

People



Jonathan A. Beckham

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vCard

Jonathan Beckham is a seasoned corporate and technology transactions lawyer who counsels clients on sophisticated digital infrastructure (e.g. data center, telecommunications network), software, cloud computing, artificial intelligence/machine learning, energy services and renewable energy, intellectual property, and other commercial and corporate transactions. His clients include leading technology and data center providers, enterprise customers (and their operations, procurement, and technology teams), private equity funds and investors, landlords, developers, and entrepreneurs.

In the technology space, Jonathan counsels clients on all aspects of cloud and telecommunications infrastructure transactions, including data center and co-location leases, data center and renewable energy facility builds, crypto mining, subsea cable systems, IRUs, dark fiber builds and leases, lit capacity, internet exchange services, DAS and WiFi system builds, cell tower and rooftop leases and other services, in addition to license transactions for cloud enterprise platforms and applications. Intellectual property licensing engagements frequently involve the development, integration and licensing of platforms, applications and/or networks, to include artificial intelligence and machine learning applications for leading enterprise customers in regulated industries such as financial services/payment processing and healthcare, and in varied industries such as retail, manufacturing, chemicals, hospitality, real estate operations, and government contracting.

Jonathan has negotiated countless SaaS and software licenses, R&D collaboration agreements, master services agreements, energy services agreements, technology schedules and service level agreements, equipment purchase and license transactions, outsourcing, joint venture transactions, mergers and acquisitions, and general corporate matters. These matters have included numerous supply and procurement agreements, to include state and local government procurements of IT systems, platforms, and services.

Areas of Experience

Corporate
Data Centers and Digital Infrastructure
Data Privacy and Security
Intellectual Property Transactions and Due Diligence
M&A and Private Equity
Technology Transactions
Electric Vehicle Infrastructure
Telecommunications, Fiber, and Wireless Facilities Infrastructure
Project Finance and Development
Digital Health
Sports and Entertainment Law
Energy and Infrastructure

Education

LL.M. in Taxation, Georgetown University Law Center
J.D., Stanford Law School
B.S., Wharton School, University of Pennsylvania

Admissions

Bars

Georgia
Virginia
District of Columbia
New York

Related Content

James Grice to Moderate Panel at DICE National
May 20, 2025

Akerman Sponsors Metro Connect USA 2025
February 24, 2025

Jonathan Beckham to Speak on Navigating Power Demands in the Data Center Era
January 21, 2025

In addition, Jonathan represents several clients as outside general counsel and has served as lead and special counsel for a variety of M&A and corporate finance transactions that include seed investment rounds, with an emphasis on impact investment transactions involving affordable and workforce housing, and financings involving data center, cryptocurrency mining, renewable energy, subsea cable systems, and other technology-related facilities.

Notable Work

Data Center Providers: Counsel leading data center providers on their negotiation of master services agreements, SLA agreements and service schedules relating to their procurement of dark fiber, circuits, Internet exchange and Ethernet service, operations and maintenance, and other telecommunications services.

Payment Processing/Retail: Represents payment processing firms, card providers, and various retailers in drafting and negotiating point-of-sale system distribution, resale and license agreements, and other technology agreements.

Manufacturing/R&D: Counsel technology and R&D teams of a leading retailer, aluminum manufacturer, and chemicals manufacturer on joint development and collaboration agreements with prospective third party suppliers and partners.

Data Center Provider: Draft and negotiate numerous data center and colocation leases and schedules for hyperscale information technology client.

IoT: Develop and negotiate customer contracts and reseller agreements for IoT manufacturers offering software subscriptions and equipment leases for fleet and bulk operators.

AI/Devices: Draft and negotiate artificial intelligence/machine learning development and license agreements for medical equipment manufacturer seeking to improve imaging detection system and information technology provider developing and distributing AI technology applications suite to leading financial services firm.

Exchanges: Negotiate various platform and other software development and license agreements for various trading exchanges, listing platforms, and a recent cryptocurrency issuer.

Investment Bank: Represented a leading investment bank in drafting and negotiating network services agreements and statements of work for circuits, IP services, tower leases, software-as-a-service, and other network components.

Telematics Business: Drafted and negotiated customer subscription agreements for fleet management software and IoT device leases on behalf of leading telematics business.

Cloud Platform/Content Provider: Represented leading Cloud platform and content provider on the acquisition and license of global communications cloud infrastructure – negotiating numerous master services agreements, service schedules and service level agreements for the procurement of circuits and capacity, dark fiber, voice and data services, colocation, DDoS mitigation, Internet exchange, content delivery network, and other services.

Communications Infrastructure Firms: Counsel leading communications infrastructure firms and content providers on the build, purchase, and license of private and consortium submarine cable systems, negotiating landing station, supply, intercreditor, non-disturbance, and other construction and finance related agreements.

Global Technology Provider: Negotiate overseas data center leases on behalf of leading global technology provider.

Global Technology Providers: Represent leading global technology providers in connection with the license of cloud and online services to global financial services institutions and other enterprise customers.

Enterprise Customers: Negotiate Cloud services agreements, master services agreements, and other procurement contracts on behalf of numerous enterprise customers in financial services, retail, manufacturing, health care, hospitality and other industries.

Money Center Bank: Counseled major money center bank in connection with its outsource and transition of order-to-pay business process management software platform.

Consulting Firm: Represented Fortune 100 global, consulting firm in connection with outsourcing, business process management (BPM), enterprise resource planning (ERP), and software license transactions for health care, higher education, and state and local government clients.

Manufacturing Company: Drafted and negotiated OEM manufacturing agreements for a Fortune 100 manufacturing client with overseas vendors in Eastern Europe and Asia in connection with the sourcing, supply and manufacture of components parts involving an aggregate annual spend of approximately \$60 million.

Software Developers: Represent software developers in connection with the development and license of BPM application software to construction services firms, not-for-profits, and other specialized industry customers.

Communications Equipment Testing Firm: Serve as corporate counsel to communications equipment testing firm in connection with corporate restructuring and sale, stock option plan, private equity financing, and other corporate matters

FinTech Software Firm: Counsel FinTech software firm with respect to its license of customized software applications to hedge funds and major money center banks, and as lead counsel for \$70 million private equity raise.

Related Professional Experience

- Tata Communications Ltd. (successor-in-interest to Teleglobe America Inc.), Senior Corporate Counsel, 2003-2008
- Teleglobe Communications Corporation, Senior Counsel, 1999-2001

Published Work and Lectures

- Pacific Telecommunications Council (PTC) Annual Conference, Speaker, “Watt’s Next? Navigating Power Demands in the Data Center Era,” January 21, 2025

- Pacific Telecommunications Council (PTC) Annual Conference, Moderator, “Fiber Topical Session 1,” January 22, 2024
- Pacific Telecommunications Council (PTC) Annual Conference, Moderator, “Connectivity/Peering,” January 16, 2023
- 18th Annual Stanford Digital Economy Best Practices Conference, Speaker, “Best Practices in Diversity, Equity, and Inclusion,” November 12, 2021
- 2021 ACC Cybersecurity Summit, Speaker, “Cybersecurity & Corporate Governance,” March 3, 2021
- BraveIT 2020, Moderator, “AI Applications For Your Business Have Arrived,” September 20, 2020
- Westlaw, Author, “Smart Contracts Lead the Way to Blockchain Implementation,” September 2018
- *Blockchain Magazine*, Co-Author, “Could Blockchain Disrupt How We Protect Our Intellectual Property?” June 19, 2018
- *InformationWeek*, Quoted, “Blockchain Roadblocks Hinder Content Protection,” March 12, 2018
- National Bar Association Commercial Law Section, Speaker, “Driverless Vehicles, Smart Cities & the Internet of Things: A Framework for Lawyers,” February 24, 2017
- ACG Financial Services Committee Monthly Meeting Webcast, Speaker, “Reshaping Banking Through Mobile Devices and Online Platforms,” January 25, 2017
- Asia Cloud Computing Association (ACCA) and the Futures Industry Association Japan (FIA Japan), Speaker, “Cloud Computing Services Usage by the Financial Services Industry – Business Models and Regulatory Approach,” November 1, 2016

Affiliations

- Alliance of HBCU Museums and Galleries, Inc., Board Member, 2018-Present

Honors and Distinctions

- *Thomson-Reuters*, Named a “Stand-Out Lawyer,” 2022