



Jonathan Rofé

Socio

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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.

SERVICIOS RELACIONADOS

- Intellectual Property and Technology

IDIOMAS

Francés Inglés

IDIOMAS

- Francés
- Inglés

EXPERIENCIA

- 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

CREDECIALES

Cualificaciones profesionales

- Avocat admitted to the Paris Bar

Experiencia previa

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

Formación

- 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

Asociaciones profesionales

- European Outsourcing Association France

NOVEDADES

Publicaciones

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

Eventos

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