



BILLIE MUNRO AUDIA

Partner
bmaudia@outsidegoc.com



Billie is an experienced General Counsel and natural negotiator who excels at high-stakes transactions, particularly those involving SaaS, IP, AI, med tech and global-scale corporate issues. She has earned the trust of an impressive roster of technology and specialty retail clients, including [andros Technologies](#), [CareerBlast](#), [ZOLL Medical Corporation](#), and [Sassafras Software](#).

Billie honed her global skillset as an associate in Covington & Burling's technology transactions group in the firm's London office. While in the U.K., she also served as Associate General Counsel (EMEA) for two Silicon Valley companies. In both roles, Billie was responsible for all legal matters across Europe, the Middle East, and Africa, providing strong leadership and foresight to the EMEA teams. Subsequently, upon returning the U.S., Billie was the Director of Commercial Transactions for Gap, Inc., where she negotiated a wide-range of corporate deals including a global outsourcing transaction with IBM valued at \$1.1B.

Prior to joining OGC, Billie served as acting General Counsel for Planisware, a software company based in Paris and San Francisco, where she advised on corporate matters and negotiated SaaS deals with Planisware's customers worldwide. In addition to Planisware, Billie advised a diverse portfolio of companies (VMware, ImmuRx, Serena & Lily and Charlotte Russe) and entertainers (New Yorker cartoonists) on commercializing and protecting their intellectual property assets in her role as the founding principal of Zermatt Legal Group.

EDUCATION

University of Denver, J.D.
University of Massachusetts, B.A.,
cum laude

SECTORS AND SERVICES

[Intellectual Property](#)
[Technology Transactions](#)
[Commercial Transactions & Contracts](#)
[Software, SaaS & Hardware](#)
[Retail & Consumer Products](#)

CREDENTIALS

Bar Admissions

Pennsylvania
New Hampshire
U.S. Court of Appeals, Federal Circuit

As a part-time law professor and avid mentor, Billie launched and taught the highly popular International Intellectual Property Law course at Vermont Law School. She also frequently lectures on IP and tech licensing at Tuck Business School, Suffolk Law School, and the Association of Corporate Counsel conferences. Known for translating complex concepts into user-friendly language, she has published numerous articles and co-authored the book *Intellectual Property in Academia: A Practical Guide for Scientists and Engineers* (Taylor & Francis). Billie now writes the Contracts Corner column for the Association of Corporate Counsel's DOCKET, covering topics such as [legal issues in SaaS arrangements](#) and [social media influencer agreements](#).

Early in her career, Billie developed a life-long commitment to protecting the rights of artists as a Business Affairs lawyer for the Smithsonian Institution in Washington, DC. Since then, she has advised a number of pro bono clients, including Inocente, the San Diego-based visual artist who stars in an Oscar-winning documentary film about the transformative power of art and personal resilience.

Billie graduated cum laude from the University of Massachusetts and earned her JD from the University of Denver. Her advanced continuing-education coursework spans Harvard Law School, Dartmouth College, and London Business School. She is licensed to practice law in Pennsylvania and New Hampshire and to appear before the US Court of Appeals, Federal Circuit.

She serves on various boards, including the Upper Valley Aquatic Center, the Parents Committee at Phillips Exeter Academy, and the Family Leadership Committee at Dartmouth College, and was a member of the ski patrol at Okemo Mountain in Vermont for ten years. Billie speaks Italian and is an accomplished triathlete and avid tennis player. She lives in northern New England with her family and their Rhodesian Ridgeback, Bode.