



Justin S. Daniels

Shareholder

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Justin Daniels provides corporate advice to growth-oriented and middle-market domestic and international businesses with a focus on the technology sector.

Justin Daniels is a corporate M&A and technology transactions lawyer who advises middle market companies, executives, and deal teams on high-stakes transactions where technology, data, and risk directly impact enterprise value. He has led transactions with an aggregate value exceeding \$2 billion.

Justin sits at the intersection of deal execution and complex technology, advising clients on transactions involving Software as a Service (SaaS) platforms, artificial intelligence (AI), data centers and crypto mining operations, autonomous vehicles, drones, and other emerging technologies. Drawing on this breadth of experience, he helps executives and legal teams move beyond abstract AI policy discussions and instead operationalize AI in ways that improve decision-making, risk allocation, and negotiation outcomes. He is the author of the Bloomberg Law article "AI Won't Make Negotiators Faster – But It Will Make Them Better." He operationalized the thinking from that article by building a custom Harvey AI workflow designed to help dealmakers think more clearly and achieve better results.

Cybersecurity is a core component of Justin's transactional practice, not a standalone discipline. He advises boards, executives, and deal teams on how cybersecurity risk affects valuation, representations and warranties, indemnification structures, insurance, and post-close integration, as well as risk allocation in key customer and commercial contracts. Justin has handled numerous high-stakes data breach matters, including ransomware and wire fraud incidents. While this experience informs his judgment, his focus is on proactively integrating cybersecurity considerations into transactions and long-term vendor and customer relationships.

In October 2022, Justin and his wife, Jodi Daniels, co-authored "Data Reimagined: Building Trust One Byte at a Time," a *Wall Street Journal* and *USA Today* bestseller that explores how organizations can build customer trust through thoughtful privacy and cybersecurity practices. Together, they have co-hosted the "She Said Privacy / He Said Security" podcast since 2021. The podcast is highly rated by multiple podcast rating agencies and features candid conversations with executives, lawyers, and technologists navigating real-world data, privacy, and security challenges.

A nationally recognized speaker, Justin has delivered keynote presentations at major industry conferences, including RSA, on topics spanning AI adoption, cybersecurity risk in M&A, and technological innovation versus privacy and security concerns. His speaking engagements are known for cutting through technology hype and showing how emerging tools actually affect deals, contracts, and enterprise risk.

Representative Matters

M&A and Investment Transactions

- Represented a publicly held company in the \$45.2 million purchase of a mining facility and related mining equipment that included more than 6,000 of the latest-generation mining machines.
- Represented a publicly held company in the \$25.1 million purchase of a mining facility and related mining equipment that included more than 3,400 of the latest-generation mining machines.

- Represented a publicly held company in the \$50 million development of a new crypto mining facility that included the power contract, purchase of 1,000 mining machines, and procurement of facilities necessary to host the machines.
- Represented a publicly held company in the \$7 million purchase of a data center that will be redesigned into a crypto mining facility.
- Represented the lender in a \$40 million financing of a data center that included drafting operating covenants relating to ongoing cybersecurity requirements of the facility.
- Represented the seller in the sale of 18 car wash sites in a transaction valued at more than \$100 million.
- Represented a shareholder in the \$110 million sale of a management software company to a strategic buyer in a cross-border transaction.
- Represented a shareholder in the \$50 million sale of a health care business to a private equity fund.

Technology/Cybersecurity/Smart City

- Representing a smart city 2,000 acre development in the state of Georgia that has a living laboratory component as part of a larger innovation hub across biosciences, agriculture, and sustainability with respect to the technology, cybersecurity, and data privacy aspects of the planned development.
- Represented a smart city in the technology, cybersecurity, and data privacy aspects of the deployment of mobile edge computer kiosks throughout the city.
- Represented a smart city in the technology, cybersecurity, and data privacy aspects of the deployment of four fully autonomous shuttles including addressing data ownership, sharing, storage and cybersecurity issues.
- Represented a transportation lab in the development of strategy and parameters for attracting companies to test drones indoors and outdoors at the facility as well as the evaluation and implementation of the 2021 FAA rules allowing flight over people and vehicles in certain circumstances.
- Represented an international fintech company in deploying their fintech app in the U.S. that included cybersecurity and privacy issues on a federal and multi-state level along with derivative rights issues relating to intellectual property matters.
- Represented a municipality on technology, cybersecurity, and privacy aspects of deploying a fintech app for use by citizens and local merchants.
- Represented a Fortune 100 client in its negotiations with an AI human resources vendor for the global rollout of an AI tool designed to align job candidates with available employment opportunities.

Incident Response

- Managed a data breach incident for a public company. Led the incident response team managing breach notification in multiple states, overseeing crisis communications, and analysis of materiality under new SEC cyber rules.
- Managed a data breach incident for a private equity-backed health care software development company. Led the incident response team managing breach notification in multiple states, law enforcement interaction, overseeing crisis communications, and ransom negotiation with threat actor.
- Managed a ransomware incident for a national transportation and logistics company. Led the incident response team in managing breach notification in multiple states, law enforcement interaction, overseeing crisis communications, and compliance with relevant breach notification laws in 30 states.
- Led an incident response team for a medical information technology company after a ransomware incident. Oversaw HIPAA issues, regulator issues and breach notification in multiple states, and managed law enforcement interaction, overseeing crisis communications and litigation arising from the data breach.
- Represented a private equity backed-technology SaaS company in responding to a ransomware incident. Led the incident response team in managing forensic analysis of the incident, law enforcement interaction, overseeing crisis communications and analysis of relevant state breach notification laws.

- Represented a U.S. distribution company for an international lubricants company in managing phishing incident that led to significant wire fraud. Managed the response in dealing with U.S. privacy laws, GDPR, law enforcement interaction and breach notification in more than 14 states.



Professional Honors & Activities

- Selected to Georgia Super Lawyers in Business/Corporate (2024); Mergers & Acquisitions (2025, 2026)
- Selected to Georgia Rising Stars (2006, 2007, 2009 and 2010)
- Named as one of Georgia's Legal Elite in Corporate Law, by *Georgia Trend Magazine* (2013)
- Creator and Leader – Inaugural Atlanta Cyber Week (2017)



Publications

- "Instagram Addiction Trial Shows How Juries Step Into Policy Void," *Bloomberg Law* (February 2026)
- "AI Won't Make Negotiators Faster—But It Will Make Them Better," *Bloomberg Law* (December 2025)
- "Cybersecurity Awareness Month 2025: Seven Foundational Pillars of Good Personal Cyber Hygiene," republished November 2025, in *Cyber Defense Magazine* (October 2025)
- "Cybersecurity Awareness Month 2025: Businesses Should Prepare for Deepfakes ," republished in the *Daily Report* (October 2025)
- "Think While You Are Using AI Coding," republished in *LegalTech News* (July 2025)
- "The GENIUS Act: A New Era for Stablecoins Begins – What the Fintech, Investment and Banking Industry Sectors Need to Know?" (July 2025)
- "The Perils of Legal Hallucinations and the Need for AI Training for Your In-House Legal Team!," republished in *FinTech Law Report* (June 2025)
- "Putting AI Guardrails Around Output: A Texas Two-Step Around Training Data Infringement?," *IP Watchdog* (March 2025)
- "AI Disclosures Under the Spotlight: SEC Expectations for Year-End Filings," republished in *Corporate Counsel* (January 2025)
- "Lessons From the Suffolk County Ransomware Attack That Apply to All Businesses" (October 2024)
- "Data Breaches: The Not-So-Hidden Cost of Doing Business," republished in *Corporate Counsel* (October 2024)
- "3 2 1... Impact! Early Results under the SEC's Cybersecurity Governance Rule," *Security Scorecard* (February 2024)
- Co-author – "D&O Liability and the SEC Cyber Rules," *Directors & Boards* (November 2023)
- Co-author – "Using AI in Cyber Incident Response Demands a Total Safety Check," *Bloomberg* (November 2023)
- "Show Your Work: The SEC Cyber Rules and Documenting Materiality Analysis Under NIST FIPS 199" (October 2023)
- "NIST Framework Can Nudge Companies Toward Trustworthy AI Use," *Bloomberg Law* (August 2023)
- "Cyber Vendor Deals Should Open Door to Attorney-Client Privilege," *Bloomberg Law* (May 2023)
- "A Baker's Dozen: Top Questions In-House Legal Counsel Should Consider Asking to Better Understand AI including ChatGPT" (April 2023)
- Co-author – "Practical Perseverance Prognostication During Crypto Winter," *Law.com/Legaltech News* (December 2022)
- "2022 Blockchain Co. Bankruptcies Raise Regulation Questions," *Law360* (December 2022)
- Co-author – "Blockchain Projects Need Smarter Contracts That Build Resiliency," *Bloomberg Law* (November 2022)

- Co-author – "Bitcoin Mining M&A in the Crypto Downturn Requires Due Diligence," *Bloomberg Law* (November 2022)
- Co-author – "Data Reimagined: Building Trust One Byte at a Time," with Jodi Daniels, *Lioncrest Publishing* (October 2022)
- "Non-Fungible Tokens: Buyer Beware!," *CrowdFund Insider* (February 2022)
- "Cybersecurity Due Diligence: The 3-Layer Chocolate Cake Approach," *Mergers & Acquisitions* (October 2021)



Speaking Engagements

- Keynote – "Real Time Deepfake Incident Response," Gasparilla Cybersecurity Summit (January 2026)
- Panelist – "A Ransomware Tale," ATA Litigation Center's 2025 Trucking Legal Forum (July 2025)
- "The Legal Innovation Forum's AI Workshop" (March 2025)
- The Cryptocurrency Markets: Virginia Tech, MBA Program (January 2023)
- "Law Enforcement and Blockchain," Atlanta Blockchain Center (October 2022)
- "Drones and Autonomous Vehicles: Privacy & Security vs. Surveillance," RSA Conference (June 2022)
- "A Ransomware Tale," Mississippi Society of CPAs' Health Care Services Conference (September 2021)
- Closing Keynote Speaker – "Inconvenient Necessity: Managing Cyber Risk in Integrated Technology Solutions," Qubit Conference (May 2021)
- "Ransomware Attacks: Prevention, Detection, and Mitigation," Cyber-Risk & Data Privacy Summit (January 2021)
- "Phisherman Bait: A Data Breach Story and Lessons Learned," CPA Academy (October 20, 2020)
- "Navigating the Virtual Road to Autonomous Driving: Using Simulations to Test, Train, and Validate Autonomous Vehicles," American Bar Association CLE Webinar (October 19, 2020)
- "How a City Addressed Cybersecurity and Privacy in the DNA of its Smart Transportation Zero-Cost Testing Facility," Cybersecurity Symposium for Smart Cities '20 (October 14, 2020)
- "Locking Down Your Data: Adapting to Lawyers Working Remotely," Practising Law Institute (September 2020)
- "M&A and Cyber Risk: Where Opportunity and Risk Converge," CPA Academy (September 2020)
- "Integrated AI/Blockchain Solutions: Debating Innovation vs. Privacy & Security," CPA Academy (September 2020)
- "Lessons Learned From Tackling Cyber Threats & Vulnerabilities During the COVID-19 Pandemic," Infosec Connect Virtual Event (July 2020)
- Panelist – "How Do You Identify And Manage Hidden Cyber Risk You May Be Assuming In Your Third Party Contracts," Infosec Connect Virtual Event (July 2020)



Webinars

- The SEC Cyber Rules and Materiality: Show Your Work! (October 31, 2023)
- The Latest Blockchain Dish: The BLT of NFT Recording (February 2022)
- Smart City Transformation Through ARPA Funds (December 2021)



Education

- Duquesne University, J.D. and M.B.A., 1998
- Virginia Tech University, B.A. in political science, cum laude, 1993



Admissions

- Georgia, 1999

- Pennsylvania, 1998
- U.S. District Court for the Northern District of Georgia