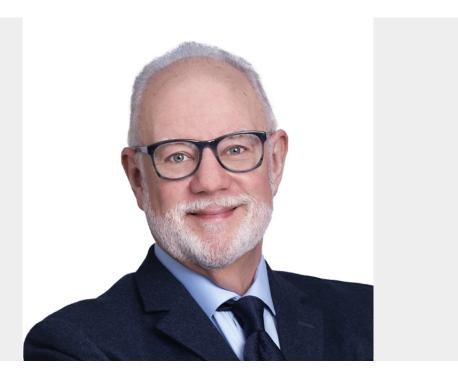


GREG JOHNS



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 has served as the Chair of the Board of Trustees of the Bill 7 Award Trust and is currently a trustee.

Email: greg.johns@mcmillan.ca

Expertise: Business Law, Technology

LinkedIn: www.linkedin.com/in/gregwjohns

Location: Toronto Phone: 416.305.7187

Position/Title: Counsel, Business Law | Technology

Community Involvement:

• Current trustee and former Chair of the 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