compliance.

©2026 Troutman Pepper Locke

- Negotiated numerous Master License Agreements and Software as a Service (SaaS) agreements.
- Provided legal and business counsel to C-Suite executives regarding corporate strategy, risk management, complex liability, dispute avoidance/resolution, and service delivery matters.
- Assisted client with spinoff, separation, and rebranding from client's parent company.
- Assisted client with the acquisition of a competitor company and subsequent integration.

TOP AREAS OF FOCUS

- Commercial Contracting
- Financial Services
- Insurance + Reinsurance
- Insurance Transactional + Regulatory
- Payments + Financial Technology
- Privacy + Cyber
- Technology

ALL AREAS OF FOCUS

- Commercial Contracting
- Corporate
- Data Centers
- Financial Services
- Insurance + Reinsurance
- Insurance Transactional + Regulatory
- Mergers + Acquisitions
- Payments + Financial Technology
- Privacy + Cyber
- Technology

PROFESSIONAL/COMMUNITY INVOLVEMENT

- South Carolina Bar Association
- Greenville County Bar Association
- American Heart Association
- SEARCH Ministries

PROFESSIONAL EXPERIENCE

- Vice president and general counsel, Net Lease Development, Inc., Greenville, S.C.
- General counsel, Illumifin Corporation, Greenville, S.C.
- Senior staff counsel, Concentrix Corporation, Greenville, S.C.

EDUCATION AND CERTIFICATIONS

EDUCATION

- Charleston School of Law, J.D., CALI Award in Practical Business Transactions
- University of South Carolina Darla Moore School of Business, International M.B.A.
- The George Washington University, B.A., history

BAR ADMISSIONS

- Georgia
- South Carolina

SPEAKING ENGAGEMENTS

- Speaker, “Trending Legal Topics Session: Emerging Risks in Data Centers,” Reinsurance Association of America’s Re Contracts Conference, July 21, 2026.
- Speaker, “Hot Button Contracting Issues for SaaS/IT Engagements,” CLE, June 2, 2026.