

Jason I. Epstein

Partner

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Jason is the co-head of the firm's technology industry group. He provides legal services to buyers and sellers of technology both domestically and internationally in various industries, including fintech, health IT, energy, automotive, manufacturing, federal, state, and local government, technology, construction, and others.

Jason has experience in business and technology negotiations from both the vendor and buyer perspectives including artificial intelligence, outsourcing, technology transfer, hardware and software development and acquisition, supply chain, privacy and security, blockchain, cloud computing, cryptocurrency, and open-source code.

Additionally, he often serves as outside general counsel and relationship partner to companies in a variety of industries. His areas of focus include board governance, technology, venture capital and private equity, mergers and acquisitions, reorganizations, international commerce, and litigation. Whether advising clients of Fortune 500, mid-market, or small businesses (including under the SBA), he serves as an advisor to the C-suite and inside general counsel regarding business-related law.

Jason was an adjunct professor at the Vanderbilt University Law School in Nashville, Tennessee, teaching "Law of Cyberspace" for many years.

Experience

The following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

Experience

- Outsourcing
- Healthcare IT
- Blockchain and Cryptocurrency
- Internet of Things

Education

University of Tennessee College of Law,
JD (1996)

- Student Materials Editor,
Tennessee Law Review

University of Tennessee, Knoxville, BA,
with highest honors (1992)

Admissions

Tennessee

New York

Practice Areas

[Blockchain & Digital Currency](#)

[Cloud Computing, Licensing, &
Transactions](#)

[FinTech](#)

[Outsourcing & Managed Services](#)

[Cybersecurity & Data Privacy](#)

Industries

[Gaming](#)

[Technology and Commercial Transactions](#)

- Artificial Intelligence and Cognitive Computing
- Hardware and software development and acquisition
- Privacy and security
- Cloud computing
- Open source code
- Procurement agreements
- Outside general counsel to various healthcare and technology companies

Representative Transactions

- Negotiated \$20 million master agreement for paper manufacturer to outsource client's IT security and infrastructure
- Negotiated \$500 million master agreement for global consumer goods manufacturer and retailer for outsourcing client's customer service, online ordering, shipping, customer payment, and application development functions
- Represented utility company in outsourcing its back office customer support services
- Represented company in outsourcing management of back office and call center services
- Represented company in outsourcing technology related to HR and accounting
- Represented energy company in outsourcing bill print and mailing operations to a third party
- Represented Fortune 100 in comprehensive IT outsourcing agreement involving entire IT department
- Represented procurement department of Fortune 200 company in various purchasing and technology transactions
- Represented HealthIT company as outside general counsel for all matters in extended care space
- Counseled Internet hardware and services provider in selling VoIP and related hardware, software and services to Fortune 50 company and in selling Internet hardware, routers and switchers to various Fortune 200 companies
- Represent software development company as outside general counsel in all matters
- Represented hospital chain in the acquisition of an Electronic Medical Records software system
- Represented pathology laboratory draft and negotiate EMR donation software agreements
- Represented managed services and cloud computing company drafting and negotiating its sales contracts
- Represented corporate action financial software company in software licensing and services transaction with Fortune 100 financial company
- Regularly worked with corporate clients to develop template

documents for vendors and purchasers, such as Master agreements, services agreements, equipment agreements, license agreements, software development agreements, maintenance agreements, and outsourcing agreements

- Developed strategy and drafted electronic contracts for ISP company to govern all online services

Recognitions

The bar rules of some states require that the standards for an attorney's inclusion in certain public accolades or recognitions be provided. When such accolades or recognitions are listed, a hyperlink is provided that leads to a description of the respective selection methodology.

- Nashville Business Journal, 'Best of the Bar' (2024)
- [Thomson-Reuters Stand-Out Lawyer](#)(2024)
- [The Best Lawyers in America®](#), Corporate Law (2006–2026), Information Technology Law (2006–2026), Privacy and Data Security Law (2006–2026), Technology Law (2006–2026)
- [The Best Lawyers in America®](#), Lawyer of the Year, Nashville, TN, Information Technology Law (2022)
- [Nashville Business Journal- Best of the Bar, Technology](#)(2018)
- [Globe Business Media Group 2014 Client Choice Award](#),Tennessee Information Technology law
- [Best Lawyers' 2012 Nashville Information Technology Law Lawyer of the Year](#)
- [Legal 500 United States](#),
 - Corporate and Finance, Mergers and Acquisitions (2007–2014)
 - Intellectual Property, Media, Technology, and Telecoms, Information Technology Law (2007–2014)
 - Media, Technology, and Telecoms – Outsourcing (2021, 2023)
- [Mid-South Super Lawyers](#)(2009, 2012)
- [Martindale-Hubbell® AV Rating \(Technology & Science, Computers and Software, General Practice, Commercial Litigation\)](#)

Professional Activities

- International Association of Privacy Professionals (IAPP) Member
- American Telemedicine Association
- American Health Lawyers Association
- Board Member, Nashville Technology Council
- Cyberspace Law Committee, American Bar Association
- Tennessee Bar Association
- Nashville Bar Association

- Nashville Entrepreneurial Center, Board Member (as of December 2015)
- Moderator, Nelson Mullins LeanIn Initiative
- Adjunct professor, Vanderbilt University Law School, "The Law of Cyberspace" (2013-2019)

Community

- Lifetime member, Friends of Children's Hospital
- Basketball coach, West Nashville Sports League (WNSL)

Articles & Speeches

Insights

- [FTC Guidance Confirms OEMs Are Not "Service Providers" to Dealers Under Safeguards Rule](#)- Co-Author (July 8, 2025)
- [What US Companies Can Expect from the US-International Framework Convention on AI](#)- Author (September 17, 2024)
- [AI and IP: What's the Deal?](#)- Author (March 20, 2023)
- [ChatGPT: The Future May Be Bright, But on What Terms?](#)- Author (February 10, 2023)
- [Why the Metaverse is Tricky for Data Collection and Discovery](#), *Bloomberg Law*- Co-Author (November 10, 2022)

Events/Speaking Engagements

- [The Evolving Role of AI in Healthcare](#), *2025 Trailblazer Summit*- Co-Speaker (November 6, 2025)
- Regulatory & Data Compliance for Digitalization & AI in Manufacturing , *14th Annual Next Generation Manufacturing Signature Event*- Speaker (October 22, 2025)
- [Fourteenth Annual Next Generation Manufacturing Signature Event](#)- Presenter (October 22, 2025)
- Generative AI in the Legal Department: Ethical and Privilege Considerations - Co-Presenter (August 28, 2025)
- [Global Impact: Adapting to the EU Artificial Intelligence Act](#)- Speaker (May 7, 2024)
- Artificial Intelligence: Updated Issues After the Initial Surge - Speaker (March 27, 2024)
- [The Scoop on Generative AI](#)(November 8, 2023)
- [Tech & Law \(R\)evolution: Cutting Edge Practices for Business Transformation and Advancement](#)- Speaker (October 20, 2023)
- Generative AI: Analysis of Issues for Clients and Lawyers - Panelist (July 26, 2023)
- [FinTech and the Metaverse](#), *FinTech University Series*- Co-Presenter (February 7, 2023)
- [Nelson Mullins' Jason Epstein and Mallory Acheson to Speak at ACC GA Atlanta Braves Event](#)- Speaker (August 31, 2022)
- [Data Compliance: Getting the Most Out of Data – Legally](#)- Panelist (September 25, 2019)
- [Partners Jason Epstein, Kelly Frey Present at BDO 2018 Nashville Mid-Year Accounting and Tax Update](#)- Panelist (May 14, 2018)
- [Women in eDiscovery's Charlotte Chapter Meeting on Blockchain and Cryptocurrency](#)- Speaker (April 24, 2018)
- [Modex 2018: IOT in the Manufacturing Process](#)- Moderator (April 10, 2018)
- [Nashville Partner Jason Epstein to Present on the Basics of Blockchain](#)- Speaker (November 14, 2017)
- "The Legal Implications to the CEO Regarding Cyber Thefts of Customer Data in the Cloud," Cloud for Utilities Cloud Summit - Presenter (November 7, 2017)

[Legal, Tax, and Accounting Matters Impacting your Domestic or International ICO](#)- Panelist (November 2, 2017)
[Internet of Things, Autonomous Vehicle: Legal Issues](#) , *Brentwood, Tennessee*(August 10, 2017)
[RFPs and Contracts- Focus on App Development Issues](#) , *2017 NASPL Nashville Lottery Legal Counsel Presentation*(July 25, 2017)
[Blockchain in Healthcare](#) , *Vanderbilt University School of Law, Blockchain in Law*(April 7, 2017)
[Nashville Partner Jason Epstein to Present 'Blockchain in Healthcare'](#)- Speaker (April 7, 2017)
[Digital Business and The Internet of Things](#) , *Association of Corporate Counsel Tennessee Chapter*(November 10, 2016)
[The Evolving Landscape of Liability for Fully and Semi-Automated Vehicles](#) , *IQPC - Autonomous Vehicles - Detroit*, (August 23, 2016)
[The Internet of Things](#) , *Association of Corporate Counsel Georgia Chapter*(August 16, 2016)
[eSignatures, State of the Law of Enforceability & Gotchas, Implement & Using eSign](#) , *Corporate Legal Operations Consortium (CLOC)*(May 3, 2016)
[Cloud Computing and Data Sharing Issues](#) , *Association of Corporate Counsel*(April 12, 2016)
[Advanced Cloud Computing and Data Security Issues](#) , *Association of Corporate Counsel Mid-Year Meeting*(April 2016)
[From the Trenches: Dealing with Company Data](#) , *Association of Corporate Counsel Tennessee Chapter*(December 10, 2015)
[Utilizing eSignatures](#) , *Lorman CLE*(November 17, 2015)
[Project Management Tips for Lawyers](#) , *Association of Corporate Counsel Tennessee Chapter*(March 1, 2013)
[Cloud Computing for Health Care: Ready or Not, Here it Comes](#) , *American Health Lawyers Association*(July 2010)
[Electronic Contracts: Best Practices and Legal Implications](#) , *Presentation sponsored by Lorman Education Services- Co-Chair and Speaker* (2009, 2010, 2013)

Alerts

[NYDFS Issues Additional Guidance on Managing Risks Related to Third-Party Service Providers](#), Additional Nelson Mullins Alerts (November 7, 2025)
[America's AI Action Plan: Breaking Down the Trump Administration's Strategy for "Winning the Race" for AI Dominance](#), Privacy & Data Security Alert (July 23, 2025)
[Generative AI: A Roadmap for Use Cases](#), Additional Nelson Mullins Alerts (May 16, 2023)
[Auto-GPT: And You Thought GPT Was Revolutionary](#), Additional Nelson Mullins Alerts (April 20, 2023)
[Recent Developments from Federal Regulators Regarding Use of Cloud Services](#), Additional Nelson Mullins Alerts (April 5, 2023)
[CPREA Passes in California](#), Additional Nelson Mullins Alerts (Nov. 5, 2020)
[CCPA Amendments Finalized](#), Privacy & Data Security Alert (September 17, 2019)

Blogs

[Reimagining Legal Support: Why Alternative Legal Services Matter Now](#), NMSource Alternative Legal Solutions Review - Co-Author (November 25, 2025)
[California SB 53 — Expanded Compliance Guide for Frontier AI Developers](#), AI Task Force - Co-Author (October 24, 2025)
[Understanding the Trump Administration's Three New AI Executive Orders](#), AI Task Force - Author (July 24, 2025)
[America's AI Action Plan: Breaking Down the Trump Administration's Strategy for "Winning the Race" for AI Dominance](#), AI Task Force - Co-Author (July 23, 2025)
[NMRS Federal Regulatory AI Update: Trump Administration Prepares Sweeping Federal AI Action Plan](#), AI Task Force - Author (July 22, 2025)

[Trump Administration Issues Guidance on Use, Deployment, and Procurement of AI](#), AI Task Force - Author (May 1, 2025)

[New DOJ Rule on Foreign Access to U.S. Data: What Businesses Need to Know](#), AI Task Force - Author (April 23, 2025)

[Governor Newsom Vetoes California AI Safety Bill and Announces New AI Initiatives](#), AI Task Force - Author (September 30, 2024)

[California Passes Leading AI Safety Bill, Awaits Governor Approval](#), AI Task Force - Author (September 24, 2024)

[Texas Attorney General Announces First-of-its-Kind Healthcare Generative AI Settlement](#), AI Task Force - Author (September 20, 2024)

[What US Companies Can Expect from the US-International Framework Convention on AI](#), AI Task Force - Co-Author (September 17, 2024)

[AI "Agency" Liability: The Workday Wake-Up Call?](#), AI Task Force - Author (September 9, 2024)