FOLEY
FOLEY & LARDNER LLP

James R. Kalyvas
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James (Jim) Kalyvas is a partner and transactional lawyer with Foley & Lardner LLP, where he advises companies, public entities, and associations on all matters involving the use of technology and data to support operations, growth, strategy, and business process improvements. Jim has extensive experience in structuring and negotiating technology and business process outsourcing transactions, Enterprise Resource Planning and revenue cycle initiatives, and unique business partnering relationships. As companies have moved from defensive to proactive positions on the use of data, he has been engaged in establishing business partner relationships that combine data with artificial intelligence (AI), machine learning (ML), and advanced analytics tools to advance the understanding of customer needs and improve product and service performance outcomes.

Jim has incorporated his experience in handling billions of dollars of technology transactions into the development of several proprietary tools for the effective management of technology selection, negotiation, implementation, and management processes. He is a former member of Foley's national Management Committee and was also the firm's chief strategy officer (2008-2018). Currently, he is the founder and chair of the firm's Technology Transactions, Cybersecurity, and Privacy Practice and chair of the Innovation Team.

Technology acquisition issues that Jim counsels clients on include vendor representations on system performance and integration, cloud computing, securing data and other electronic assets, Big Data and advanced analytics systems, the use of AI/ML within operations and business relationships, ownership issues relating to data and code, and other intellectual property rights. Having worked closely with business teams from some of the most respected companies in the world, Jim has developed unique insights into project management, project delivery, and pricing methodology best practices that are incorporated into every engagement.

Awards and Recognition

Jim has been Peer Review Rated as AV Preeminent®, the highest performance rating in Martindale-Hubbell® Peer Review Ratings™ system. He has been selected by his peers for inclusion in *The Best Lawyers in America©* in the area of privacy and data security law (2016-2023), and *The Legal 500* recognized him for his technology work in the areas of outsourcing and transactions (2010-2016) and data protection and privacy (2015). In addition, Jim was recognized in *Chambers USA* for his IT & outsourcing work (2012-2023). Further, the practice he leads was recognized among the "World's Best Outsourcing Advisors" by the International Association of Outsourcing Professionals in eight consecutive years (2013-2020).

Presentations and Publications

Jim has authored articles and books relating to Big Data and cybersecurity issues, including *Big Data: A Business and Legal Guide* (CRS Press, 2014) and *Taking Control of Cybersecurity: A Practical Guide for Officers and Directors*.

Jim's other publications include those relating to software licensing and the negotiation of information systems, such as *Software Agreements Line By Line* (Aspatore Books, 2004) and *Negotiating Telecommunications Agreements Line By Line* (Aspatore Books, 2005). Together with colleagues in his practice, Jim also co-authored the whitepaper "Cloud Computing: A Practical Framework For Managing Cloud Computing Risk."

Sectors

- Artificial Intelligence
- Cloud Computing Infrastructure & Solutions
- Health Care & Life Sciences
- Innovative Technology
- Manufacturing
- Smart Manufacturing
- Supply Chain

Practice Areas

- Cybersecurity
- Intellectual Property
- Privacy, Security & Information Management
- Technology Transactions, Cybersecurity, and Privacy

Education

- University of Michigan Law School (J.D., 1981)
- Oakland University (B.A., 1977)

Admissions

- California Bar