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Specializing In

**General Corporate
Technology, Software,
Licensing & Distribution,
Internet & Ecommerce**

Randy Ford

Randy Ford is a general corporate and technology attorney that counsels software, technology and manufacturing companies transacting business throughout the world. For several clients, Randy supports the Firm's "general counsel" model and provides clients with a broad range of services integral to the long-term success of our clients such as protection and enforcement of intellectual property rights, employment matters, policy implementation, and corporate and strategic planning decisions.

Randy has drafted and negotiated hundreds of software and technology contracts with a wide breadth of complexity including large-scale master services agreements (MSA's), software as a service (SaaS) agreements, and end-user license agreements (EULA's). On behalf of his clients, Randy has negotiated agreements with the following companies: AT&T, Verizon, Salesforce.com, General Electric, Lincoln Financial, Prudential, John Hancock, and Foresters.

Randy also advises clients regarding data security measures and responding to security incidents involving personal and individually identifiable information under always-evolving federal and state data security laws. He also works with clients to assess and implement appropriate data security safeguards and, if a data breach occurs, help his clients to ensure compliance and minimize exposure.

Prior Experience

Prior to joining Lauletta Birnbaum, Randy worked as a law clerk for a bankruptcy trustee, where he drafted legal correspondence and pleadings in bankruptcy and state superior courts. Randy also student clerked at the United States Attorneys' Office in New Jersey. In this capacity, Randy drafted legal correspondence and pleadings including discovery requests, ex parte applications, and subpoenas, and assisted in trial preparation.

Randy also spent two years working in county government. Randy coordinated day-to-day activities and other administrative functions for an elected freeholder while also performing research, reviewing contracts and analyzing multi-million dollar budget data.

Education

J.D., with honors, Rutgers University School of Law-Camden (2010)
B.A., in Political Science with honors, Rutgers University (2008)

Bar Admissions

New Jersey

Court Admissions

United States District Court of New Jersey

Business & Community Developments

Randy tries to stay connected with the local legal profession and the community. Randy is a member of the Gloucester County Bar Association and also volunteered his time organizing various aspects of a local Relay for Life walk – an organization committed to raising money for cancer research.

Publications & Appearances

Panelist, "Compliance Roundtable: E-Delivery and E-Signatures," *Internet Pipeline's Annual User Conference, Connections*. Las Vegas, Nevada 2015.

Author of "Salt and Shovels Aren't Enough: Don't Get Snowed in by an Out-of-Date Inclement Weather Policy," *SNJ Business People Magazine* 2014.

Co-author of "Stay Out of Jail and Avoid Massive Fines By Complying With the New HIPAA Rules," *SNJ Business People Magazine* 2013.

Honors, Awards, Recognition

In Spring 2015, South Jersey Biz Magazine named Randy a "Best Attorney in Business" in the Technology sector. Rutgers Magazine named Randy one of "5 under 30" in its Spring 2014 issue where it spotlighted young alumni who exemplified "what it means to hit the ground running." During law school, Randy received the "Pro Bono Award" at graduation in connection with his work on the bankruptcy and street law projects. Randy also earned the rank of Eagle Scout, the Boy Scouts of America's highest honor.