



Jonathan Rofé

Partner

Paris
T: +33 (0)1 40 15 25 31
F: +33 (0)1 40 15 25 00
M: +33 6 59 71 73 93

Thanks to his thorough knowledge of the sector, Jonathan Rofé assists business users as well as suppliers of IT services for drafting and negotiating their contracts, and for any matters related to intellectual property, data protection linked to IT projects and accompanying them in their digital transformation.

He also has extensive experience of multi-jurisdictional outsourcing projects (BPO, ITO, AMO) and heads this practice in the IPT department.

RELATED SERVICES

- Intellectual Property and Technology

LANGUAGES SPOKEN

English French

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- English
- French

EXPERIENCE

- Assisting a French multinational pharmaceutical company in the outsourcing of its all its worldwide regulatory affairs to a single service provider
- Assisting a French multinational pharmaceutical company in the selection of and negotiation with various Cloud services providers within the frame of its global cloud approach and "Cloud Enablement" project. We have been involved in the negotiation with all key cloud services providers, including review and negotiation of their contracts, risk assessment, data privacy analysis, etc. (Microsoft, Amazon, Google, IBM)
- Assisting a French multinational pharmaceutical company in the outsourcing of all its finance and procurement services to a single provider in 33 countries. We assisted the company in all phases of the project (RFP, bidders selection, negotiations)
- Assisting a major film production and distribution company in the context of its partnership with a leader of e-payments systems for the setting up and maintenance of a secured digital platform for the archiving and exploitation of all its film portfolio in digital format
- Advising a leading and innovative global tire manufacturer in its re-tendering of its global IT infrastructure outsourcing from incumbent supplier to several new multisourcing suppliers. Scope of the outsourcing was worldwide and included Data Centers (including Cloud Computing Services), Network, End-User Services, NET and Multi-Suppliers Integration

- Advising French multinational pharmaceutical company in the implementation of its global patient relationship management platform. Our team was involved in the setting up and negotiation of the contractual documents to be signed with all providers involved in the project (Integrators, Software publisher) together with the authorization process before the CNIL for the processing of health data through the platform
- Assisting a French multinational pharmaceutical company on a daily basis in all its IT contract negotiations and digital transformation issues (cloud services, implementation services, software and maintenance agreements, IoT etc.)
- Advising a worldwide lead in integrated facility management services in the outsourcing of its service desk and IT hardware management services to Computacenter, aiming at harmonizing and integrating services, processes and tools
- Advising an leading international luxury group based in Paris in the contractual strategy (including since the RFP process) and negotiation of all contracts linked to the launch of this new e-commerce platform, including:
 - SAAS services with Salesforce and related IT implementation services
 - Application maintenance services
 - Order Management services and related IT implementation services
 - PIM services (RFP still on-going)
 - Payment tools and fraud management system

CREDENTIALS

Professional Qualifications

- Avocat admitted to the Paris Bar

Prior Experience

Before joining DLA Piper, he worked for various major law and consulting firms.

Education

- University of Paris V Descartes, Postgraduate degree (DESS) in e-commerce Law
- University of Paris I Panthéon-Sorbonne Master's degree in property and contracts Law

Memberships

- European Outsourcing Association France

INSIGHTS

Publications

DLA Piper's white book on digital transformation in free-view access

3 JAN 2018

In April 2017, Paris office launched the *Guide du Numérique* (DLA Piper 180 pages white book on digital transformation) co-edited with the leading business magazine Option Finance, aimed at summarizing in one 'white book' the main legal topics and issues regarding the digital transformation.

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

Events

Previous

DLA Piper WIN Israel GC Confidential Dinner

22 OCT 2017
Tel Aviv-Yafo

- DLA Piper Tech Day, The Peninsula Hotel, Paris, December 2014

NEWS

DLA Piper has advised Société Générale on its acquisition of Treezor

2 Oct 2018

DLA Piper has advised Société Générale on its acquisition of Treezor, one of the leading platforms of Bank-as-a-Service in France, which provides banking services and the entire payment chain by API to many innovative companies in the financial sector.

DLA Piper expands its "Know Your Rights" responsible business initiative across Europe

10 APR 2018

DLA Piper has expanded its "Know Your Rights" pro bono programme for the legal empowerment of refugees and asylum seekers to two new countries in Europe. Following its successful introduction in Amsterdam last year, the programme is now opening in Paris and Vienna, with further launches planned for Hamburg, Luxembourg and Rome.
