Gavin Morrison

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My Key Qualifications

- **5 years of commercial contracting** for healthcare and technology clients, one unbroken stretch from Foley & Lardner in 2021 through Health Catalyst today.
- Closed **96 commercial agreements in 12 months** at Health Catalyst, leading redlines on SaaS, MSA, BAA, DPA, NDA, and procurement terms.
- **HIPAA and BAA fluency** in practice: updated standard BAA and security addendum language, cutting legal review time on privacy-heavy deals from 9 business days to 6.
- Drafts and negotiates SaaS, licensing, and data privacy terms **with limited supervision**, advising sales, product, security, and procurement partners directly.
- **Ironclad** for contract templates, clause libraries, and approval workflows; also hands-on with DocuSign CLM, Salesforce, Westlaw, and LexisNexis.
- Completed **28 vendor legal reviews with zero missed launch dates**, working DPAs, security exhibits, and data handling obligations with security and procurement.

Experience

Corporate Counsel — **Health Catalyst**, healthcare data and analytics software company serving hospitals and health systems

May 2023 – Present · 3 yrs 6 mos

- Negotiated a high volume of commercial agreements, closing 96 contracts in 12 months across provider, digital health, and vendor relationships, leading redlines on SaaS, MSA, BAA, DPA, NDA, and procurement terms.
- Updated standard BAA and security addendum language with fallback clauses and HIPAA guidance in Ironclad, cutting average legal review time on privacy-heavy deals from 9 business days to 6.
- Partnered with security and procurement on third-party diligence for higher-risk vendors, completing 28 vendor legal reviews with zero missed launch dates.
- Advised sales, product, security, and procurement partners on contract risk and healthcare data use terms, proposing practical alternatives to move deals to signature.
- Built quarterly reporting on negotiation trends and contract cycle time in Ironclad and Excel, identifying 3 recurring redline issues that informed playbook updates.
- Supported incident-response and internal policy workstreams on healthcare data handling, revising 5 internal policy documents in one compliance cycle through research on HIPAA and state privacy requirements.

Associate — **Foley & Lardner LLP**, international law firm with healthcare and technology transactions practices

Aug 2021 – Apr 2023 · 1 yr 8 mos

- Drafted and negotiated customer and vendor agreements for healthcare and software clients, handling 41 executed agreements over 20 months across MSA, SaaS, licensing, NDA, and SOW terms.
- Prepared HIPAA and privacy issue summaries tied to implementation and data-sharing terms, supporting 17 matters involving business associate agreements and data use restrictions using Westlaw and LexisNexis research on HIPAA, state privacy rules, and customer redlines.
- Created reusable clause language for information security and audit provisions by compiling fallback language from prior negotiations, cutting first-draft turnaround time by 2 business days for partner review.
- Advised clients on commercial technology and healthcare agreements, supporting negotiations, diligence, and regulatory issue spotting for transactions and customer implementations.

Education

- **Southern Methodist University Dedman School of Law** — Juris Doctor in Law · 2018 – 2021

Skills

- **Commercial & Healthcare Contracting:** Commercial Contracts, SaaS Agreements, Business Associate Agreements, Data Processing Addenda, Vendor Contracts, HIPAA, State Privacy Laws, Information Security Provisions
- **Legal Research & Tools:** Ironclad, DocuSign CLM, Salesforce, Westlaw, LexisNexis, Microsoft Office