



Katherine S. Gardner

PARTNER

New York

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Katie is a partner in the Strategic Transactions and Licensing group.

Katie has over a decade of experience in the EC/VC space, and specializing in strategic transactions, intellectual property and technology licensing and protection, product counseling, data and privacy strategy, and the commercialization of intellectual property, software, data and other technology assets. Katie represents technology and venture-backed companies in nearly every industry, including artificial intelligence, blockchain, cybersecurity, consumer products, enterprise software, media, hardware, healthtech, fintech, insuretech, supply chain tech. Katie had led Gunderson's leadership in the artificial intelligence space, and is a frequent speaker on the cutting edge issues companies are facing as they raise money and develop innovative products. She has been interviewed by and quoted in major publications including Fast Company, The Washington Post, TechTarget, ADWEEK, MIT Technology Review, Quartz, Axios AI+, Digiday and VentureBeat, and has served as a guest lecturer on intellectual property, technology, and AI related topics at Yale, Cornell and MIT.

Clients consider Katie as an outsourced general counsel who provides strategic and practical advice. She has extensive experience in all types of commercial arrangements; acquisitions, spin-outs, software/SaaS licenses, intellectual property and confidentiality counseling, reseller, referral, manufacturing and distribution, support and maintenance, promotion and marketing, collaboration and development, evaluation and beta testing, and a variety of other in- and out-licensing deals and services arrangements pertaining to the creation, distribution and commercialization of products and services.

Katie also advises the leading venture capital firms on their investments in these companies.

Katie represents companies in negotiations of commercial agreements and corporate transactions with the world's largest technology companies, including Alphabet, Apple, Adobe, Amazon, Google, Oracle, Meta, Microsoft, the largest retailers, including Target and Walmart, telecoms, including Comcast and Verizon, financial companies and banks, including Stripe, Mastercard, American Express, and Visa, major hospitals and health systems, universities, media companies, and other parties in the technology and venture ecosystem.

Katie actively facilitated the founding of Gunderson's privacy practice, developing robust expertise in rapidly changing laws to quickly service clients. She is a Certified Information Privacy Professional (CIPP), and leverages her expertise with the international privacy regulation framework to counsel clients on risks and opportunities with respect to use and exchange of personal data in their business transactions and product development, including machine learning models.

Katie also currently serves as a member of Gunderson's Management Committee.

Deal Highlights

Select Deals Represented:

- Robust.ai's partnership with DHL supply chain
- Giphy's acquisition by Shutterstock in its divestiture from Meta
- Ayoconnect in its partnership with Mastercard
- SevenFifty in its acquisition by Provi
- Frame.io in its acquisition by Adobe
- ShopKeep in its acquisition by Lightspeed
- Playdots in its acquisition by Take-Two
- BetterCloud in its acquisition by Vista Equity Partners
- GIPHY in its acquisition by Facebook
- CrowdTwist in its acquisition by Oracle
- Founders Fund as it led the \$150 million Series D financing of Faire
- Gigafund as it led the \$9 million Series Seed financing of Luminous
- Managed by Q in its acquisition by WeWork
- Valor as it led the financing of BookingPal
- Censys in its \$2.6 million Series Seed financing
- Andreessen Horowitz in the \$300 million Series B financing of Devoted Health
- Chain in its acquisition by Lightyear Corporation
- Opcity in its \$210 million acquisition by News Corp
- Dragoneer in the \$427 million Series H financing of Slack
- Peloton in its \$325 million Series E financing
- Moat in its acquisition by Oracle

- Clarifai in its \$20 million Series B financing
- Complex Media in its acquisition by Verizon Wireless and Hearst
- Recombine in its acquisition by CooperSurgical
- TapAd in its acquisition by Telenor
- eXelate in its acquisition by Nielsen

Credentials

EDUCATION

- Fordham University School of Law, J.D.
magna cum laude
Order of the Coif
Fordham Law Review
- Dartmouth College, B.A., Psychology

BAR ADMISSIONS

- New York

ACHIEVEMENTS

- CIPP/US Certified

Focus Areas

AI & Machine Learning
Strategic Transactions & Licensing
Data Privacy
Mergers & Acquisitions
Fund Investments in Companies
Seed, Venture and Growth Financings
Fintech, Crypto and Web3

Related News & Insights

CLIENT NEWS

Jones Announces \$15M Series B Financing Led by NewSpring Capital

INSIGHTS

Client Insight: Demystifying the EU AI Act

CLIENT NEWS

E-commerce Platform Parker Announces \$20M Series B Financing

INSIGHTS

Client Insight: Artificial Intelligence Insights The Current Regulatory Landscape

CLIENT NEWS

Materia Announces its Acquisition by Thomson Reuters Corporation

FIRM NEWS

Lawdragon Recognizes 19 Gunderson Dettmer Attorneys in the 2025 500 Leading Dealmakers in America List

EVENTS

Webinar: AI Terms in Commercial Deals: Negotiating Realistic Terms and Aligning Expectations

CLIENT NEWS

Ghost Announces \$40M Series C Led by L Catterton

CLIENT NEWS

Brazil-Based Asaas Announces Series C Led by BOND

INSIGHTS

Ad Age Interviews Katie Gardner in “AI Legal Risks—What Brands and Agencies Need to Know”

CLIENT NEWS

Comcast Networks Announces Acquisition of NBCUniversal's Media and Entertainment Division

Gunderson Dettmer Represents Lead Investors in Sakana AI \$100M Series A

INSIGHTS

TechTarget Interviews Katie Gardner in “LexisNexis Launches Commercial Version of AI Research Tool”

CLIENT NEWS

Scaler Announces \$10M Series A to Decarbonize Real Estate