



## W. Michael Ryan

Partner  
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Mike leads the firm's technology transaction practice, using his deep experience to counsel clients on a variety of complex transactional matters related to technology, data, artificial intelligence, intellectual property, business process services and the distribution of products and services.

His extensive experience provides clients comprehensive guidance on matters involving:

- The development and deployment of software and technical infrastructure that use a variety of delivery models, such as Software-as-a-Service (SaaS), Infrastructure-as-a-Service (IaaS) and Platform-as-a-Service (PaaS), as well as enterprise resource planning (ERP), customer relationship management (CRM) and other software solutions;
- Artificial intelligence (AI) and data analytics;
- Platform and marketplace initiatives;
- Information technology outsourcing (ITO) and business process services (BPS or BPO);
- Intellectual property development and licensing transactions;
- The resale and distribution agreements of computer products and services; and
- joint development, joint ventures and strategic alliances.

He has negotiated and closed billions of dollars of deals over the course of his career. Mike provides the legal know-how, technical depth and practical business acumen to negotiate and close transactions in even the most competitive and cutting-edge market segments and industries.

In addition, Mike serves a number of privately held companies in the capacity of general counsel, providing his broad experience and in particular advising clients on complex international transactions, including numerous matters involving a global delivery model for the provision of products and services.

As a testament to his dedication in providing extraordinary service, many of Mike's client relationships span decades. Clients value Mike's ability to consistently negotiate and close transactions that favor his clients' businesses, and that safeguard and leverage their interests and assets.

Mike is listed in Chambers USA and US Legal 500 among leading practitioners in technology and outsourcing. He is a U.S. recipient of an International Client Choice Award for Information Technology, and a frequent speaker on technology, artificial intelligence and outsourcing-related topics.

## Services

- Corporate & Transactional
- Mergers & Acquisitions
- Banking & Financial Services
- Cybersecurity & Data Privacy

## Education

- University of Illinois College of Law (J.D., *magna cum laude*)
- Yale University (B.A.)
  - Sociology/Political Science

## Bar Admissions

- Illinois

## Court Admissions

- U.S. District Court for the Northern District of Illinois

## Affiliations/Memberships

- Board Member – Inner-City Stars Foundation (a/k/a ic stars)
- Former Yale University Alumni Schools Committee member

## Distinctions

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Recommended in *US Legal 500* work in areas of Outsourcing (2010–2025) and M&A: Middle Market (2021)

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Leading practitioner in the Technology & Outsourcing area by *Chambers USA* (2008–2025)

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United States recipient of the International Client Choice Award for Information Technology (2014–2015)

## Experience

### Technology Transactions

Represented a publicly traded bank with assets in excess \$50 billion in numerous software-as-a-service (SaaS) agreements in connection with the expansion of the bank's digital solutions.

Represented a national consulting firm in the development a loan syndication and participation SaaS platform and the related customer agreements for multiple banks and financial institutions throughout the United States to utilize the platform.

Represented a leading provider of robotics and equipment in the healthcare industry in developing and launching SaaS products to work with equipment on-premise at pharmacies and hospitals.

Represented a leading medical equipment provider in numerous global supply and distribution agreements as well as the sale of its products to healthcare providers in the United States.

Represented a global information technology service provider in an agreement to develop and maintain a platform for gathering data on medical practitioners across the country, and utilizing the data in connection with credentialing activities for health plans.

Represented a leading provider of home maintenance services in its agreement to acquire SaaS platform associated with scheduling and paying for its home services.

Assisted a provider of robotic equipment for feeding livestock in launching its SaaS solutions to gather and provide data analytics related to the feeding and care of the livestock.

Represented a leading provider of SaaS solutions to the insurance and auto repair industries with the launch of multiple new SaaS products, including products utilizing AI functionality in processing insurance claims.

Represented a leading online retail options trading company in the agreements to develop and deploy its online trading platform for stock and option traders.

Assisted a software company with the launch of a data analytics platform that ingested and consolidates data from a number of sources (e.g., ERP or CRM systems) and assists with managing and analyzing the ingested data.

Represented a leading manufacturer of medical equipment in a global IT-as-a-Service deal and technology outsourcing agreement, which included the service provider taking over support of legacy applications and the acquisition, integration and maintenance of ERP and e-commerce solutions provided by SAP.

Represented a global systems integrator in connection with numerous Enterprise Resource Planning (ERP) and Customer Relationship Management (CRM) deployments, including some of the largest such transactions at the time of closing.

Represented a global financial services firm with more than \$150 billion in assets under management in connection with numerous technology and data acquisition and analytics agreements, including deployment of cloud-based technologies.

Represented a bank holding company in its agreements with the world's largest global provider dedicated to banking and payments technologies.

## **Business Process Services**

Represented a publicly traded bank with assets in excess \$50 billion in its strategic alliance agreement providing for a leading service provider to commence support of the bank's wealth management business and the transfer of approximately \$16 billion of brokerage and advisory assets to the provider's platform.

Represented a global BPO provider in its agreement to provide the call center and fulfillment functions for a company in the business of collecting and providing data for insurance plan credentialing of health care practitioners across the United States.

Represented a global BPO provider in its agreement with a large insurance company for the provision of membership enrollment and fulfillment services using a global service delivery model.

Representing a global BPO provider in its agreement with a large telecommunications company for the service provider to assume the order management and provisioning functions for land-based telephone lines.

Negotiated a master business process services agreement between a top-ten U.S. bank and one of the largest BPO providers in the world.

Represented the world's largest supplier of blood-related products and services in a global finance and accounting services transaction with one of the leading India-based service providers.

Represented a leading global consulting firm in its agreements to build and operate the membership accounting function for the Medicare Prescription Drug Plan of a major health insurer, including the provision of help desk services from Canada and accounting services from the Philippines.

Represented a national credit reporting agency in connection with agreements for a large BPO company to provide mail operations, an automated phone system and a website for use by consumers requesting free credit file disclosures under the Fair and Accurate Credit Transactions Act.

Represented a U.S.-based multinational corporation in the outsourcing of its global procurement function in Canada, England, Ireland, Germany, France and Switzerland.

## **Joint Ventures & Strategic Alliances**

Represented a global market measurement firm in connection with the technology transfer and intellectual property licensing aspects of the transfer of its advanced video advertising business and related joint activities following the transfer.

Represented a leading provider of SaaS solutions to the insurance and auto repair industries in connection with multiple strategic agreements providing for the use of third party payment processing solutions in connection with its SaaS solutions.

Represented a leading provider of automotive data and solutions in connection with multiple joint ventures related to the acquisition, deployment, and cross-licensing of vehicle-related data.

Represented a leading provider of cellular alarm and voice services solutions to the security marketplace to develop multiple strategic alliances with manufacturers and distributors to jointly develop and distribute home automation and security services products throughout the United States.

Represented a business and technology consulting firm in the creation of a strategic consulting alliance with a large consulting firm operating in Europe, including provision for the cross-referral of clients, cross-licensing of IP and processes for sharing knowledge capital.

Represented a national credit reporting agency in a joint venture with the other two national credit reporting agencies to develop an innovative consumer credit risk score.

Represented a national credit reporting agency in the formation of a company created by the three national credit reporting agencies to facilitate their compliance with the Fair and Accurate Credit Transactions Act.

## **Acquisitions and Dispositions**

Represented the leading provider of Internet Retail publications and data in the sale of its conference business and associated marketing services arrangements and trademark licensing agreement.

Represented a business and technology consulting firm in connection with its evaluation and execution of numerous acquisitions and disposition of businesses and assets in the information technology and professional services area.

Represented the founders of a business and technology consulting firm in the sale of their equity in connection with the establishment of an Employee Stock Ownership Plan for the firm.

Represented a distributor of appliances and home furnishings in the sale of its tabletop products division, including assistance with related licensing arrangements.

Represented a leading connector company in its acquisition of numerous early-stage technology companies.

Represented a provider of technology to automate invoicing and payment processes in the food distribution industry in its acquisition of a competitor and the subsequent sale of the combined business.

Represented an entity owned by a leading fast-food restaurant chain and a large private equity fund in the acquisition of a point-of-sale software provider in Brazil and the British Virgin Islands.

## **Publications**

December 12, 2024

**U.S. Co-Contributor to Chambers Global Practice Guides for Technology, Media & Telecommunications (TMT) for 2022, 2023 & 2024**

November 1, 2010

**Insights into Cloud Computing, co-author**  
Intellectual Property, & Technology Law Journal