

## Linda Henry

DEPUTY COUNSEL AND V.P. OF OPERATIONS

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### Education

Boston University, J.D. (2000)

Furman University, B.A. in Political Science (1995)



Linda Henry is Deputy Counsel and Vice President of Operations at Patrick Law Group, and has over 17 years of experience as a corporate and commercial contracting attorney. Ms. Henry has extensive experience managing and negotiating a wide range of commercial transactions, and drafting and negotiating a variety of commercial agreements for clients of all sizes. Her practice focuses on technology transactions and technology-focused commercial agreements, including SaaS agreements on behalf of both vendors and customers of subscription-based cloud solutions, software licensing agreements, maintenance, and service level agreements, software and mobile application development agreements and end user license agreements.

She also has substantial experience in negotiating and drafting supply and distribution agreements, vendor, supplier and customer agreements, online terms and conditions, wholesale and reseller agreements and independent contractor agreements. Recent transactions include: representing a communications company in a strategic alliance with a cloud service marketplace company; representing a hospital system in connection with a Development and Licensing Agreement for a mobile application to provide indoor positioning and wayfinding (location) platform; representing a broadband company in connection with a Marketplace as a Service Agreement for the development, hosting and management of cloud-based on-line marketplace and hosting platform and representing a media company for the license of an SDK that manages the download and storage of content to mobile devices.

Her mix of big firm and in-house experience gives her a unique ability to understand and identify significant business issues and evaluate risk, all with an eye to providing solution-oriented advice and efficiently driving transactions to close.

Prior to joining Patrick Law Group, she was Senior Counsel at Premiere Global Services, Inc. (PGi), a publicly traded global provider of conferencing and collaboration services. Among her many transactions at PGi, Ms. Henry negotiated customer, wholesale, supplier and strategic alliance agreements associated with virtual meeting products and services. Her responsibilities at PGi included serving as the legal point of contact for the North American sales force, training and managing the Contracts Group, and advising the products and

pricing teams on business and legal issues in connection with new and existing products and services.

She also previously practiced with Am Law 100 law firms in New York, Washington, D.C., and Atlanta. While in private practice, Ms. Henry served as the lead associate on cross-border leveraged lease financings of municipal infrastructure assets, covering a variety of transportation equipment and facilities, including rolling stock and qualified technological equipment. Ms. Henry also served as the lead associate on a variety of structured finance transactions, including the representation of underwriters and issuers in collateralized debt obligation transactions and other asset securitization transactions.

Ms. Henry is an active volunteer attorney with the Pro Bono Partnership of Atlanta and has previously provided pro bono representation to political asylum applicants. She serves on the board of DiOGi Cares and is a member of the National Association of Women Lawyers and Women in Cable Telecommunications.

### **Presentations and Articles**

- Speaker, The Trump Administration's Impact on Trade and Regulatory Issues
- Speaker, Master Services Agreement an Overview of Key Considerations in Drafting Statements of Work (Internal Presentation and Training for Corporate Utility Company), October 2013, January 2016
- Speaker, Key Considerations When Drafting Mobile Application Development Agreement (National Association of Minority and Women Owned Law Firms), September 2013
- Speaker, Negotiation Cloud Technology Agreements (National Association of Minority and Women Owned Law Firms), September 2014
- Speaker, Negotiating and Drafting Statements of Work (Internal Presentation and Training for Merchant Processing Company)
- Author, "Beware of the Man-in-the-Middle: Lessons from the FTC's Lenovo Settlement", JD Supra, January 10, 2018
- Author, "FTC Provides Guidance on Reasonable Data Security Practices (Part III of III)", JD Supra, November 3, 2017
- Author, "FTC Provides Guidance on Reasonable Data Security Practices (Part II of III)", JD Supra, October 18, 2017
- Author, "FTC Provides Guidance on Reasonable Data Security Practices (Part I of III)", JD Supra, October 16, 2017
- Author, "Data Scraping, Bots and First Amendment Rights", JD Supra, October 11, 2017
- Author, "LabMD – FTC Face-Off Continues Over FTC's Data Privacy Authority", JD Supra, July 11, 2017

- Author, "Someone Needs a Digital Makeover: Rethinking NAFTA in the Digital Economy", JD Supra, June 13, 2017
- Author, "Mobile Apps: Key Privacy, Security and Data Collection Considerations", JD Supra, June 9, 2017