

Manja S. Sachet

PARTNER

Technology
Transactions
Seattle

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FOCUS AREAS

AI and Data Center
Infrastructure
Artificial Intelligence and
Machine Learning
Clean Energy
Climate and Clean
Technologies
Decarbonization Strategies
Emerging Companies and
Venture Capital
Energy and Climate
Solutions
Environmental, Social, and
Governance
Software
Sustainability and
Decarbonization
Technology Transactions
Transportation
Electrification

HIGHLIGHTS

- Represents Innovators**
Manja represents pioneering decarbonizers of the global economy, such as those in the energy storage, circular economy, fusion energy, new nuclear, carbon removal, electrification, energy efficiency, solar, transportation, and mobility industries.
- Wide Range of Clients**
Her clients include companies in a variety of industries, including cloud computing, SaaS, software, e-commerce, digital entertainment, consumer internet and mobile apps, consumer hardware, semiconductors, financial technology, and clean energy.
- Climate and Sustainability Veteran**
As a strategic advisor to leaders in the sector since Cleantech 1.0, Manja worked with many early entrants in the space, including innovators in solar, microgrid, building materials, and renewable fuels technologies.
- Tech Industry Expertise**
Manja has been in the tech industry for more than 25 years, having worked at software, internet, and streaming media technology companies prior to her law practice.

EXPERIENCE

Manja Sachet is partner in charge of Wilson Sonsini's Seattle office and head of the firm's technology transactions practice in Seattle.

Manja primarily works with technology innovators leading the transition to a low carbon economy. She has extensive experience structuring and negotiating complex agreements for groundbreaking technologies and the many novel business models deployed with those technologies.

Additionally, Manja counsels her clients on IP issues arising in venture financings, M&A transactions, spin-outs, joint ventures, and IPOs.

As a complement to her client practice, Manja is a founder and leader of the firm's cross-practice advisory groups on artificial intelligence and sustainability and ESG, in addition to being a founding member of the firm's internal sustainability task force. Manja has served on the firm's Board Nominating Committee; Diversity, Equity, and Inclusion Committee; Career Development Committee; and Pro Bono Committee.

Before her legal career, Manja worked in business roles at technology companies for nearly a decade, including at streaming media pioneer RealNetworks and in Istanbul, Turkey, where she led business

development for one of Turkey's first commercial internet service providers.

She also is proficient in German.

CREDENTIALS

Education

- J.D., University of Washington School of Law, 2005
- B.A., Smith College, 1991
Cum Laude, With High Honors in Women's Studies

Associations and Memberships

- Member, Board of Directors, Legal Counsel for Youth and Children

Honors

- Named to *Washington Super Lawyers'* list of "Rising Stars" in 2010, 2013, 2014, 2015, and 2016

Admissions

- State Bar of Washington

MATTERS

Select Experience

- Research and development agreements, including collaboration, joint development, and master services arrangements for the development of technology
- Technology licensing arrangements and sponsored research agreements with universities, government, and research institutions
- Patent licenses and patent acquisitions
- Software license and SaaS subscription arrangements
- API and SDK license agreements
- Open source software
- Distribution, reseller, value-added reseller, and other sales channel agreements
- Manufacturing and supply chain arrangements
- Public and private M&A transactions, subsidiary and business line spin-outs, asset sales, and public offerings
- Negotiating settlements of commercial disputes and intellectual property litigation, including cross-license agreements
- E-commerce and related platforms
- Consumer agreements, such as website and mobile app terms of service, privacy policies, terms of sale, and other end-user policies

Representative Transactions

- Advised **Ushr** in connection with its acquisition by Dynamic Map Platform (February 2019)
- Advised **Zunum Aero**, a pioneer in electric aviation, in its joint development agreement with Safran Group (October 2018)
- Advised **Grabit** in a strategic partnership with Burke Porter Group (June 2018)
- Advised **Tencent** in its strategic partnership with Ubisoft (March 2018)

INSIGHTS

Select Publications

- Contributor, *Sustainability and ESG Practice Advisory Update*, March 2023 - present
- Contributor, "Do's and Don'ts for Developing, Extending, and Using Generative AI Models," Wilson Sonsini Alert, May 2, 2023
- Co-author, "Thoughtful Presentation of Online Terms of Use Agreements with Arbitration Provisions Crucial to Avoid Litigation," Wilson Sonsini Alert, October 12, 2020
- Co-author, "COVID-19 and Force Majeure Clauses," Wilson Sonsini Alert, March 23, 2020
- Contributor, *Digital Health Report*, Fall 2019
- Co-author, "Court Ruling Supports Contractual and Statutory Enforcement of Open Source Software Licenses," Wilson Sonsini Alert, May 19, 2017

Select Speaking Engagements

- Moderator, "IP Protection and AI," CenterForce's AI Governance & Strategy Summit, Seattle, April 2025
- Speaker, "Lesson Learned So Far in AI – Generative AI at Work," Flying Fish Partners, Pioneer Square Labs, and Ascend, 2023
- Speaker with E. Zoli, "Carbon Monetization for DAC Companies: Contract Considerations," Air Miners, February 2023