



COUNSEL

Bobby N. Turnage, Jr.

RICHMOND, VIRGINIA

MCLEAN, VIRGINIA

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(804) 783-7204

Practices

Cybersecurity & Technology

Intellectual Property

Healthcare

Business & Corporate Transactions

Industries

Retail & Hospitality

Banking & Finance

Privately Held & Small Business

Insurance

Non-Profit & Tax Exempt

Healthcare

EDUCATION

University of Mississippi School of Law, J.D., 1992

Virginia Commonwealth University, B.S., 1989

ADMISSIONS

District of Columbia

Virginia

Bobby Turnage is a business-minded attorney with more than 20 years of experience advising organizations dealing with technology and data-related matters, including cybersecurity, data security, technology contracts, privacy, and conducting business on the web.

Bobby advises clients of all sizes, both public and private, from start-up to well-established, and across multiple industries. Whether guiding clients through a data breach or negotiating technology-related contracts that drive growth, Bobby brings a practical, “here’s how we can get it done” approach to delivering legal services. Bobby joined Sands Anderson in 2019 and is the Cybersecurity and Technology Team Leader. As a lawyer and a former senior executive in the tech industry, he has the knowledge and skills to help you prepare for and navigate the legal risks associated with technology services and the use or handling of data.

Before joining Sands Anderson, Bobby was a partner at Venable LLP. Prior to that, he served as Senior Vice President, General Counsel and Secretary for Network Solutions, LLC, a leading provider of web-based products and services for businesses and organizations. His other previous experience includes serving as Associate General Counsel for Verisign, Inc., a high-tech internet services company, and serving as a defense attorney and prosecutor in the U.S. Army Reserve JAG Corps. Bobby’s thorough experience as a lawyer and corporate executive gives him a unique perspective that is valued by his clients.

PROFESSIONAL HIGHLIGHTS

- Advised and guided clients through numerous data security incidents and data breaches involving the exfiltration, loss, theft and unauthorized disclosure of sensitive information such as consumer data, cardholder data and healthcare data.

Continued

RECOGNITION

Legal Elite, Intellectual Property/Information Technology, Virginia Business Magazine, 2019-2020

Legal 500 in categories of M&A: Middle-Market (sub-\$500m) and Technology: Data Protection and Privacy, 2013 edition

Meritorious Service Medal

Army Commendation Medal (1OLC)

Army Achievement Medal (1OLC)

Leatherneck Dress Blues Award (USMC)

Navy League Outstanding Marine Corps Recruit Award (USMC)

PROFESSIONAL AFFILIATIONS

Virginia State Bar

Virginia Bar Association

District of Columbia Bar

Home Care Delivered, Inc., Board Member

Northern Neck Insurance Company, Board Member

Lead Virginia, RVA Regional Alumni Council, Co-Chair

Rvatech, Richmond Technology Council

Business and Consumer Payments Advisory Council for the Federal Reserve Bank of Richmond, Member

General Counsel Committee of the Northern Virginia Technology Council, Past Chair

Lead Virginia, Class of 2015

Association of Corporate Counsel, Past Member

PROFESSIONAL HIGHLIGHTS CONTINUED

- Advised clients concerning cybersecurity risk assessments and incident response planning.
- Drafted and negotiated complex technology-related contracts, including contracts pertaining to digital platform access and distribution, SaaS service offerings, digital audio/visual content distribution, software development, data analytics and data hosting, and website hosting and design.

SPEAKING ENGAGEMENTS

"Data Breach Management and Legal Issues for Information Technology Professionals", Virginia Tech Master of Information Technology Program, November 2020

"Cybersecurity and Cyber Risk Management for Financial Institutions", Federal Reserve Bank of Richmond, Payments Advisory Council, October 2020

"Tackling Data Security – It's Not Just for Techies!", Sands Anderson Webinar, October 2020

"Cybersecurity – Trends and Tips for Businesses", Fredericksburg Regional Chamber of Commerce, August 2020

"Are You Prepared for a Cyber Event?", Truist Bank, July 2020

"Cybersecurity Legal Issues", Business @ Lunch Radio Show, Roanoke-Blacksburg Technology Council, May 2020

"A Life as a Data Security, Privacy and Cybersecurity Lawyer", Data Privacy & Cybersecurity Legal Society, William & Mary Law School, February 2020

"Cybersecurity and Risk Management for Financial Professionals", Accounting Firm (Private Presentation), January 2020

"Incident Response Planning", Cybersecurity Work Group for Medical Facilities (Private Presentation), January 2020

"Cybersecurity and Cyber Risk Management for Financial Professionals", Commonwealth Association for Financial Professionals, November 14, 2019

"Privacy Protection & Cybersecurity – What You Need to Know to Protect Yourself in the Digital Age", Equity Concepts, November 7, 2019

Cybersecurity Panel Discussion, Bank of America, October 31, 2019

"Executive Conversations: Cybersecurity – it's not just for IT Professionals", Virginia Commonwealth University School of Business, October 16, 2019

"Cybersecurity – A Practical (non-technical!) Discussion of the Risks and How to Tackle Them", Richmond Bar Association, October 15, 2019