



### Paul Allen

Partner

HEAD OF INTELLECTUAL PROPERTY AND TECHNOLOGY - MIDDLE EAST

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Paul Allen has over 14 years of international legal experience in the technology, media and telecommunications (TMT) sectors. Paul focusses on non-contentious, IT & telecoms projects, with particular experience in the delivery of large-scale outsourcings, managed services and network related transactions.

Paul has developed an award-winning team in the Middle East. The team's legal knowledge covers the breadth of the TMT sectors, as well as boasting tri-lingual capabilities (Arabic / English / French).

Coordinating and project managing large teams is integral to Paul's role, in addition to delivering top quality legal services in large-scale outsourcing and IT & Telecoms projects.

Paul also advises clients on general IT, intellectual property, data protection and corporate matters. In this regard, Paul regularly advises international clients on their market strategies in the Middle East, and coordinates the provision of a broad range of corporate, commercial and dispute resolution related advice and support for those clients. He has assisted software developers with development, distribution and reseller agreements, undertaken major intellectual property assignments for innovation incubators, including an intellectual consultancy for a research-based university, and advised on an AU\$ 200 million corporate takeover.

#### RELATED SERVICES

- Intellectual Property and Technology

#### RELATED SECTORS

- Government Contracting
- Technology
- Financial Services

#### EXPERIENCE

- Advising a UAE free zone on the outsourcing of its entire IT function
- Negotiating a US\$50 million engineering services outsourcing on behalf of an Indian based supplier
- Advising a Middle East government entity on a private network programme, including preparation of a master agreement for the delivery by a national telecoms operator of managed services in respect of the MPLS-based Government network
- Advising a Middle East government entity on the outsourcing of a security operations centre on a design, build, operate and transfer basis, including preparation of a draft contract and negotiation of the contract with the chosen supplier, Wipro
- Advising a Middle East government entity on the procurement of a contract management software platform and associated

services, including preparation of a software licence agreement and services agreement

- Advising an African telecommunications operator on the drafting and negotiation a framework agreement for the supply, installation and operational management of various networks
- Advising a regional telecoms operator on its USD 150+ million outsourcing and transformation of its IT function in respect of its business support systems, including advising throughout the competitive procurement process, drafting of the outsourcing agreement and schedules and negotiation with all bidding suppliers
- Advising a Middle East telecommunications operator on its online contracting strategy, including reviewing and analysing the electronic transactions laws across the GCC and advising on the enforceability of a contract which has been entered into through online functionality
- Advising a UAE media company on the monetisation of sporting rights across the Middle East and North Africa, including drafting and negotiating a channel playout outsourcing agreement, broadcast production agreement, channel carriage agreements, online portal development, hosting and operation agreement and other hardware-related distribution agreements
- Advising a UAE media company on a suite of media-related commercial agreements for satellite transponder access, channel carriage and set-top box manufacture and distribution

## CREDENTIALS

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### Professional Qualifications

- Solicitor of the Senior Courts of England and Wales

### Recognitions

Clients have had the following to say about Paul:

"The best TMT lawyer in the region" *Legal 500* 2015

"Stands out for his client relations, follow up and problem-solving skills," *Chambers Global* 2015

"Vastly experienced" with over 14 years of international practice in the TMT sectors, where he has focused on non-contentious IT and telecoms projects. He is described as "incredibly knowledgeable" and his "genius" is often cited by peers and clients," *Who's Who Legal* 2016

### Education

- Queensland University of Technology, BA (European Studies)
- Queensland University of Technology, LLB (Hons)

## INSIGHTS

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### Publications

- "Outsourcing: A Practical Guide," *Globe Law and Business*, September 2015

### Events

### Previous

#### COVID-19: The Age of Viral Outbreaks – Impact on Outsourced Functions and Relationships

30 March 2020

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- Achieving success in outsourcing and managed services deals, Bahrain, September 2012
  - Managed Services Growth Markets, Dubai, May 2012
  - Outsourcing for financial institutions, Bahrain, September 2012 / Kuwait, October 2013
  - MVNO's Webinar, March 2013
  - Cloud world forum MENA, Dubai, March 2013
  - Managed Services Growth Markets, Istanbul, May 2013
  - Webinar on Broadband Policies in Emerging Markets Webinar, Dubai, April 2013

## NEWS

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- After Hours: Paul Allen, partner and head of IP & Tech - ME, DLA Piper, *ITP.Net*, 8 May 2017