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**Inside & Outside Corporate Counsel  
International Technology Transactions  
SaaS/ASP - Software Licenses & Professional Services  
Data Privacy - Intellectual Property**

**PROFESSIONAL EXPERIENCE**

**IBM/Emptoris, Inc.** Burlington, MA  
CORPORATE COUNSEL

3/2007 – 7/2012

- ◆ Draft and negotiate multi-million dollar software-as-a-service (SaaS), software licensing and professional service agreements with Global 2000 companies.
- ◆ Draft and negotiate partner, joint venture, reseller and other agreements with global technology companies and service providers.
- ◆ Prepare standard SaaS, license, and professional service agreements as well as alternate acceptable clauses and procedures to expedite contract closings and empower sales professionals' ability to close sales with minimal support.
- ◆ Draft, implement, and manage Emptoris' policy on data protection and privacy of personal information to comply with the EU Data Protection Directive, the U.S. Commerce Department Safe Harbor framework and HIPAA/HITECH.
- ◆ Review and support requests for proposals (RFPs) and resulting negotiations.
- ◆ This position transitioned from full time employee to contractor without changing role.

**Puritan Faust, LLC** Northborough, MA  
Technology & Business Law Firm

1/2002 - present

- ◆ Provide in-house legal services to high technology, medical device, software, Internet and service organizations including IBM/Emptoris, Inc., Mizuho America, Inc., Neoventa Medical, Inc., RADI Medical Systems, Inc., Landslide Technologies, Inc., Prism Technologies LLC, Master Colors LLC, Stratus Technologies and SimplexGrinnell Inc.
- ◆ Legal Services include international commercial transactions, technology licensing, professional services, hosting, intellectual property, business regulations (e.g. HIPAA, EU Directive on Data Protection, revenue recognition), tax and employee matters.
- ◆ For testimonials and further information please visit [LinkedIn.com](https://www.linkedin.com).

**PictureTel Corporation** Andover, MA (acquired by **Polycom, Inc.**) 6/2000 – 11/2002  
ASSOCIATE GENERAL COUNSEL & CORPORATE SECRETARY

- ◆ Recruited to resolve disputes, accelerate transactions, renegotiate lease portfolio and help turn-around and prepare troubled company for sale (Due Diligence, SEC, etc.)
- ◆ Assistant Corporate Secretary managing global subsidiaries and related corporate entities. Assisted with SOX, SEC, Justice Department and other regulatory matters.
- ◆ Created a contract management department, managed a staff of four and advised the purchasing, facilities, HR and IT functions.
- ◆ Hired and managed outside counsel for a variety of business disputes. Managed litigation and directly assisted with major trials involving e-commerce development.
- ◆ Managed Due Diligence programs for mergers and acquisitions including the ultimate sale of PictureTel to PolyCom (PLCM).
- ◆ Negotiated early termination of real estate lease portfolio and facilities agreements.
- ◆ Drafted and negotiated multi-million dollar domestic and international teaming agreements, joint development alliances, enterprise software & licensing transactions.

**GENUITY, Inc.** Cambridge/Burlington, MA (formerly **BBN, GTEi**) 9/1998 – 5/2000  
CONSULTING ATTORNEY

- ◆ Negotiated strategic joint venture and teaming relationships with domestic and international telecommunication companies including Akamai, SingTel, Alcatel/Lucent, Siemens, Parix, Intel, Equant.
- ◆ Negotiated international co-location and cooperation agreements to support Genuity's deployment of its global fiber-optic (Black Rocket) network and PoP build-out.
- ◆ Negotiated domestic and international technology licenses for hosting, security & VPN.

**SimplexGrinnell, LP** Westminister, MA 7/1985 – 8/1998  
ASSISTANT GENERAL COUNSEL

- ◆ *Assistant General Counsel* and member of senior management team that grew revenue \$1B+ in ten years.
- ◆ *General Counsel* of \$200M Canadian subsidiary.
- ◆ *Corporate Security Officer* for classified federal contracts and programs.
- ◆ Managed \$2M+ outside counsel budget and resolved numerous multi-million dollar construction, product liability and employee claims/suits.
- ◆ *Steering Committee Leader*, American Bar Association (ABA) Forum Committee on the Construction Industry 1994 to 1998.
- ◆ Labor and employment counsel including training, dispute resolution and litigation.

**Raytheon Company** Missile Systems Division, Bedford/Andover, MA  
ATTORNEY - PATRIOT Missile Program 4/1982 – 6/1985

- ◆ Manage and negotiate billion dollar+ Patriot production, service, and R&D fixed and incentive priced contracts in matrix environment.
- ◆ Graduate of Raytheon's Contract Management Development (CMDP) Program.

**City of Medford** Law Department, Medford, MA 3/1980 – 3/1982  
LAW CLERK / MUNICIPAL COUNSEL

- ◆ Trial practice experience under SJC Rule 3:03
- ◆ Managed City's Tax Title Program including foreclosure and public auction expertise.

### EDUCATION

<b>LL.M.</b> (Taxation)	Boston University School of Law	1995
<b>J.D.</b>	Suffolk University Law School	1981
<b>B.S.B.A.</b> (Finance)	Suffolk University, <i>magna cum laude</i>	1978

### BAR ADMISSIONS

- ◆ United States Supreme Court 1986
- ◆ U.S. District Court Massachusetts 1982
- ◆ Commonwealth of Massachusetts 1981