



Heath Dixon

Business, Tech Transactions
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Profile Introduction

With more than two decades of experience, primarily as senior in-house counsel to several of the world's leading technology, retail, and professional services companies, Heath provides strategic, business-driven legal counsel on commercial and technology transactions and data privacy. He helps technology-focused businesses — and businesses for which technology is a key resource — mitigate risks and break down barriers to success when launching and operating technology-driven products and services.

Drawing upon years of experience on both sides of vendor-customer relationships, at the negotiating table Heath obtains the right protections for clients by effectively framing difficult issues in terms that counterparties can understand and accept. And drawing upon extensive in-house experience with the full contract lifecycle, he understands that legal support for contracts does not end when contracts are executed and most contract disputes won't go to court, so he takes a practical approach on contract terms to build durable commercial relationships.

Heath advises companies at every step of the product- and service-development lifecycle, from initial concepts and design decisions, through vendor contracts for obtaining inputs, all the way to developing customer-focused service terms and privacy policies. Drawing on his years of work with cutting-edge technologies, he helps clients to understand the impact of existing law on rapidly emerging and constantly changing technology assets and to ensure regulatory compliance without sacrificing speed to market.



Heath is particularly adept at helping businesses develop, implement, and improve internal and third-party processes to handle high-volume and high-risk legal, business, and customer-relationship matters. During his 12 years at Amazon, he negotiated business-critical hardware, software, and services agreements and helped Amazon Web Services (AWS) launch hundreds of new services and features. He led the team that provides legal support for all domain name-related operations, including Amazon's Registrar, Registry, and Hostmaster teams. Beyond typical legal work, he helped promote adoption of brand top-level domains (such as .aws and .amazon), served as President of ICANN's Brand Registry Group, led Amazon's transition from legacy IP asset management systems, and oversaw leadership and productivity training programs for the company's IP operations team.

After earning his law degree from the University of Chicago Law School, Heath began his practice at a highly regarded Dallas, Texas-based law firm where he advised name-brand technology clients on matters such as outsourcing and service agreements, privacy and data protection, licensing agreements, and commercial and intellectual property disputes.

As a former public-school teacher and debate coach, Heath remains committed to helping the next generation of lawyers achieve professional success. Since 2018, he has been an adjunct professor of law at the University of Washington School of Law where he teaches courses on drafting business documents. He continues to serve as the University of Chicago Law School Class of 2001 alumni representative and class correspondent.

Honors

- Profiled in the Dot Brand Observatory by ComLaude: "Dot AWS: Aiding Amazon's rollout of IPv6"
- Profiled in The Record, the alumni magazine of the University of Chicago Law School: "Heath Dixon '01: A Consistent Legal Mind in an Ever-Changing Company"

Community Service

- Campaign for Equal Justice, Board Member (2019–present)
- Gregoire Fellow Program, Governance Committee (2018–present)
- Brand Registry Group, Board Member and President (2019–2021)
- Queen Anne Elementary School, PTSA President (2015–2017), Vice President (2014–2015), Board Member (2013–2017)
- Susan G. Komen Foundation, 3-Day Walker (2012–present)

Education

- University of Chicago Law School



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315 Fifth Avenue South, Suite 1000 Seattle, Washington 98104

JD, 2001

Law Student Association (Representative, Secretary and Treasurer), University of Chicago Legal Forum (Comment Editor), Ann Watson Barber Award for Outstanding Service to the Law School Community

- Washington and Lee University

BA, *magna cum laude*, with honors, Economics, 1993

National Merit Scholar, Phi Beta Kappa, Omicron Delta Kappa, Omicron Delta Epsilon (Economics), Pi Sigma Alpha (Political Science), Sigma Nu fraternity, Mock Convention (Platform Committee Chair)

Bar Admissions

- Washington
- Texas