



## Mark S. Williams

Partner

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### What can I solve for you?

As an attorney with a strong background in analysis, strategic thinking, and a passion for advocacy, I can offer you a unique set of skills to help solve your legal challenges. During technology contract negotiations, I can advocate on behalf of underdog school districts to ensure that they receive the best possible outcome. My ability to understand the technical details of technology contracts and communicate them effectively to my clients allows me to provide clear and concise guidance that ensures a successful negotiation process.

### What's it like to work with me?

My ability to work collaboratively with clients and colleagues alike ensures that everyone's input is heard and valued. I am dedicated to building strong relationships with my clients, which allows me to better understand their needs and develop strategies that will lead to the best possible outcomes. As a skilled negotiator, I am committed to advocating for my clients and achieving the best possible outcome for them. The negotiations and cases aren't about me; they're about solving problems so my clients can carry out their important mission: educating our students.



*"As a facilities attorney, it is my job to help build the stage upon which education performs."*



## Overview

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Nationally recognized for his outstanding education law knowledge and client service delivery, Mark Williams represents K-12 school districts, community colleges and Joint Powers Authorities. Mark drafts, reviews and negotiates complex technology, construction and architect contracts and is known across the country as the author of a groundbreaking technology form agreement. Mark also has decades of experience litigation, both in the courtroom and around the negotiation table, which has served him well as he fully understands the issues to look for when drafting contracts.

Drawing on both his deep knowledge of the law and ability to conceive and implement cutting-edge ideas, Mark created the California Student Data Privacy Agreement and then led the efforts to draft the Nationwide Student Data Privacy Agreement. The sophisticated yet easy-to-read documents are used by thousands of school districts throughout California and in 37 states. These “public service contributions,” as Mark calls them, and his day-to-day client service have earned him a reputation as a highly regarded authority on technology procurement and student data privacy.

Because his contract and litigation skill sets and knowledge intersect, Mark drafts air-tight agreements that prevent litigation problems from arising. Additionally, his contract experience informs his litigation strategies and narratives that help him prevail in the courtroom.

Clients benefit from three of Mark’s other strengths. First, his capacity to quickly bottom-line the financial details and identify the salient issues in a matter or a case greatly helps clients prepare budgets and make informed strategic decisions. Second, his willingness and ability to “step in the shoes” of opposing counsel provide insight into their perspectives and positions, which help him resolve disputes. Third, Mark makes it a priority to lift the burden off his clients’ shoulders and place it on himself, greatly reducing their worries or dispensing with them entirely. As he puts it: “I’m an anxiety-shifter.”

## After School

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An avid gardener, Mark grows a cornucopia of flowers and vegetables and is particularly proud of his zinnias, marigolds and tomatoes. He also enjoys horseback riding.

## Education

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- University of California, Berkeley School of Law (J.D.)



- University of California, Los Angeles (B.A.)

## Admissions

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### Bar Admissions

- California

## Related Services

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- Facilities & Construction
- Business
- Governance & Leadership
- Litigation
- Real Estate & Property
- Virtual Learning

## Related Clients

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- Community Colleges
- Public Education K-12