



Shannan L. Frisbie

Partner

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OVERVIEW

Shannan Frisbie is a partner in the Seattle office of K&L Gates and practice group coordinator for the firm's Technology Transactions practice group. Shannan's practice is focused on commercial transactions involving technology and intellectual property. She has extensive experience drafting and negotiating software, hardware, development, acquisition, license, manufacturing, distribution, data center, roaming, network sharing, and outsourcing agreements. She advises on issues relating to the acquisition and use of technology, protection of intellectual property assets, and commercial exploitation of technology through online and offline channels (including SAAS, AI, data analytics, virtual reality, IOT, and other emerging technologies). She has significant experience in the consumer electronics, telecommunications, media, hardware, software, energy, and automotive industries and represents clients on a wide range of US and International development, operations, marketing, advertising, procurement, and licensing matters.

Shannan works with the world's largest online retailer on projects relating to a wide array of industries and technologies including IOT, AI, data analytics, smart home and security, digital assistants, automotive, SAAS, e-readers, digital content, robotics, transportation and logistics, and prescription drugs. Shannan's practice also includes substantial work with telecommunications and wireless technology companies on new product development, operations, marketing, procurement, content, and licensing transactions and initiatives, as well as work on digital media and entertainment related matters. In particular, has worked with a wireless device manufacturer on a wide range of transactions, including acquiring various technologies and technology companies to launch a wide array of cloud-based products and services. She has, for over a decade, helped a wireless carrier on a wide range of transactional matters in connection with the development, launch, and marketing of new products and services; acquisition of devices, systems, and platforms; and MVNO and roaming relationships. For example, she helped launch a developer network for mobile applications and a program to enable the cross-carrier distribution of SMS messages and she negotiated distribution deals with the major record labels and film and television studios for the distribution of music and video to mobile devices. In addition to representing a number of established public companies, Shannan has advised a number of venture backed technology companies on issues ranging from protection of intellectual property assets and commercial exploitation of those assets through online and offline channels.

Shannan has worked extensively with the world's 6th largest information technology company in a wide array of matters including in negotiating a strategic development and collaboration agreement with one of the world's

largest chipset manufacturers; deployment agreements for an IPTV solution with a number of national and international telecommunications companies; development, license, promotion, and support agreements related to DRM and codec technologies. Other interesting projects that Shannan has worked on include: Smartphone security, a joint development program for OEMs, ISVs, and IHVs in Japan, and a security cooperation program with local and international governments.

ACHIEVEMENTS

- Recognized in *The Best Lawyers in America*® for Technology Law in Seattle, 2022-2024
- Superb Rating on Avvo, since 2006
- Recognized as one of Washington's Most Powerful & Influential Women by National Diversity Council, 2015
- Ranked among the top 10 licensing lawyers and internet lawyers by *Washington CEO* magazine, 2008
- Named to the Washington Super Lawyers Rising Stars list for nine consecutive times, 2003-2012

PROFESSIONAL / CIVIC ACTIVITIES

- Washington State Bar Association (Intellectual Property Section)
- King County Bar Association (Technology and the Law Section)
- Adjunct Professor, Arts Law Clinic, Seattle University School of Law
- Washington Lawyers for the Arts

SPEAKING ENGAGEMENTS

- "Alternative Licensing Options: The Creative Commons," Washington State Bar Association, February 2005
- "Mobile Technology Services," Schidler Center for Law and Technology, February 2004
- "Digital Millennium Copyright Act" Washington State Bar Association, March 2003
- "E-commerce Primer on Internet Contracts," Washington State Bar Association, July 2001
- "Common Mistakes Drafting Internet Contracts," Washington State Bar Association, July 2000
- "Trademark Issues on the Internet," University of Washington Engineering Department, May 2000

EDUCATION

- J.D., Seattle University School of Law, 1999 (*magna cum laude*, 1999 Faculty Scholar, National Order of the Barristers, Seattle University Deans Scholarship, ATLA Mock Trial Competition Finalist, 1999 1st Place and Best Oralist, Intellectual Property Moot Court Competition, 1999 1st Place A)

- B.A., Syracuse University, 1996 (*magna cum laude*)

ADMISSIONS

- Bar of Washington

THOUGHT LEADERSHIP POWERED BY HUB

- December 2022, December 2022 Accolades - Part 1
- 29 June 2021, PRO BONO: Mary's Place Legal Clinic COVID Resource Guide

OTHER PUBLICATIONS

- "Public Performance Rights Vis a Vis Ringtones," *Survey of Developments of Intellectual Property and Technology Law*, September 2004

NEWS & EVENTS

- 18 August 2022, More Than 350 K&L Gates Lawyers Named Among 2023 Best Lawyers in America, Ones to Watch
- 7 February 2022, K&L Gates Again Named Among World's Best Data Law Firms by *Global Data Review*
- 19 August 2021, Nearly 300 K&L Gates Lawyers Named Among 2022 Best Lawyers in America, Ones to Watch
- 2 October 2020, K&L Gates and Amazon Receive Corporate Pro Bono Partner Award for Mary's Place Free Legal Clinic Partnership

MEDIA MENTIONS

- Quoted, "Free legal help for guests at family shelter on Amazon campus," *The Amazon Blog*, 1 October

AREAS OF FOCUS

- Technology Transactions and Sourcing
- Data Protection, Privacy, and Security

INDUSTRIES

- Cybersecurity and Privacy
- Financial Services

- Fintech
- Technology

REPRESENTATIVE EXPERIENCE

- Represented client in transaction with outsourcing provider to provide warehouse management, transportation planning, inventory management, product packaging and distribution services
- Negotiated distribution deals with major record labels, film studios and other content companies for full music track downloads, ring tones, ringback tones, wallpapers, videos, and games and other applications
- Assisted a wireless carrier with the launch of a content gateway program for the distribution of SMS messages and mobile content, including working on the billing and payment models and infrastructure
- Drafted and negotiated a variety of intellectual property protection-related agreements for start-up companies, including non-disclosure, independent contractor, master service, end user license and reseller agreements; and counseled such companies on general intellectual property protection strategies
- Drafted and negotiated many product development related agreements, including software and hardware development and license agreements
- Drafted and negotiated many intellectual property license agreements, including patent, copyright and trademark licenses
- Represented software developer in \$126 million license of software to a U.S. telecommunications company.
- Represented public company in the sale of Swedish and Swiss subsidiaries, including a large intellectual property portfolio
- Undertook intellectual property and operational due diligence in connection with several acquisition and investment transactions.