

Greta Mattison Megna

Partner

mattisonmegna.greta@dorsey.com

Minneapolis – 612.492.6123



Greta negotiates and structures the technology licensing, SaaS, and intellectual property agreements that let companies bring software products and innovations to market on their own terms.

Greta's practice sits at the intersection of technology law and commercial strategy, where the deals she structures directly shape how her clients own, license, and monetize their most valuable assets. She drafts and negotiates complex agreements involving the development, commercialization, licensing, and use of software, technology, and other intellectual property — from foundational software licensing arrangements to high-stakes transactions that determine who controls a product's future.

A significant portion of Greta's work centers on cloud-based products and Software as a Service (SaaS) transactions. She represents both vendors and customers in these deals, addressing software licensing terms, service-level commitments, data rights, security obligations, and regulatory compliance. Her clients span a wide range of industries, including manufacturing, medical technology, social media, academia, agribusiness, and travel technologies — which means she regularly translates the same core IP and technology concepts across very different commercial contexts.

Greta also advises on the agreements that govern how technology gets built and deployed. That includes software development and product development arrangements, implementation and professional services agreements, and sponsored research agreements with research institutions and private organizations. When clients need to take their products to market through third parties, she negotiates the distribution, reseller, and channel partner agreements that define those relationships. She rounds out her commercial practice with supply and procurement agreements — including transactions in solar panel manufacturing and distribution — as well as referral agreements, services agreements, and e-commerce terms and online contracting frameworks.

Education

- University of Wisconsin Law School (J.D., 2018)
 - *cum laude*, Order of the Coif
 - Wisconsin Law Review – Note and Comment Editor; Published
 - Best Performance Award, Constitutional Law II
 - 2016 Best Brief Competition, Semi-Finalist
- University of Wisconsin - Madison (B.A., Political Science, Scandinavian Studies, 2012)

Bar Admissions

- Minnesota
- Wisconsin

For clients dealing with broader corporate matters, Greta brings additional experience in mergers and acquisitions, entity formations and reorganizations, and securities offerings. This range allows her to serve as a practical, business-minded counselor across the full arc of a company's commercial and transactional needs.

Select Experience

- Advises clients on a wide range of technology, commercial, and strategic transactions, including the drafting, negotiation, and management of complex commercial agreements across multiple industries.
- Represents both vendors and customers in connection with software-as-a-service (SaaS) transactions, including agreements involving software licensing, service levels, data rights, security, and regulatory compliance.
- Drafts and negotiates implementation services, professional services, and consulting agreements governing the deployment, customization, integration, and support of technology solutions.
- Counsel clients on software development, product development, and collaboration agreements, including arrangements involving intellectual property ownership, licensing, commercialization rights, and ongoing development obligations.

Accolades

- *Minnesota Super Lawyers*®, "Rising Stars," 2025-2026
- *Best Lawyers*® *Ones to Watch* in America 2027
- Consistently providing *pro bono* legal assistance to those in need through Dorsey's *Pro Bono* program
- MSBA, North Star Lawyer, 2019 and 2022, 2025