Main Bio

Tony Caldwell helps clients navigate complex issues related to law and technology. His day-to-day practice focuses on corporate, technology and life sciences transactions and contracting matters, with an emphasis on licensing, manufacturing and supply chain, clinical trials, data use, cybersecurity, and mergers and acquisitions.

Technology

Tony assists clients from early- and mid-stage startups to public companies with developing, acquiring, monetizing, and protecting rights in their intellectual property and data across a diverse range of highly regulated industries, including apparel, home builders, SaaS, software, mobile apps, pharmaceuticals, diagnostic tests, medical devices, defense, and consulting services. He has significant experience with commercial contracting and supply chain management issues for clients involved in semiconductor management equipment (SME), electric vehicles, fiber optics, diagnostic instrumentation, batteries, and irrigation systems.

Life Sciences/Medical Devices

Tony advises biotechnology, pharmaceutical, medical device and diagnostics companies with commercial contracting and clinical matters, and he is a member of the firm’s Life Science and Medical Technology Industry Group. He has a comprehensive understanding of the legal needs of the life sciences industry, including its regulatory framework, risks and opportunities, rapidly changing technologies, and competitive landscape. He has extensive experience negotiating pre-clinical and clinical trial agreements, material transfer agreements, and domestic and international supply chain agreements. He has also represented several life sciences companies in connection with M&A transactions and IPOs.

Healthcare

From business associate agreements to electronic medical records compliance, Tony has extensive experience counseling healthcare providers on business and legal issues. He regularly represents various healthcare organizations, including hospitals, physician groups, pharmacists, chiropractors, surgery centers, assisted living facilities, home health agencies, clinical laboratories, and commercial insurers, as well as digital health and telehealth companies looking to innovate the healthcare industry. Prior to joining Snell & Wilmer, Tony represented one of the nation's largest nonprofit healthcare systems as deputized in-house technology counsel.

Data Privacy
Tony advises international and U.S. companies with data privacy and healthcare regulatory matters and is a member of the firm’s Cybersecurity, Data Protection and Privacy Practice Group. He has particular experience assisting clients in cybersecurity preparedness, advising clients on potential risks and creating strategies before a cyberattack occurs, including cyber risk management programs, vendor assessment and management, privacy and information security policies, workforce training on privacy laws and best practices, and information governance. He has also represented many multinational companies in responding to cyber incidents involving ransomware and cyber extortion attacks resulting in exposure of sensitive information. He routinely assists companies with issues and drafting policies related to the EU GDPR, California Consumer Privacy Act, Privacy Shield, TCPA, COPPA, CAN-SPAM, PIPEDA, HIPAA, and HITECH.

**Representative Experience**

**Life Science and Medical Device**

- Represented publicly traded diagnostic testing company in negotiation of numerous development, manufacturing and supply chain agreements with international partners to scale COVID-19 testing capacity
- Represented multiple lab testing companies in connection with COVID-19 testing arrangements with public, private and tribal entities
- Represented publicly traded pharmaceutical company with establishing Phase II clinical trial program in India
- Represented publicly traded pharmaceutical company with long-term leasing of research equipment
- Represented international medical technology company with software licensing and SaaS agreements
- Represented multiple medical diagnostics and pharmaceutical companies with joint development, manufacturing, supply, clinical trial and distribution arrangements in the U.S. and abroad

**Mergers and Acquisitions**

- Represented privately held technology company specializing in enterprise software for the alcoholic beverage industry in its sale to a private equity fund
- Represented privately held employee benefits company in buyout of co-founder
- Represented gene-editing life sciences company with data and privacy due diligence in connection with IPO

**Data Privacy**

- Represented international consumer products company in connection with digital advertising complaint from U.S. regulatory authorities
- Represented privately held technology company with development of data license agreements
- Advised multiple public companies in connection with GDPR, CCPA and HIPAA compliance efforts, including drafting website terms of use, privacy policies, data subject access request (DSAR) protocols, and Business Associate Agreements
Healthcare

- Represented multiple national nonprofit healthcare systems as lead outside counsel for technology transactions
- Represented venture-backed healthcare system in connection with physician group acquisitions
- Advised multiple healthcare clients on regulatory compliance issues involving Medicare, Medicaid, Stark, Anti-Kickback, EKRA, Sunshine Act, FD&C Act, and the Affordable Care Act

Education

- University of Arizona, Rogers College of Law (J.D., cum laude, 2015)
  - Transactional Business and Health Law certificates
- Wabash College (B.A., Biology, 2007)
  - NCAA All-American (Honorable Mention) and 2x Academic All-American, Swimming and Diving

Professional Memberships & Activities

- American Health Lawyers Association
- Arizona Society of Healthcare Attorneys
- State Bar of Arizona, Technology Working Group

Representative Presentations & Publications

- "Collecting and Processing Personal Data," Presenter, Snell & Wilmer Virtual CLE Series (June 23, 2022)
- "Supreme Court Narrows Scope of the Computer Fraud and Abuse Act," Co-Author, Snell & Wilmer Legal Alert (June 3, 2021)
- "EU Court Invalidates Privacy Shield: Standard Contracts Clauses Survive - for Now," Co-Author, Snell & Wilmer Legal Alert (June 20, 2020)
- "How to Best Navigate Infrastructure and IT Agreement Issues in the WFH Environment," Co-Author Law.com Legaltech News (May 6, 2020)
- "FCC Approves $200 Million COVID-19 Telehealth Program," Co-Author, Snell & Wilmer Legal Alert (April 7, 2020)
Senate Introduces The Data Care Act of 2018,” Co-Author, S&W Cybersecurity and Data Privacy Law Blog (December 13, 2018)

Professional Recognition & Awards
- The Best Lawyers in America®: Ones to Watch, Health Care Law (2023)

Community Involvement
- AZ StrUT, Board Member (2020-Present)
- Phoenix Association of Wabash Men (2018-Present)
- Indianapolis Association of Wabash Men, Board Member (2017-2018)
- TechPoint Foundation for Youth, Governance Committee Member (2015-2018)
- Southern Arizona Legal Aid, Student Attorney (2014-2015)

Previous Professional Experience
- Hall Render Killian Health & Lyman, PC, Associate (2015-2018)
- Japan Communications, Inc., IP Summer Associate (2014)
- Nestlé Health Science, Southwest Account Executive (2010-2014)
- Eli Lilly & Company, Sales Representative (2007-2009)

Bar Admissions
- Arizona
- Indiana

Court Admissions
- Supreme Court of Arizona
- Supreme Court of Indiana
- United States District Court, Southern District of Indiana

Client News
- Snell & Wilmer Advises Technology Food Data Company Galley Solutions as it Raised $14.2 Million in Series A Funding
- Snell & Wilmer Represents Software Development Company Flywheel Software in Growth Equity Investment from The Jordan Company, L.P.