

Attorney
Biography

Deepak Nambiar



Practice Areas:

Broker-Dealer
Corporate
International
- India
Information Technology and
Outsourcing
Intellectual Property and
Technology
- Trademark and Copyright

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Deepak Nambiar is an associate in the firm's New York office. He focuses his practice on corporate, technology licensing and outsourcing transactions. He also advises clients on complex cross-border transactions involving India and the United States. Mr. Nambiar has a wide range of experience working for a number of diverse industries involving technology, construction, pharmaceutical, manufacturing, media and motion picture, and healthcare companies. Mr. Nambiar has been recognized as one of the top Internet and e-Commerce lawyers in *The International Who's Who of Internet & e-Commerce Lawyers* publication..

As part of his corporate practice, Mr. Nambiar has worked on several mergers and acquisitions, representing both buyers and sellers in stock purchase and asset purchase transactions. He has worked on several joint venture, private equity and infrastructure transactions. On the technology side, he has represented prominent U.S. and foreign corporations on several complex technology licensing, IT outsourcing and business process outsourcing (BPO) transactions. Mr. Nambiar is also actively involved in rendering pro bono services for a prominent international not-for-profit organization affiliated with the United Nations, on a wide range of legal issues.

Prior to joining Kelley Drye, Mr. Nambiar held several positions including that of corporate counsel for Glaxo SmithKline in India.

Representative Experience:

Corporate; Mergers & Acquisitions

Represented Tata Autocomp (a member of the Tata Group of Companies) in its \$4 billion bid to acquire a publicly-listed U.S. corporation engaged in the manufacture of automobile components.

Represented Intelenet Global Services Private Limited, a Blackstone affiliate and India's second largest provider of business outsourcing services, in its acquisition of Upstream Services Company, LLC, a North Dakota-based provider of outsourcing services.

Advised in the representation of Tata Coffee, a subsidiary of Tata Tea, the second largest tea company in the world, in its acquisition of Eight O'Clock Coffee Company from Gryphon Investors, for \$220 million.

Advised in the representation of Tata Communications, India's largest telecommunications company, in its acquisition of the stock of Teleglobe International Holdings, a provider of voice, data, Internet protocol and mobile signaling services, for \$239 million.

Represented Oracle Financial Services Software, the world's leading provider of banking technology solutions and a subsidiary of the Oracle Corporation, in its acquisition of Mantas, Inc., the leading U.S. provider of anti-money laundering and compliance software, in an all-cash deal for \$122.6 million.

Represented Bilcare, Ltd., India's largest pharmaceuticals packaging company, in the acquisition of the assets of ProClinical, Inc., a Pennsylvania-based pharmaceutical services and packaging company.

Represented E2E SerwizSol (part of the Tata Group), a prominent provider of business process outsourcing services, in its acquisition of the call center division of TRX, Inc., a leading U.S. provider of transaction processing and data integration services.

Advised Symmetry Holdings Inc. on various corporate and intellectual property issues relating to its \$150 million Initial Public Offering.

Technology Licensing; Outsourcing

Represented the largest construction company in the U.S. in an enterprise-wide software license and services agreement.

Represented a prominent retail company in several application development and maintenance agreements, IT outsourcing agreements, and technical support agreements with various service providers.

Represented Oracle Financial Services Software, a subsidiary of the Oracle Corporation, in several complex technology licensing transactions, systems integration projects and software development agreements with prominent U.S. and foreign banks, financial institutions and insurance companies.

Represented the leading mutual fund company in the Caribbean in a complex technology licensing agreement and services agreement.

Represented the U.S. subsidiary of a prominent Japanese general trading company, in a series of technology licensing agreements, software development agreements and maintenance agreements.

Represented Tata Consultancy Services (TCS), India's largest provider of IT outsourcing services, in a number of IT outsourcing service agreements, software development agreements and application development agreements.

Represented Intelenet Global, a Blackstone affiliate and India's second largest provider of business outsourcing services, in several business process outsourcing agreements, teaming agreements and alliance agreements.

Memberships and Associations:

International Technology Law Association

Professional Activities:

The Indus Entrepreneurs (TiE)

Speaking Engagements:

“Outsourcing Agreements: Key Issues and Solutions,” Kelley Drye & Warren LLP CLE Seminar, New York.

"Doing Business In China and India," Fashion Institute of Technology, New York, moderator.

"Negotiating for Success," Outsourcing Institute's NY Service Provider Summit.

"Legal, Tax, and Financial Strategies for Structuring Investments in India," Atlas Legal Conference, New York, co-chairman and speaker.

"How to Mitigate Risks in Outsourcing," OppenheimerFunds, New York.

"Special Economic Zones in India," Atlas Legal Conference on "Legal, Tax, and Financial Strategies for Structuring Investments in India," New York.

Bar Admissions:

New York, 2002

India, 1998

Education:

National Law School of India University, LL.B., *with honors*, 1998

Franklin Pierce Law Center, LL.M., 2001

Language Capability:

Hindi, Malayalam

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