



Vinny Sanchez

Partner

GLOBAL CO-CHAIR, TECHNOLOGY TRANSACTIONS AND STRATEGIC SOURCING

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Vinny Sanchez is the Global Co-chair of DLA Piper's Technology Transactions and Strategic Sourcing practice and is highly recognized as a leading IT and outsourcing lawyer by *The Legal 500 and Chambers*.

Vinny advises clients in complex technology, strategic sourcing/outsourcing and commercial transactions as well as with respect to governance, workouts and disputes relating to such transactions. His strategic sourcing/outsourcing experience involves the outsourcing of key business and technology operations, such as information technology (application development/management, infrastructure, etc.), human resources, facilities management, finance, accounting, supply chain management, research and development, networks/telecommunications, and other key operational functions. He represents clients in connection with large-scale global implementation and transformation projects, including the migration of key business processes to cloud-based services. He also represents clients on matters involving the development of strategic sourcing programs, technology acquisitions and divestitures, data center/co-location agreements, technology joint ventures, strategic alliances, collaborations, licensing and the distribution and commercialization of technology and data assets.

In the area of digital strategic asset management, Vinny advises clients in navigating the legal and operational risks associated with the digital transformation of the enterprise and the evolution of business models that leverage both technology and data as strategic assets to be optimized and potentially monetized. He works with clients through their digital journey, including navigating the phases of ideation/incubation, innovation and commercialization or operational integration. As a trusted digital advisor, he guides clients through (1) the risks associated with establishing new digitally-focused business models and platforms, (2) the adoption of new digital technologies such as artificial intelligence, machine learning, edge computing, cloud enablement and blockchain, (3) managing technology and data as core strategic assets, and (4) navigating the risks associated with complex ecosystems dependent upon digital technologies and data assets (e.g., business continuity and concentration risk).

In the area of workouts and dispute resolution, Vinny leverages his early experience as a litigator to work with clients to navigate audits with technology providers and to navigate and resolve disputes that arise during the normal course of a complex

RELATED SERVICES

- Corporate
- International Trade, Regulatory and Government Affairs
- Intellectual Property and Technology
- Mergers and Acquisitions
- Projects, Energy and Infrastructure
- Cybersecurity
- Technology Transactions and Strategic Sourcing

RELATED SECTORS

- Life Sciences
- Energy and Natural Resources
- Media, Sport and Entertainment
- Technology

technology, outsourcing and commercial relationships.

CREDENTIALS

Admissions

- California
- Illinois

Recognitions

In 2018, *The Legal 500*, a well-regarded legal directory, recognized Vinny as a Leading Lawyer, noting "his speed and his sound and reliable advice." They have also noted his practice is "pragmatic," and "possess[es] sound technical knowledge" and is "very responsive." The Legal 500 has repeatedly recommended Vinny for his technology and outsourcing work in the past. He has been praised for his "precision and efficiency" and his "considerable communications skills." Vinny "is said to be 'exceptionally strong in technology transactions,'" and his outsourcing "team 'understands the needs of a global organization and customizes its advice accordingly.'"

Chambers USA has repeatedly recognized Vinny in the areas of technology and outsourcing as a "spectacular lawyer" with "great leadership skills," a "very solid reputation" and a "measured and reasonable approach to solving problems." He "builds effective working relationship[s]" thanks to his sound business perspective. Clients have "praise[d] his attention to their needs and trust him to act with their business' best interests in mind," and have noted his "ability to absorb and retain large amounts of information." They "regard him as a 'go-to' counsel for large and complex deals," and are "impressed by his temperament and ability to build collaborative agreements." One client told Chambers & Partners, "[h]e is very business-oriented and fully understands my requirements from both a commercial and a legal perspective." According to sources, "when he looks at the entire transaction for risk and leverage, it's going to be done right and in a timely fashion." Clients commented that Vinny "has an in-depth knowledge of technology and accomplishes business objectives while minimizing risk" and described him as "well versed in the industry, level-headed and always responsive." "He is an absolute top-tier practitioner' because he is 'smart, sophisticated and practical.' Clients have also appreciated his ability to give quick answers in technology matters and his 'off the top of his head knowledge.'" "If you need high-quality work on a tight deadline, [Vinny] Sanchez is the guy to hire."

Chambers & Partners has also recognized him for his outsourcing work at a global level in *Chambers Global*. The global directory has described him as "engaging, friendly and creative," while one client said, "I was impressed by his temperament and ability to build collaborative agreements."

In 2016, Vinny was named to the *National Law Journal*'s list of "Intellectual Property Trailblazers." The annual list recognizes legal professionals who have made significant contributions to the field of intellectual property through innovative practices, policies or technological advancements.

In 2004, the Law Bulletin Publishing Company, publisher of *Chicago Daily Law Bulletin* and *Chicago Lawyer* magazine, named Vinny one of "40 Illinois Attorneys under 40 to Watch." In 2008, the *Guide to the World's Leading Technology, Media & Telecommunications Lawyers* named Vinny among the preeminent IT practitioners in the world. He has been designated an Illinois Super Lawyer in research projects jointly conducted by *Law & Politics* and *Chicago* magazines.

Education

- M.B.A., Northwestern University 2002
- J.D., University of Notre Dame 1994
Editor in Chief, *Journal of Legislation*
- B.A., University of Notre Dame 1991

Military Experience

- First Lieutenant, United States Marine Corps Reserve (1991 – 1995)

INSIGHTS

Publications

Contract analysis in a crisis: flowcharts

7 April 2020

Flowcharts providing considerations for analyzing commercial contracts in the context of the COVID-19 pandemic through a logical process flow that can serve as a practical checklist.

- Co-author, "COVID-19 Contract Issues Reach Beyond Force Majeure," *Law 360*, March 13, 2020
- Co-author "INSIGHT: Coronavirus Contract Considerations Beyond 'Act of God' Issues," *Bloomberg Law*, March 13, 2020

Events

Previous

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

30 March 2020

NEWS

MEDIA MENTIONS

- "Tech Deal Department of the Year Finalist: DLA Piper," *Law.com*, November 2, 2019