



# BILLIE MUNRO AUDIA

Partner  
bmaudia@outsideogc.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

- a global, omni-channel furniture and home goods retailer with a \$5.4B market cap;
- an AI-driven personal branding tech company;
- a company that offers a scalable, insight-driven retail platform, supporting 175+ modern brands with over 100+ active retail stores; and
- a global technology company offering software development solutions to Fortune 500s

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 to 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,

## EDUCATION

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

## SECTORS AND SERVICES

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

## CREDENTIALS

### Bar Admissions

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

### Honors & Awards

Recipient of Buying Legal Council's 2024 Collaboration Award for her work with Wayfair Inc.'s Legal team.



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