



## Daniel (Dan) Glivar

Partner

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**For nearly 25 years, Dan has counseled small, mid-sized, and Fortune 200 companies in their technology and telecommunications needs.**

### PRACTICES

Intellectual Property  
IT, Software and Technology  
Transactions  
IP For Corporate/M&A  
Telecoms Transactions

### EDUCATION

University of Notre Dame Law School,  
J.D., 1992  
*magna cum laude*  
*Notre Dame Law Review*, Articles Editor

University of Santa Clara, B.S., 1989  
Finance

### BAR ADMISSIONS

Idaho  
Colorado

Dan is the current practice group leader. His practice has focused on the following areas:

**Technology Transactions:** technology (hardware and software) development, procurement, licensing (inbound/outbound), commercialization, and maintenance/support;

**Telecommunications Services:** negotiating and drafting telecommunications (video, voice, Internet, security) access, system construction, service, and marketing agreements between telecommunications companies and residential property (such as owners or managers of apartments, townhomes, mobile home parks, etc.) and business owners (for commercial grade services); and

**Software Audits and Copyright Violations:** investigating, auditing, negotiating, and settling software piracy and copyright infringement claims made by various software watchdog and enforcement groups, such as the BSA and SIIA.

### EXPERIENCE

Dan's experience includes negotiating and drafting software application (including mobile applications) and network development and license agreements, application service provider (ASP) agreements, cloud service agreements, software maintenance and support agreements, manufacturing information and technology escrows, software escrow agreements, website development agreements, website hosting agreements, and analog, digital, and other electronic equipment development, manufacturing, and purchase agreements.

### CLIENT RESULTS

#### Cable Television

Analog and digital equipment development; video-on-demand (VOD) software and hardware; cable modems; operating system software; conditional access and encryption technology; digital navigators (electronic program guides); Business Management System (BMS); and wire-line data distribution syntax and application messaging protocol licenses.

- Dan represented a software developer in licensing its proprietary

software stack to assist in the development of OpenCable Applications Platform compliant solutions to hardware manufacturers, software providers, and chipmakers. Dan routinely deals with companies such as Broadcom, Samsung, Motorola, Pace, ST MicroElectronics, Thomson, JVC, etc.

- For over 20 years, Dan served as legal advisor to one of the largest cable television multiple system operators in the United States in developing and acquiring its video, high-speed data, and digital phone networks. Such work has included negotiating and drafting hardware and software development, purchase, license, maintenance, and support agreements with industry vendors such as Cisco, ARRIS, Motorola, Pioneer, Panasonic, Pace, Scientific-Atlanta, Samsung, Ericsson, and BlueStreak Technologies.

### Internet

Cloud services (SaaS, IaaS), application service provider (ASP) solutions, and products; remote user/business virtual private network (VPN); voice over Internet protocol (VoIP) software and equipment development; Internet access capacity and e-mail functionality; Website development; Website and Webpage hosting; specialized business content; auto-provisioning and multiple-Internet service provider (MISP) workflow engine; Internet Services Architecture (ISA); and electronic data interchange system software development (EDI).

- Dan has provided legal advice regarding electronic affidavit, invoicing, and payment software solutions for multi-media advertiser; account and billing system software and related system interfaces for various industries; development and license of HTML software engine for broadband service provider; interactive (remote functions) and addressable (“push” and “pull”) digital commercial advertising products for broadband service provider; and service bureau and time share arrangements.
- Dan represented a hard disk drive manufacturer in domestic and international product sales and licensing for its micro storage elements for the consumer electronics industry, including MP3 Players/Audio Devices; USB Storage Devices, GPS Hand-Held Devices; Digital Video Cameras; and Mobile Phones involving companies such as Texas Instruments, Sony, Samsung, Thomson, etc.

### Satellite

Development of commercial grade uplink, encoding, compression, and receiving equipment; commercial grade decoding and headend receiving and distribution equipment; conditional access, encryption, and decryption technology; and consumer grade digital receiving equipment.

### Telephony

Development of \$2 million software solution for major telephony client; broadband capacity lease agreements; and account and billing solutions.

## **SPEAKING ENGAGEMENTS**

"Broadband Communities Annual Summit," *Broadband Communities*,  
Panelist, 2000-2020

## **RECOGNITION**

- BTI Client Service All-Star, 2015 & 2017
- *Managing Intellectual Property*, IP Star, 2013-2021

## **PROFESSIONAL AND CIVIC AFFILIATIONS**

- American Bar Association, Member, 1992-present
- Colorado Bar Association, Member, 1992-present
- Denver Bar Association, Member, 1992-present
- Idaho State Bar Association, Member, 2004-present
- Denver Metro Chamber of Commerce Leadership Denver Program,  
Class of 1997-1998
- Denver Metro Chamber of Commerce 15th, Committee Member