

Rhona E. Schmidt

Partner

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Rhona helps clients with complex commercial contracts and license agreements involving technology and intellectual property rights. Rhona provides practical advice based on 25+ years of experience working both buy and sell side across industries.

License agreements and other commercial contracts covering technology, products and services are ongoing, relationship contracts. An ability to get a deal completed in a manner that reflects fairly on both parties, and meets each parties' objectives, is key to a successful, long-term relationship. Working with both buyers and sellers of technology, products and services over the years across industries has provided Rhona with a wealth of background on how to accomplish a fair deal and what terms a client is likely to be able to negotiate, given the particular industry and leverage of the parties.

Rhona works closely with clients and their counterparts to understand their business objectives and to structure transactions that meet those goals. Rhona has deep experience in licensing intellectual property rights, as well as the operations side of commercial contracts, and how liability is typically structured. Rhona is a member of the firm's Technology Commerce Practice Group (former Co-Chair).

Select Experience

Development and Collaboration Agreements:

- Buy-side:
 - General representation of client in their Sponsored Research Agreements with universities in the US and around the globe.
 - General representation of client in agreements for the development of new technologies in the consumer device space and subsequent commercialization.
 - Represented clients in development and services agreement for the development

Education

- William Mitchell College of Law (J.D., 2000)
 - *summa cum laude*
 - Salutatorian
- College of Law, London (1998)
 - Qualified Lawyer's Transfer Test
 - (allows for the practice of law in England)
- University of Minnesota Law School (LL.M., with thesis, 1995)
- University of Aberdeen, Scotland (Dip. L.P., 1994)
- University of Aberdeen, Scotland (LL.B., 1993)
 - Honours

Bar Admissions

- Scotland
- Minnesota

of various mission critical technologies for their use in different industries, including platform technology, applications and websites.

- Sell-side:
 - General representation of a design and manufacturing company in drafting and negotiating development and manufacturing agreements for medical device clients.

Professional Affiliations

- Member, Minnesota Bar Association
- Member, Law Society of Scotland
- Co-chair of E-commerce Committee, Business Law Section, Minnesota State Bar Association, 2009 to 2011

Accolades

- *Best Lawyers in America*®, Intellectual Property Litigation, 2026
- *Minnesota Lawyer*, "Top Women in Law", 2025
- *Attorney at Law Magazine*, Attorney of the Month, 2019
- *Minnesota Super Lawyers*, Rising Star, 2008-2009

Select Presentations

- "Technology Contracting – Traps That Can Trip Up Even the Most Experienced Attorney," co-presenter, Computer & Technology Law Institute, October 29, 2015
- "Cybersecurity Symposium," co-presenter, Dorsey & Whitney LLP, Des Moines Botanical Center, November 12, 2014
- Protecting Your Legal Interests in the Cybersecurity Space, Dorsey U client seminar as part of Cybersecurity Presentation, March 12, 2014
- Revenue Recognition Provisions in Software Deals, MN CLE, March 4, 2014
- We're Beyond Web 2.0-Are Your M&A IP Reps Still from (Gasp!) the Dot-Com Age?, Dorsey U client seminar, February 27, 2013
- Presented on IT Contract Issues to Iowa client legal and business team, February 2013
- Led series on software licenses, maintenance agreements, professional services agreements and SaaS agreement, Dorsey U, November and December 2011 and January 2012
- Participated in panel presentation, 7 Scenarios Analyzed: Wrangling "The Cloud" for Your Clients, Minnesota CLE, October 2011
- Webinar on Hot Legal Issues in EHR Contract Negotiation and Renegotiation, Stratis Health, May 2011
- Yes, All Those Words Really Do Matter: A Guide to Drafting and Negotiating Indemnification Clauses, Dorsey U, November 2009
- Participate in presenting contract law in Virtual Gaming seminar at William Mitchell College of Law, 2009, 2008
- Contractual Tools in Food Industry, TechLaw Group, Inc., May 2009
- A Guide to Drafting and Negotiating Indemnification Clauses, Dorsey U, November 2009
- A Practical Guide to Warranties and Disclaimers in Commercial Contracts, Minnesota CLE, April 2008

Insights

March 25, 2021

New U.S. Government Review Process Effective March 22 for Information Communications Technology and Services from China, Russia and Other “Foreign Adversaries”

June 2019

Rhona Schmidt: Attorney of the Month, Attorney at Law