

People



## Melissa C. Koch

She/Her/Hers

Chair, Technology Transactions  
Partner, Corporate

Orlando  
T: +1 407 419 8422

melissa.koch@akerman.com  
vCard

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Melissa Koch is a business and technology lawyer with more than 25 years of experience advising tech and tech-enabled companies across industries. As a former in-house counsel, she brings exceptional depth and breadth of strategic legal expertise.

In her transactional practice, Melissa structures, drafts, and negotiates strategic transactions, collaboration agreements, licenses and technology agreements, distribution and supply arrangements, vendor and sales agreements, products and services agreements, SaaS and PaaS agreements, research and development collaborations, internet and e-commerce transactions, and other corporate operational transactions.

Melissa works extensively with general and staff counsel providing coordination and support for data protection and cybersecurity matters, machine learning (ML)/artificial intelligence (AI), communications, M&A activity, outsourcing, corporate and major financing transactions, procurement, general compliance and reporting, and crisis management.

Beyond her legal practice, Melissa is deeply engaged in exploring how AI is transforming the legal profession. She advises legal organizations on AI strategy and implementation, drawing on her unique combination of legal expertise and technical background as a TechStars graduate with experience architecting software solutions.

Melissa pioneered innovations in the regtech/legaltech arena designed to drive risk reduction and substantial cost savings for procurement, compliance, and legal teams.

Melissa is a frequent speaker on emerging topics at the intersection of law and technology, including AI and cybersecurity. Her curiosity about how technology can enhance legal practice while preserving core professional values has defined her 25-year career and continues to drive her work with clients navigating technological transformation.

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### Areas of Experience

Corporate  
Technology Transactions  
Data Privacy and Security  
Hospitality  
Data Centers and Digital Infrastructure  
Staffing Law  
Electric Vehicle Infrastructure  
Digital Health  
Transactional Risk

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### Education

M.B.A., University of Florida, 2009  
J.D., University of Maine School of Law, 1999, Dean's List  
B.A., Bowdoin College, Government & Legal Studies, 1995, Dean's List

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### Admissions

#### Bars

Florida  
New York

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### Related Content

Akerman Represents Integrated Power Services LLC in Acquisition of Demaria Electric Motor Services, Inc.  
March 04, 2025

Akerman Represents Hidden Harbor Capital Partners in Strategic Investment in Quaker Valley Foods  
January 24, 2025

Akerman Advises GRAM ABF in Investment  
January 15, 2025

## Published Work and Lectures

- 20th Annual Southeastern M&A/Private Equity Forum, Speaker, “Nefarious Actors: Cybersecurity Considerations in Due Diligence,” September 26, 2024
- Practising Law Institute (PLI) Workshop, Speaker, “Data Privacy, Cybersecurity, and IT Systems Considerations in M&A Transactions,” February 9, 2023
- *Law360*, Co-Author, “Averting Data-Risk Missteps In A Vulnerable M&A Landscape,” August 29, 2022
- *The Master’s Conference*, Panelist, “No More ‘Sleeping Beauty’-- IT IS Time To Learn How Blockchain, Artificial Intelligence, Cybersecurity And More Will Be Your Magic Kiss To Wake You Up To The 21st Century,” November 13, 2018
- Florida Bar President’s Showcase Masters in Ethics, Co-Presenter, “Technology and Conflicts”, June 2017
- Orlando Business Journal, Business of Technology, Panelist, August, 2017
- *Law360*, Co-Author, “3-D Printing: Innovation, Opportunities and Risk,” February 24, 2016
- *Supply & Demand Chain Executive*, Contributor, “Cyber Security and Contracts: Have you looked at them lately?” December 14, 2015
- Association of Corporate Counsel (ACC) Board of Directors Presentation, Co-Presenter, “Creating, Delivering, and Reporting Value: A Roadmap for In-House Counsel,” August 2014

## Affiliations

- Member, Florida Bar Board of Governor’s Technology Council
- Vice President and Board Member, TEDxOrlando
- Member, Central Florida Association of Women Lawyers
- Member, Technology Affinity Group, National Association of Women Lawyers

## Honors and Distinctions

- *The Legal 500* 2014, Recommended for Mergers, Acquisitions & Buyouts: M&A National Middle Market
- Two time Fortune Most Powerful Women Next Gen nominee and conference attendee