

Diana G. Richard



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Diana G. Richard is a partner in the firm's Washington, D.C. office, and is a member of the High Technology, Intellectual Property and Government and Commercial Contracts Practice Groups. Since joining the firm in 1988, Ms. Richard has assisted the firm's high technology clients in the structuring, drafting and negotiation of agreements governing large, complex, international technology transactions. Ms. Richard specializes in the drafting and negotiation of software development agreements, copyright and patent licenses, confidentiality agreements, alliance and other types of marketing agreements, complex computer implementation and other types of information technology agreements, including all types of internet-related agreements and agreements governing the development of sophisticated, high technology products, processes and inventions. She has worked with many clients, large and small, to develop business plans and strategies to protect their valuable intellectual property assets.

Ms. Richard routinely provides advice and assistance to two of the largest technology consulting firms in the world. She assists these firms and provides guidance, on a daily basis, regarding commercial, federal government and state and local government contracts requiring the delivery of all types of information technology services and the license of intellectual property assets. On behalf of these and other clients, she routinely negotiates with Fortune 500 companies. In addition, she routinely works with technology professionals to formulate and refine the technical aspects of the statement of work, services and products, inventions and processes to be provided.

Ms. Richard has worked extensively with providers and purchasers of complex information technology, including complex, business-wide ERP implementations. On behalf of the firm's clients, she has worked with PeopleSoft, SAP, Oracle, IBM, Accenture, AMS, JD Edwards, Scient and Sapient, to name a few. She has had the unique opportunity to deal with these companies, at certain times, as adversaries in negotiation and, at other times, as team members seeking similar objectives. She also has developed an in-depth knowledge of

the business standards in the information technology industry – a knowledge that is very important to the firm's clients as they embark upon major IT objectives and initiatives.

In addition, Ms. Richard has been involved in the development and licensing of a wide-range of scientific advancements and improvements outside the information technology arena. She has assisted in drafting and negotiating of agreements for the development and licensing of advancements and improvements, including the development of revolutionary manufacturing processes and procedures; tiny, rechargeable batteries capable of implantation into the human body; devices to measure metal fatigue to prevent catastrophic failures in aircraft and bridges; coatings for implantable devices to eliminate residual build-up; multi-ton air chillers; and advanced human prosthetic devices resistant to the stresses placed upon them by the human body.

Ms. Richard has extensive expertise in the licensing of intellectual property to the federal government and state and local governments, which is subject to very unique and complex regulations and requirements. She understands the byzantine and formal requirements that must be followed in order to retain protection of intellectual property assets when dealing with public sector clients. She has drafted and negotiated cooperative research agreements and other grant and cooperative agreements with both civilian and military agencies.

Ms. Richard has also provided extensive guidance and assistance to the firm's Internet clients, providing advice regarding all types of Internet-related agreements.

Ms. Richard has lectured regarding frequently litigated issues in computer implementation contracts.

Ms. Richard graduated from the University of Maryland School of Law in 1988 where she was elected to the Order of Coif. Prior to entering law school, Ms. Richard worked for several high technology and computer software firms in the Washington D.C. area, including Planning Research Corporation, Burroughs Corporation, and SAIC where she negotiated license and other types of development agreements. Prior to moving to Washington, D.C., she began her career with a large IT company, specializing in computer-aided drafting software and systems. She graduated with highest honors from the University of Montevallo in Montevallo, Alabama with an emphasis in biology. She is admitted to practice in the District of Columbia and the State of Maryland.

Certain High Technology Experience

- Patent license and development agreement with the Naval Research Laboratories for microtubule-filled protectant coatings.
- Software development, implementation and licensing agreements on behalf of a major consulting client with MasterCard International, GE Capital, Royal Caribbean Cruise Lines, AnnTaylor, Inc, Oracle, Nabisco Inc., Kraft Foods and many other large world-

wide firms.

- Software development, implementation and licensing agreements on behalf of a major consulting firm with the States of Massachusetts, Ohio, South Carolina, Florida, Wyoming, California, Maryland and the City of Cleveland, to name a few.
- Joint development agreements for the development of scientific advancements between a firm client and Teledyne.
- Internet linking and web-site development agreements.
- Agreements with the United States Army Medical Research Command for the development and licensing of advanced prosthetic devices.
- Licensing and development agreements with PeopleSoft, Sapien, Scient, JD Edwards, IBM and Oracle on behalf of firm clients.
- Development and licensing of pharmaceutical system for nation's largest distributor of pharmaceuticals to assisted living facilities.
- Assisted major clients in recent ERP implementations.
- Drafted and negotiated author/writer agreements with authors to write history of company for a major client.