



**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

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### Admissions

- California
- Illinois
- New York

### Recognitions

*Chambers USA* has recognized Greg for his Technology and Outsourcing practice and has stated that he "maintains a broad practice, offering experience in a range of outsourcing and licensing transactions, and is particularly renowned for his prowess in the cloud computing arena." "Sources consider him to be 'highly efficient and a good strategic thinker'" and have said that he "provides 'an exceptional level of responsiveness and pragmatism' in his advice on software implementation and technology licensing."

The respected legal directory, *The Legal 500*, has repeatedly noted Greg for his work on complex and high-value deals, noting him as "exceptional." The publication also noted that he is part of an active Tier 1 practice where the "lawyers are pragmatic in their approach, possess sound technical knowledge and are very responsive" and hold "expertise in both the legal and business sides of outsourcing."

Additionally, he 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."

### Education

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

## INSIGHTS

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### Publications

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

### Events

### Previous

#### Outsourcing: A Practical Guide, Second Edition

24 March 2021  
Webinar

