

Gregory M. Kratofil, Jr.

OFFICE MANAGING PARTNER | TECHNOLOGY TRANSACTIONS &
DATA PRIVACY CHAIR

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Greg Kratofil, Jr. helps companies build, deploy and protect the technology that drives their business. As Chair of Polsinelli's Technology Transactions and Data Privacy practice and Co-Managing Partner of the Kansas City office, Greg counsels Fortune 500 companies, emerging innovators and industry leaders on how to structure complex technology initiatives, commercialize new solutions and manage privacy and cybersecurity risk. He brings a practical understanding of the business realities facing founders, in-house counsel and boards, particularly in infrastructure-intensive and highly regulated sectors such as information security, health care, fintech and data centers.

His work covers a broad range of technology and commercial arrangements, including licensing, strategic alliances, outsourcing, and cloud and data infrastructure projects. Greg frequently leads large-scale data center and network infrastructure transactions, helping clients address the operational, regulatory and commercial challenges that come with critical systems and enterprise platforms. He also supports clients in the commercialization of AI-driven and data-centric solutions that form the backbone of modern business.

Greg's national privacy and security practice includes representing information security companies in corporate partnering, acquisitions and compliance matters. He advises technology and enterprise clients operating in regulated and mission-critical environments, including those subject to Department of Defense, financial services and health care oversight. His experience spans threat assessment, incident response, governance, risk and compliance solutions. Greg also counsels companies on data protection, vendor risk management and global privacy compliance under frameworks such as the GDPR, CCPA and emerging state and international AI and data regulations.

A leading advocate for startups and emerging companies across the Midwest, Greg often serves as outside general counsel, guiding founders through formation, financing, growth and successful exits.

Education

- Saint Louis University (J.D., *magna cum laude*, 1998)
- Loyola University New Orleans (B.A., *magna cum laude*, 1995)

Capabilities

- Technology Transactions
- Privacy & Cybersecurity
- Data Center & Infrastructure
- FinTech & Blockchain Technology
- Health Care Technology
- Licensing & Transactions
- Technology
- Commercial Contracts & Transactions
- Artificial Intelligence & Machine Learning
- US State Privacy Laws
- Information Security (InfoSec)
- Data Breach & Incident Response

Bar Admissions

- Kansas, 1999
- Missouri, 1998

Memberships

- Kansas City Sports Commission and Foundation
 - Member, Board of Directors, 2024-present
- KC Tech Council
 - Founder
 - Member, Board of Directors, 2010-present
- Avila University
 - Member, Board of Trustees, 2015-2024
- Rockhurst High School
 - Member, Board of Trustees, 2018-2024
- Jackson County Sports Complex Authority
 - Commissioner, 2014-2019
- Kansas City Startup Foundation, 2016-2019
- The Enterprise Center of Johnson County
 - Member, Board of Directors, 2012-2015

Recognition

- Named Influential Lawyer of the Year, *Missouri Lawyers Weekly*, 2018
- Honored among the Top Connectors in Education & Entrepreneurship, Kauffman Foundation, 2017
- Selected as one of *Missouri Lawyers Weekly* Up and Coming Lawyers, 2014
- Recognized in *Ingram's 40 Under 40*, 2013
- Recipient of the Silicon Prairie Awards - Startup Service Provider of the Year, 2012
- Featured as a *KC Business Magazine* "Rising Star", 2011
- Recognized as the "Best of the Bar" for Technology Law by the *Kansas City Business Journal*