



Gregory A. Manter

Partner

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Greg Manter represents clients in a wide variety of information technology and business process outsourcing transactions and other information technology licensing and development transactions.

He has represented customers in numerous software implementation agreements, including several large ERP implementation agreements.

- Intellectual Property and Technology
- Technology Transactions and Strategic Sourcing

- Represented a major mortgage services and data company in an enterprise-wide outsourcing of its data center operations, in a deal valued at US\$300 million
- Represented a leading provider of private label and commercial credit cards in an enterprise-wide outsourcing of its data center and network operations, in a 5-year deal valued at US\$175 million
- Represented a major multinational bank in connection with an outsourcing agreement for network field services, with an anticipated deal value of approximately US\$150 million
- Advised a major global chemicals company in the negotiation of an implementation services agreement for an SAP-based system in connection with a joint venture with a Saudi-based company for a multibillion-dollar Middle East manufacturing operation
- Represented a large Canadian frozen food and produce manufacturer for an enterprise-wide license to SAP software and a separate services agreement for the global implementation of that software, awarded to a systems implementer following a competitive process in a deal valued at US\$100 million
- Represented a market-leading global information services and publishing company for the outsourcing of its North American IT operations to an outsourcing vendor and negotiated a hosting agreement with a separate hosting provider for the operation and maintenance of its customer-facing tax/finance software
- Represented a major multinational bank for two service agreements in support of its global call centers
- Represented a private label food corporation for a services agreement in connection with its company-wide implementation of SAP
- Negotiated a series of SAP implementation projects in the US, Europe and Asia for the world's largest apparel company with a systems implementer
- Represented a global hardware store company for an enterprise-wide license for SAP software and an implementation services

agreement with a systems implementer

- Negotiated a long-term outsourcing services agreement for a consumer products company in connection with its global finance and accounting operations
- Represented a natural gas company in connection with an outsourcing agreement for finance and accounting services from an outsourcing vendor

CREDENTIALS

Admissions

- California
- Illinois
- New York

Recognitions

Greg has been named to the *National Law Journal's* "40 Under 40 Chicago Rising Stars" list. One client told *National Law Journal*, "Greg is an outstanding attorney...he led a lean and very efficient team."

- *The Legal 500 United States*
2018-2021 - Recommended, Outsourcing
2020 - Recommended, Technology: Transactions
2014-17 - Recommended, Technology: Outsourcing
- *Chambers USA*
2021 - Band 3, California Technology: Transactions
Chambers comments, "Gregory Manter focuses his technology sector transactional practice on IT development and licensing, workouts and both ITO and BPO arrangements, including those which span multiple jurisdictions. He is well versed in advising clients on ERP and other software implementation agreements."

Education

- J.D., Duke University
- LL.M., Duke University
- B.A., University of Virginia
with distinction

INSIGHTS

Publications

Outsourcing: A Practical Guide, Second Edition

16 February 2021

We are proud to launch our latest publication, *Outsourcing: A Practical Guide, Second Edition*. This book is a fully updated edition of the key text on outsourcing, written by our market-leading Global Technology and Sourcing team.

- "Outsourcing: A Practical Guide", *Globe Law and Business*, September 2015

[Events](#)

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Outsourcing: A Practical Guide, Second Edition

24 March 2021

Webinar
