



Katie Giannasi

PARTNER

CHATTANOOGA, TN

PHONE: 423.755.2681

EMAIL: KATIE.GIANNASI@HUSCHBLACKWELL.COM

OVERVIEW

Clients trust Katie's guidance in drafting and negotiating the big contracts that are critical to ongoing operations and that keep their businesses growing.

Companies in the aviation, manufacturing, transportation and chemical industries rely on Katie to add value and anticipate and address risks in the negotiation of complex supply agreements and long-term commodity and service agreements. She drafts and negotiates agreements for a variety of commercial transactions, including for technical, consulting and facilities services; ground handling and cargo support services; warehousing and transportation; distribution and agency; and information technology and licensing.

Katie works directly with clients' in-house counsel, sales and procurement teams and their internal customers to determine the best solutions for each deal. Husch Blackwell's national footprint allows Katie to quickly and efficiently confer with subject-matter leaders on issues such as data privacy, government contracts and international trade.

Clients also appreciate Katie's experience in creating and updating routinely used forms to streamline processes, thereby saving time and money, and in efficiently and effectively managing routine contract reviews.

Katie has over a decade of experience with Husch Blackwell's Commercial Contracting team and is a member of the Chattanooga office recruiting committee.

Industries

Manufacturing
Transportation

Services

Aviation
Commercial Contracting
Corporate
Franchise & Distribution
Supply Chain Logistics

Case Study

Husch Blackwell's Pro Bono Efforts Help Expand Minority-Owned Parking Management Services Company

Our firm assisted Anderson Parking with its expansion into Tennessee, positioning the company for future growth.

Experience

- Led negotiation of supply/marketing agreements with multiple vendors for program with aggregate value in excess of \$100 million.
- Updated client's procurement contracts on fixed-fee basis, ensuring consistent and workable protections across the board.
- Provided on-site training to procurement teams.
- Led legal support for transition of multimillion-dollar services agreement to new provider, from request for proposal (RFP) through down-selection, negotiation, award and execution.
- Regularly prepared and negotiated variety of distribution agreements, including e-commerce buying agreements.
- Led preparation and negotiation of letter of intent and definitive agreements for multiyear, multimillion-dollar consulting services, licensing and marketing agreement.
- Negotiated multiyear, multimillion-dollar agreements for maintenance, repair and operations (MRO) procurement and management, employee services and software technologies.
- Advised on RFP process and award, negotiation of contracts for \$10 million-plus supply of commodities critical to client's ongoing operations.
- Provided strategic advice and support to manufacturing and transportation clients on motor carrier agreements and outsourcing agreements, including SaaS agreements.
- Negotiated agreement for noncapital employee equipment worth more than \$100 million.

Experience

- Advised Fortune 100 client on negotiation of dozens of contracts worth more than \$100 million.
- Led negotiation of retail program agreement in excess of \$100 million.
- Led negotiation of \$500,000 preliminary engineering services agreement.
- Assisted in negotiation of multiyear agreement for on-site services critical to client's operation at multiple locations, with value in excess of \$10 million per year.
- Negotiated \$500,000 product and sales equipment loan agreement for specialty chemicals client.
- Drafted and negotiated rail and barge agreements.
- Assisted in preparing multiple form agreements for client's logistics department to be used with vendors that supply transportation-related services, including equipment leasing and maintenance.
- Supported multiple projects for the development and negotiation of CapEx Terms as well as Contract Manufacturing agreements in various industries.
- Developed and negotiated templates for warehousing and related transportation and other related services.
- Lead negotiator of key multi-million dollar preferred partner agreement on behalf of vendor.

Education

- J.D., Tulane University Law School
 - *magna cum laude*
 - Order of the Coif
 - *Tulane Law Review*, Managing Editor
 - CALI Excellence for the Future Awards for Contracts
- B.A., Tulane University
 - Medieval Studies
 - *cum laude*

Admissions

- Tennessee
- U.S. District Court, Eastern District of Tennessee

Community Leadership

- United Way of Greater Chattanooga, Volunteer and Emerging Leader
- Chattanooga Women's Leadership Institute, Sustaining Member
- Hamilton County Juvenile Court, Court Appointed Special Advocate (CASA), 2008-2012
- Signal Mountain Middle/High School PTSA, Board Member, 2018-2019
- YMCA and Signal Mountain Soccer League, Coach and Commissioner, 2008-2014