



Julian S. Millstein

SPECIAL COUNSEL



jmillstein@mosessinger.com



212. 554. 7682

Julian S. Millstein, an attorney with over 45 years combined experience in business, technology and law, began his career as a computer programmer, systems analyst and IT consultant. His extensive legal career includes both litigation and transactional practice. As a litigator, he has represented international accounting and consulting firms, software and IT developers, and large- and small-scale users of IT and e-commerce services. Always on the forefront of developments, he represented a party in the first "domain name" arbitration in 1994. As a transactional attorney, Julian has led legal and business teams in structuring and negotiating individual outsourcing, systems integration and e-commerce contracts valued to \$5 billion. He has also led strategic teams in successful workouts and restructuring of troubled outsourcing and similar initiatives.

Selected by his peers for his work in the practice areas of Information Technology and Technology Law, Julian was recognized in the 2021 edition of *The Best Lawyers in America*. This marks at least 10 consecutive years that he's been included in the publication. Julian has been honored with a listing in *Chambers Global* since 2000 and *Chambers USA* since 2004. In both publications he has achieved Senior Statesman status. Julian is referred to as "one of the original pioneers of the outsourcing sector." He is recognized as a senior practitioner in transactional and litigious work, "with deep experience in both areas on behalf of international clientele." Market commentators describe Julian as "amazing in the outsourcing space." In addition to his rankings in *Chambers Global* and *Chambers USA*, Julian has for several years been listed in *New York Super Lawyers*®, *Who's Who Legal* and *Legal 500*, and in *Best Lawyers in America*, which named Julian as its only 2015 Lawyer of the Year in the Tri-State Area in Information Technology Law. He has been recognized as a 2019 Lawyer of the Year for his knowledge in the practice area of Information Technology Law in New York City. For almost 30 years, he has been rated AV Preeminent™ by Martindale-Hubbell.

A frequent lecturer, Julian has presented at many state bar CLE programs, as well as business venues such as the Outsourcing World Summit, the Sourcing Interests Group and the Outsourcing Institute. He serves on the Arbitration and Mediation Committees of the Dispute Resolution Section, and is a past chair of the Internet and Technology Law Committee of the Business Law Section of the New York State Bar Association. He is a

Practices / Industries

- Litigation
- Intellectual Property
- Technology
- Ethics & Law Firms
- Intellectual Property, Entertainment/Media & Technology
- Consumer/Luxury Goods
- Banking Litigation
- Bankruptcy Litigation
- Complex Commercial Litigation
- Employment Litigation
- Entertainment Litigation
- Fiduciary Duty Litigation
- Intellectual Property Litigation
- Maritime & Admiralty Litigation
- Trusts & Estates and Family Law Litigation

member of the Alternative Dispute Resolution Committee of the New York City Bar Association and the Dispute Resolution and Technology Sections of the American Bar Association. Julian is past Co-Chair of the New York Chapter of the International Association of Outsourcing Professionals.

Julian has written over 50 published articles, including "Practical Uses of ADR in Outsourcing Relationships", published in the Spring 2011 issue of the *New York Dispute Resolution Lawyer*. He is co-author of *Doing Business on the Internet – Forms and Analysis*, the first Internet law forms book, published by Law Journal Press in 1997 and updated semi-annually. He has served as an expert witness on matters involving technology, software and e-commerce contracts. For nearly 20 years he was the Editor or Co-Editor in Chief of the *Computer Law Strategist*, *Multimedia Law Strategist* and *E-Commerce Law & Strategy*, and for 15 years he taught Computer Law and Internet Law as Adjunct Professor of Law at Fordham University School of Law.

Julian was a founding partner of Brown Raysman & Millstein, the first computer law boutique in New York. Over a period of 25 years, under the founding partners' leadership, the firm grew from a small boutique to one of the AmLaw 200 with over 250 attorneys. For over 10 years, he has been providing mediation and arbitration services through his law firm affiliations. Beginning June 2011, Julian's ADR services have been offered through his independent mediation and arbitration practice, Julian S. Millstein ADR Services (www.MillsteinADR.com). He also maintains a legal practice independent of Moses Singer.

Prior results do not guarantee a similar outcome.

Education

- Fordham University School of Law (J.D.)
- Brandeis University (B.A.)

Bar/Court Admissions

- New York

Professional Affiliations

- Member, Arbitration and Mediation Committees of the Dispute Resolution Section, of the New York State Bar Association
- Past Chair, Internet and Technology Law Committee of the Business Law Section, of the New York State Bar Association
- Member, Alternative Dispute Resolution Committee of the New York City Bar Association,
- Member, Dispute Resolution and Technology Sections of the American Bar Association
- Past Co-Chair, NY Chapter of the International Association of Outsourcing Professionals
- Adjunct Professor, Fordham University School of Law

Recognition

- Best Lawyers: 2006 - 2026
- Super Lawyers: 2006 - 2024

Presentations

- “Executive Insights: Enhancing Results through Innovation in Outsourcing,” Outsourcing Institute Spring 2011 Road Show Series, June 2011
- “Negotiating Cloud Contracts: Capture Benefits and Reduce Risks,” Morrison & Foerster LLP Webinar, May 2011
- The IAOP 2010 Outsourcing World Summit, February 2011
- “Using Tools to Assist Governance of Outsourcing Relationships,” IAOP New York City Chapter Meeting, June 2010
- “Is it Kosher? The Ethics of Legal Offshoring,” The Penn Law NYC Alumni Club, Pangea3 LLC and Morrison Foerster LLP, May 2010
- “Emerging Law & Policy Issues in Cloud Computing,” The Berkeley Center for Law & Technology and the UC Berkeley School, March 2010
- The IAOP 2010 Outsourcing World Summit, February 2010
- “Adjusting Outsourcing Engagements Mid-Course, Real Strategies From Experienced Practitioners,” Morrison & Foerster LLP Webinar, December 2009
- “Outsourcing 2.0 - from Theory to Reality,” Outsourcing Institute Road Show Series, December 2009

Testimonials

"Julian Millstein of Moses & Singer LLP is a senior statesman with more than 45 years' experience in business and technology law and high-value and cutting-edge deals. He maintains an active practice and continues to represent some of the largest multinational corporations in strategic deals. Julian is a respected and distinguished figure at the outsourcing Bar and is known for his expertise in software licensing. One of the heavyweights of the practice area, he brings remarkable experience to large-scale IT transactions.

Chambers USA
2014 Edition

"Senior practitioner Julian Millstein of Moses & Singer LLP offers expertise in transactional and litigious work, with deep experience of both areas on behalf of an international clientele. Sources describe him as 'amazing in the outsourcing space.' "

Chambers USA
2012 Edition

"Julian Millstein is lauded as 'a smart practitioner with a deep understanding of the industry due to his many years of experience.' "

Chambers USA
2011 Edition

"The esteemed Julian Millstein has 30 years of experience litigating and counseling on complex outsourcings and technology transactions."

Chambers USA
2010 Edition

"Julian Millstein is one of the original pioneering lawyers from the early days of outsourcing and his experience and intellect is lauded by clients."

Chambers USA
2009 Edition

"Clients agree that 'you can't go wrong with' Julian Millstein ... 'one of the founders of the whole technology law area in New York.' "

Chambers Global
2008 Edition

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