

# Gregory L. Cohen

COUNSEL  
he / him / his

Phoenix, AZ | 602.650.2025  
[gcohen@polsinelli.com](mailto:gcohen@polsinelli.com)



Greg Cohen brings more than 25 years of legal experience to serving his clients. Having spent most of his career as an in-house attorney, he understands the day-to-day pressures that business leaders and stakeholders face, including the challenges of moving quickly to meet urgent business needs. He has deep experience moving through multiple business cycles and recognizes the importance of nimbly responding to changing economic conditions.

Greg routinely negotiates and drafts a wide variety of contracts and agreements that includes technology transactions such as software as a service, software subscription, software licensing, technology acquisition, and data use agreements. He also assists clients in addressing other technology-related issues such as website development, terms of service and privacy policies. Greg draws on his experience in the healthcare industry to assist clients with technology and supply chain agreements that touch on healthcare regulatory issues such as HIPAA privacy and security issues and business associate requirements.

Greg prides himself on his personalized approach in handling client matters, including taking the time to listen and understand the business. He then works to understand the unique challenges the client faces and works to provide the strategic and tactical solutions needed in order to achieve those business objectives. He recognizes that legal matters rarely exist in isolation and takes a holistic approach to meeting each client's business needs which includes understanding how each matter fits into the client's broader business objectives.

## Education

- University of Arizona James E. Rogers College of Law (J.D., 1993)
- Brandeis University (B.A., 1990)
  - Politics

## Bar Admissions

- Arizona

## Capabilities

- Technology Transactions
- Commercial Contracts & Transactions
- Information Security (InfoSec)
- Technology

## Court Admissions

- U.S. District Court, District of Arizona

## Memberships

- Executive Committee Member and Board Member, Temple Chai; Phoenix, AZ
- Arizona Society of Health Care Attorneys
- Jewish Family & Children's Services Professional Leadership Development Program, 2017-2018
- Arizona Chapter of the Anti-Defamation League: Member of the Board of Directors, Former
- Scottsdale Bar Association, Former
- Scottsdale Leadership, Class 25

## Matters

---

- Served as General Counsel for multi-state insurance sales and administration organization.
- Served as General Counsel and Vice President of Human Resources for mobile healthcare company.
- Representation of national hospital system in portfolio of technology services agreements including software as a service and licensing agreements.
- Representation of national hospital system in agreements with technology services providers including professional services organizations, website developers and consultants.
- Representation of national hospital system in system-wide clinical purchasing agreements for implantable products, medical devices and related products.
- Representation of national hospital system in contracting for a portfolio of clinical services agreements.

## Publications

---

October 29, 2025

**Joint Commission and Coalition for Health AI Release First-of-Its-Kind Guidance on Responsible AI Use in Healthcare**

May 2025

**Trends in Negotiating With Software-as-a-Service Providers**

*Co-Author, The Computer & Internet Lawyer Vol 42 No 5*

February 28, 2025

**Trends in Negotiating With Software-as-a-Service Providers**

February 6, 2025

## **2025 Technology Transactions & Data Privacy Report**

October 2023

### **Copyright Ownership in Works Created by AI Applications**

*Author, The Licensing Journal Vol 43 No 9*

Sep/Oct 2023

### **Artificial Intelligence Applications and the Rules of Professional Conduct**

*Co-Author, Utah Bar Journal*

September 2023

### **Identifying and Managing Risk Posed by Chat AI in Licensing Arrangements**

*Author, The Licensing Journal Vol 43 No 8*

August 7, 2023

### **Concerns and Considerations for Using Generative Artificial Intelligence as Part of Routine Business Operations**

March 23, 2023

### **The Structure of Data Rights in a Post-On-Premises World**

February 2, 2023

### **Tech Transactions & Data Privacy 2023 Report**

February 2023

### **Considerations for Treating Data as an Asset in Transactions**

*Presenter, The Arizona Chapter of ARMA International*

October 2022

### **Structuring Data Rights in Software**

*Presenter, The Arizona Chapter of ARMA International*