



### Mark O'Connor

#### Partner

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Mark O'Connor is experienced in all aspects of IT law, majoring on cloud and digital transformation, public procurement and outsourcing.

Mark has been ranked as an "expert" since 2002 and recent *Chambers* and *Legal 500* entries include "maintains excellent client relationships", "first class legal acumen", "excellent IT knowledge" and the Who's Who of international IT lawyers describes Mark as "outstanding".

Mark has previously been the UK Managing Partner of DLA Piper and is currently the Chair of the Society for Computers and Law and of DLA Piper's London Client Group.

Mark advises companies and governments on digital transformation, agile development, open source, AI and cloud computing legal challenges and has been involved in drafting and negotiating cloud computing contracts both on the provider and the customer side.

Mark provided legal and procurement advice to the Cabinet Office and OGC in its work to establish the "G-Cloud" as part of the public sector ICT strategy to meet the objectives of the Digital Britain report.

Specifically, Mark has sought to aid the UK public sector, and subsequently cloud vendors and large corporate customers find consensus and complete larger deals. He established an independent cloud forum, bringing together like minded experts from vendor organisations such as Colt, Dell, Salesforce, Agilisys, Skyscape Cloud, Memset and Microsoft. Customers involved have included the Cabinet Office and various regulators.

Mark is DLA Piper's client partner for its relationships with British Airways, Vodafone, LEGO and KPMG. Mark is also legal advisor to clients including National Grid, Close Brothers and the MOD.

## EXPERIENCE

Mark has advised on numerous public and private sector procurements, and deals where Mark has led include:

- The International Airlines Group Hybrid Cloud digital transformation project (including deals with vendors including Oracle, TCS, IBM, BT and Atos);
- National Grid's ADAM framework establishment

## RELATED SERVICES

- Data Protection, Privacy and Security
- Intellectual Property and Technology
- International Trade, Regulatory and Government Affairs
- Technology Transactions and Strategic Sourcing

## RELATED SECTORS

- Technology
- Financial Services

- The MoJ Future IT Services procurement (acting for preferred bidder Lockheed Martin)
- The Pensions Regulators Employer Compliance Regime competitive dialogue
- Mark has acted for Ofsted for ten years, originally engaged for Ofsted's competitive dialogue procurement for Early Years Inspection Services and latterly advising on cloud strategy, re-procurement strategy, web site redesign and other commercial matters including the creation of template contracts for the regulator
- Mark acted for QCA and QCDA from 2006 to its closure. Originally engaged for the "Minerva Project" for the QCA to establish the new Diploma for vocational study, and latterly advising on a range of commercial and IP matters and on the commercial aspects of closure and transfer
- Mark led a team of 100 lawyers in consortium with PwC and Landwell for the Cabinet Office's Admin Burdens Reduction Project: the first baselining of the administrative burden represented by UK legislation

## CREDENTIALS

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### Professional Qualifications

- Solicitor of the Senior Courts of England and Wales

## INSIGHTS

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Mark is often quoted in industry journals and has appeared as an industry pundit on Sky News, CNBC and Radio 4. Mark is a member of SOCITM, and the SOCITM Open Source Group and the Society for Computers & Law. Mark was the creator and editor of Bird & Bird's IT and e-commerce law bulletin and the DLA Piper "Technology and Sourcing News", is a contributing editor to the Computer Law and Security Report and lectures each year at the IT Law Summer School in Cambridge.

Mark is the author of the BSI - DISC, 2001 Data Compliance Standard. Mark's most recent book is "Information Technology Transactions - Business, Management and Legal Strategies" originally by Canadian lawyer Duncan Card. Mark is the author of the UK edition, published by Sweet & Maxwell.

## Events

### Previous

#### TechLaw

31 July 2020  
TechLaw Event Series  
Webinar

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#### DLA Piper European Technology Index 2020

31 July 2020  
Webinar

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

30 March 2020

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