

GREG JOHNS



Categories: [People](#), [Lawyers](#)

Greg is an accomplished business lawyer and highly skilled negotiator with a focus in the technology sector. His broad experience includes complex global contract negotiations and drafting, with a particular focus on infrastructure and application outsourcing and cloud computing.

Greg advises clients on a range of business, legal and contract issues. He develops and applies innovative strategies for structuring and negotiating multifaceted, high-risk transactions using a practical business-oriented approach.

Prior to joining McMillan, Greg was one of IBM's senior legal executives. He structured and led the negotiation of some of IBM's largest and most complex long-term global contracts with large private and public sector customers, ranging from \$100M to over \$1B in value. Outside of Canada, Greg has worked on deals in the United States, UK, Mexico, Brazil and Asia.

Greg is currently the Chair of the Board of Trustees of the Bill 7 Award Trust.

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Expertise: Business Law, Technology

LinkedIn: www.linkedin.com/in/gregwjohns

Location: Toronto

Phone: 416.305.7187

Position/Title: Counsel, Business Law | Technology

Community Involvement:

- Chair of Bill 7 Award Trust, which awards scholarships to lesbian, gay, bisexual and transgender students with a demonstrated financial need who are pursuing their first degree or diploma at a post-secondary institution in Ontario

Directorships & Affiliations:

- Law Society of Ontario

Publications:

- "[Technology Sourcing 2022, Canada Chapter](#)," International Comparative Legal Guides, 2nd Edition (July 2022)

Education & Admissions:

Degree: Called to the Ontario bar

Year: 1990

Degree: HBA, Business

University: Ivey Business School at Western University

Degree: LLB

University: Queen's University

Rankings & Recognition:

- Recognized by the Financial Post as a Global Top 100 LGBT Executive, 2018

Representative Matters:

- Closed a \$1B, 10-year outsourcing contract with a large Brazilian industrial conglomerate, overcoming the challenges of a first major outsourcing and a complex corporate / subsidiary structure for the client
- Negotiated a \$500M, 5-year renewal of a broad scope infrastructure outsourcing contract with a Canadian chartered bank including very complex service level measures and associated penalty structure
- Completed a \$400M, 7-year global outsourcing contract with a large US-based global network equipment manufacturer involving related local implementation contracts in over 40 countries
- Negotiated a \$900M, 7-year infrastructure outsourcing contract - the first major technology outsourcing for a large Canadian telecom company

Industries: Technology

Practices: Business Law