



GREGORY J. RAMOS

PARTNER

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Gregory "Greg" Ramos has more than 25 years of experience helping companies large and small execute on their strategic vision through mergers and acquisitions, strategic business transactions, corporate reorganization and succession planning.

Greg has closed more than 90 M&A transactions in that time, with an aggregate value exceeding \$13 billion, and numerous private offerings aggregating hundreds of millions of dollars. Clients have also leveraged Greg's experience in technology transactions, particularly software and information technology services, to secure mission critical technology valued in the billions of dollars. He also advises clients in evaluating their AI risks and developing policies and guidelines regarding the use of AI in the workplace.

Greg provides comprehensive counsel at every stage of a company's development, advising on entity organization and governance, strategic investments, information technology issues, commercial transactions, all the way to corporate succession and exit.

He has represented numerous cable television providers, including the largest in the United States, as well as many other types of companies, including public and privately owned entities, energy companies, construction companies, real estate companies and nonprofits. He also advises clients on issues related to artificial intelligence (AI), including policy development and vendor contract review.

Greg is a qualified expert on limited liability companies and professional ethics for the Denver District Court and regularly lectures on corporate, technology and ethics matters.

BACKGROUND

Prior to joining Armstrong Teasdale, Greg was a member in the Denver office of an Am Law 200 law firm.

Formerly an engineer at Boeing, Greg brings technical insight and perspective in advising on intellectual property licensing and IP portfolio growth and management.

EDUCATION

- University of Colorado Law School (J.D., 1992)
 - Order of the Coif
 - University of Colorado Law Review (Editor)

SERVICES AND INDUSTRIES

Commercial

Corporate

Mergers and Acquisitions

Outside Corporate Counsel

Technology Transactions

Consumer Products and Services

Sports, Media and Entertainment

Technology

Artificial Intelligence

ADMISSIONS

Colorado

Missouri

- University of Colorado (B.S., 1984)
 - Electrical Engineering and Computer Science

PROFESSIONAL ACTIVITIES

- Denver Bar Association
- Colorado Bar Association
- American Bar Association

CHARITABLE AND CIVIC INVOLVEMENT

- University of Colorado Law Alumni Board of Directors

ACCOLADES

- Thomson Reuters Stand-out Lawyer (2024-present)
- The Best Lawyers in America®, Corporate Law (2020-present); Mergers and Acquisitions Law (2021-present)
- BTI Client Service All-Stars (2016, 2021)
- Colorado Super Lawyers® (2012-2013)

EXPERIENCE

\$85 Million Sale of Specialty Distributor

Represented the seller in the sale of a specialty distributor of tapes used in aerospace and other industrial applications.

\$110 Million Acquisition for Telecom Company

Represented a large telecommunications company in the acquisition of a network design and engineering business for \$110 million.

\$132 Million Sale of Patent Pool Administrator

Represented a minority owner in the \$132 million sale of a patent pool administrator to another patent pool administrator in the audio and video coding technology space.

\$105 Million License Agreement Renewal

Represented the licensor, a national telecommunications company, in the five-year, \$105 million renewal of its unlimited license agreement with a cloud application and platform company.

\$500 Million Cloud Services Agreement

Negotiated a multi-year Infrastructure as a Service (IaaS) cloud services agreement with a large cloud provider, valued at \$500 million.

5-Year, \$75.6 Million Licensing Agreement

Represented a national telecommunications company in the five-year, \$75.6 million extension and expansion of its license agreement with a smart home technology company.

Created Governance Documents for National Institute of Corrections

Drafted governance documents and intergovernmental agreements relating to criminal

justice information sharing among local justice and community health stakeholders adopted by the National Institute of Corrections in its revision of the *Guidelines for Developing a Criminal Justice Coordinating Committee*.

\$63 Million Asset Purchase of Golf Company

Represented the buyer in the acquisition of assets of a manufacturer of golf improvement technology.

5-Year, \$100 Million Distribution Agreement

Represented the licensor in a five-year, \$100 million exclusive distribution agreement for its golf performance improvement technology to a sports performance technology company.

M&A Counsel in the Cable Television Industry

Long-time M&A counsel to various U.S. cable companies, including some of the largest in the country. In that capacity, Greg has closed several multibillion-dollar divestitures and acquisitions, negotiated joint ventures and management agreements, negotiated operating authority with local governments, and helped manage the integration of a \$39 billion public company merger.

Corporate, M&A Counsel to Energy Company

Corporate and M&A counsel to a Colorado-based energy exploration and production company in connection with upstream and midstream activities, as well as strategic corporate matters, including a \$200 million private equity investment, acquisition and divestiture of oil and gas assets with an aggregate value in excess of \$300 million, and the development of gas gathering and processing facilities in the Williston Basin, North Dakota.

Corporate Services Agreement

Represented a telecommunications company in securing multibillion-dollar billing and corporate services for a customer base in excess of 25 million.

Construction Company Divestiture

Represented the founders of a Colorado construction company in the divestiture of the business to a top-5 Canadian contractor in a cross-border transaction.

M&A Counsel to Private Liberal Arts College

Represented a private liberal arts college in the acquisition of a fine arts museum and its collections valued in excess of \$100 million.

Patent and Product Portfolio License

Represented a cable television provider in the license of a comprehensive product and patent license for interactive programming guide technology, in a transaction valued at over \$300 million.

THOUGHT LEADERSHIP

April 14, 2025

EU Launches AI Action Plan

June 6, 2024

Colorado Passes Legislation to Regulate Use of AI in Consequential Decision Making

March 18, 2024

The EU Artificial Intelligence Act: What Businesses Need to Know

July 2021

Uniform Commercial Code, Articles 1, 2 and 2.5

Colorado Methods of Practice (7th Edition)

March 26, 2020

Essential Workers Exempt from Stay Home Orders

2016

Qualifying To Do Business in Colorado

Bureau of National Affairs, Inc.: Corporate Practice Series Portfolio No. 84, Doing Business in States Other Than the State of Incorporation (Alabama Through Michigan)