



## Technology Transactions and Strategic Sourcing

Our global technology transactions and strategic sourcing lawyers have the market knowledge, legal experience and global presence to provide you with the highest quality legal services throughout the world.

Recognized by the legal directories as one of the preeminent practices and with vast global reach, our technology transactions and strategic sourcing practice concentrates on complex transactions and multi-party, high-value project work which frequently spans multiple jurisdictions. We focus on the development, protection, exploitation and use of intellectual property and technology-related assets through the stages of a company's growth, as well as the sourcing of strategic assets and services for use in a company's operations.

Our team has deep industry experience in a variety of sectors, allowing us to provide practical advice and innovative solutions along with market leading technical know-how. Our clients range from emerging companies to large global corporations.

Core areas include:

- Cloud computing
- e-Commerce
- IP development
- Licensing
- Open source
- Outsourcing
- Procurement
- Strategic alliances and joint ventures
- Technology transactions
- Telecommunications

Our proprietary ASCENDANT methodology and its associated unique software tools continue to differentiate us in the market and allow us to deliver services cost efficiently to clients around the globe.

Our **Global Sourcing Portal** is an information gateway for both private and public companies that are involved with strategic sourcing initiatives including the outsourcing of key operations. Clients use the Global Sourcing Portal to access a range of proprietary tools that DLA Piper has developed while working on some of the world's largest, most complex sourcing projects. These tools include:

### KEY CONTACTS

#### Paul Allen

Partner  
Dubai  
T: +971 4 438 6295  
paul.allen@dlapiper.com

#### Kit Burden

Partner  
London  
T: +44 (0)20 7796  
6075  
kit.burden@dlapiper.com

#### Victoria Lee

Partner  
Silicon Valley  
T: +1 650 833 2091  
victoria.lee@dlapiper.com

#### Stéphane Lemarchand

Partner  
Paris  
T: +33 (0)1 40 15 24  
46  
stephane.lemarchand@dlapiper.com

#### Tim Lyons

Partner  
Melbourne  
T: +61 3 9274 5857  
tim.lyons@dlapiper.com

#### Gregory A. Manter

Partner

**Sourcing Contract Dashboard** - An interactive, web-based contract assessment and reporting tool that answers the question "how good is this outsourcing contract compared to the market?"

**Requirements Builder** - An interactive tool that streamlines the critical "requirements capture" process at the start of outsourcing projects.

## EXPERIENCE

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- Advising one of Ireland's "pillar banks", on its outsourcing of core IT infrastructure services (following a competitive procurement process involving Atos, HP, HCL Technologies and IBM). We advised the bank throughout the process to final contract award and have since advised the bank on a number of other major sourcing engagements.
- Advising the world's largest travel and tourism company on the outsourcing of its IT, networks and main frame services to Dell, Wipro, T-Systems and IBM.
- Representing one of the world's largest beverage companies in connection with the global outsourcing of the company's finance, accounting, human resources and related information technology processes and functions in a deal valued at US\$350 million. This US- based deal involved UK and some additional European companies.
- Handling the strategic sourcing of certain call-center functions along with a complex transformation-driven outsourcing of a US-based telecommunications client's global order management functions. The transaction value was more than US\$350 million.
- Advising an Australian Government Department in relation to the outsourcing of the management of the Australian Synchrotron to the Australian Nuclear Science and Technology Organisation.
- Advising a leading Brazilian investment bank on their acquisition of the GlobeNet submarine cable network from Brazilian telecoms operator Oi in July 2013. At around US\$750 million this was one of the largest ever submarine cable acquisitions and our involvement focused on the critical capacity leaseback contract as well as on all the US regulatory elements.
- Advising a global Bank on the outsourcing of its worldwide payroll services, temp/permanent recruitment, and learning/training functions (combined value in excess of US\$1 billion).

## INSIGHTS

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### Publications

#### A new EECC coming into play: Key points for electronic communications service providers

15 September 2020

Entities providing an electronic communication service, such as email or video streamed over the Internet, may need to register as an ECS provider in relevant EU nations.

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#### Blockchain and Digital Assets News and Trends

21 August 2020

#### BLOCKCHAIN AND DIGITAL ASSETS NEWS AND TRENDS

California appellate court affirms judgment for Coinbase in lawsuit over Bitcoin Gold – plus latest legal, regulatory and case law developments.

San Diego (Golden Triangle)

T: +1 858 638 6658

gregory.manter@dlapiper.com

#### Vinny Sanchez

Partner

Chicago

T: +1 312 368 3420

vincent.sanchez@dlapiper.com

#### Scott Thiel

Partner

Hong Kong

T: +852 2103 0519

scott.thiel@dlapiper.com

#### RELATED SERVICES

- Data Protection, Privacy and Security
- Patent Litigation

#### RELATED SECTORS

- Financial Services
- Energy and Natural Resources
- Government Contracting
- Hospitality and Leisure
- Insurance
- Industrials
- Technology

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## **The US-Mexico-Canada Agreement: A summary of changes in Mexico's laws**

6 August 2020

Mexico makes sweeping changes to an array of laws.

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## **Schrems II: Now what? New FAQs from EU data protection supervisors provide guidance on data transfers**

28 July 2020

Organizations relying on Privacy Shield for transfers to the US of personal data subject to GDPR must immediately implement an alternative mechanism or cease transfers.

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## **New Section 301 investigations into digital services taxes involving multiple countries**

29 June 2020

The US Trade Representative will investigate whether these DSTs discriminate against or place an unreasonable burden upon or restrict US commerce.

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## **First emerging technologies identified and controlled for export in the EAR**

26 June 2020

The designation also makes these a "critical technology," giving CFIUS jurisdiction over foreign investments in US businesses that engage with these items.

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## **CFIUS encourages public to provide tips and referrals**

24 June 2020

The new webpage encourages tips and referrals about non-notified deals, violations of CFIUS mitigation measures, and other matters that raise national security risk.

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## **Blockchain and Digital Assets News and Trends June 2020**

18 June 2020

### **[BLOCKCHAIN AND DIGITAL ASSETS NEWS AND TRENDS](#)**

World Economic Forum announces Presidio Principles as a foundation of blockchain ecosystem design – plus latest legal, regulatory and case law developments.

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## **World Economic Forum announces Presidio Principles as a foundation of blockchain ecosystem design**

18 June 2020

WEF's foundational values for a decentralized future.

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## **Chinese and other emerging market companies listed in the US face increased scrutiny from Congress and**

## Nasdaq

27 May 2020

Within a span of two days, the US Senate, House and Nasdaq each took steps to safeguard investors in the US capital markets.

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## California bill proposes limits on application of securities laws to tokens

20 May 2020

The proposed changes are likely to be well received by those considering issuing tokens.

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## Blockchain and Digital Assets News and Trends

20 May 2020

### [BLOCKCHAIN AND DIGITAL ASSETS NEWS AND TRENDS](#)

California may limit application of securities laws to tokens, French court says bitcoins are fungible assets – plus latest legal, regulatory and case law developments.

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## Latin America digital services tax update

18 May 2020

For businesses that are non-resident digital service providers in Latin America.

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## COVID-19 Framework for Managing Sourcing Relationships

14 May 2020

A practical framework for formulating and executing your sourcing strategy in these unprecedented times

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## CFIUS filing fees effective as of May 1, 2020: What you need to know

5 May 2020

The filing fees go into effect and must be paid for transactions filed on or after May 1, 2020.

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## eSignature and ePayment News and Trends

30 April 2020

### [ESIGNATURE AND EPAYMENT NEWS AND TRENDS](#)

Some key considerations for lenders looking to close loans electronically, either in person or remotely, plus latest regulatory, legal and case law developments around eSignatures and ePayments.

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## What COVID-19 could mean for the future of the Big Tech investigations

24 April 2020

### [ANTITRUST AND COMPETITION: NOVEL ISSUES IN A POST-CORONAVIRUS WORLD](#)

Rather than hampering the investigations over the long term, the pandemic may open new lines of inquiry for antitrust

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investigators.

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### **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.

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### **eSignature and ePayment News and Trends**

March/April 2020

#### **[ESIGNATURE AND EPAYMENT NEWS AND TRENDS](#)**

COVID-19 special edition

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### **Blockchain and Digital Assets News and Trends**

25 March 2020

#### **[BLOCKCHAIN AND DIGITAL ASSETS NEWS AND TRENDS](#)**

The age of viral outbreaks – key contract considerations in a post-COVID-19 world, plus latest legal, regulatory and case law developments around blockchain and digital transformation.

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### **Coronavirus: Federal government stimulus response – Massive stimulus package may move through US Congress at “warp speed”**

19 March 2020

The economic stimulus package taking shape may be the biggest one ever.

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### **Coronavirus (COVID-19): ten practical steps for global employers, right now (Global)**

13 March 2020

These steps are not based on laws of any one jurisdiction but rather are designed to provide a global employer with themes to consider, understanding that what may be suitable for each employer may vary greatly depending on the employer’s unique circumstances.

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### **Europe initiates regulations on artificial intelligence; industry presented with opportunity to provide inputs**

5 March 2020

#### **[AI OUTLOOK](#)**

The White Paper on AI initiates a process that could potentially establish the world's first far-reaching regulatory framework for AI.

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### **PropTech in the United States – where we’re heading**

2 March 2020

#### **[PROPTech INSIGHTS](#)**

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The legal implications of operating smart buildings.

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### **Huawei Temporary General License extended for third time**

14 February 2020

The extension applies to Huawei and the 114 other non-US Huawei affiliates on the Entity List.

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### **Italy's new Digital Services Tax is now in force**

11 February 2020

Not all digital services will be taxed – only those entailing a high degree of users' involvement in value generation.

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### **Foreign ITAR cloud storage now permitted**

4 February 2020

This may provide ITAR-registered companies some flexibility with the virtual storage and transmission of their technical data, but using non-US based cloud storage is still not without risk.

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### **OECD statement of Digital Tax Initiative highlights progress, sets timeline for consensus – key points on Pillar One and Pillar Two**

3 February 2020

The development of a new taxing right is a major initiative, and the OECD continues to work at a brisk pace.

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### **Argentina suspends Promotional Regime of the Knowledge-based Economy**

28 January 2020

The regime aims to promote digital, information and communication technologies and the highly skilled human capital that creates and advances those technologies.

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### **DLA Piper GDPR Data Breach Survey 2020**

20 January 2020

According to DLA Piper's latest GDPR Data Breach Survey, data protection regulators have imposed EUR114 million (approximately USD126 million / GBP97 million) in fines under the GDPR regime for a wide range of GDPR infringements, not just for data breaches.

France, Germany and Austria top the rankings for the total value of GDPR fines imposed with just over EUR51 million, EUR24.5 million and EUR18 million respectively. The Netherlands, Germany and the UK topped the table for the number of data breaches notified to regulators with 40,647, 37,636 and 22,181 notifications each.

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### **New regulations reinforce CFIUS's expanded role with respect to foreign investments in the United States**

16 January 2020

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The new CFIUS regulations become effective on February 13, 2020.

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### **Taxation of cryptocurrency: reporting charitable contributions in the US and new developments in the UK**

16 January 2020

Charities that accept donations of cryptocurrency face a number of administrative challenges; plus new guidance from HMRC.

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### **PRA Consultation Paper on Outsourcing and Third Party Risk Management: CP30/19**

10 January 2020

Key points and differences from the EBA Guidelines on Outsourcing

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### **Commerce imposes export licensing requirement on geospatial imagery software**

8 January 2020

Companies that produce, design, test, manufacture, fabricate, or develop a software described in the new controls may now be operating within the category of "critical technologies" as defined in CFIUS regulations.

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### **Congressional hearing to focus on facial recognition and national security**

12 December 2019

#### **[AI OUTLOOK](#)**

Technologies controlled by foreign governments and their implications for privacy and national security are expected to be a major topic.

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### **Hong Kong's SFC introduces strict conditions on cloud data storage**

8 November 2019

All entities licensed by the Hong Kong SFC and storing data in the cloud must urgently review their data storage arrangements in light of a new circular from the SFC on "Use of external electronic data storage". This circular introduces strict new conditions on both cloud users and cloud vendors.

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### **Argentina: Promotional Regime of the Knowledge-based Economy comes into force 1.1.2020 – key points**

7 November 2019

The new tax regime seeks to put Argentina at the forefront of the knowledge economy in Latin America.

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### **Hikvision and other Chinese companies added to the Entity List**

10 October 2019

The list includes Chinese companies in the video surveillance, artificial intelligence, voice recognition, deep learning and other technology fields.

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## **Beginning October 11, 2019: opportunity to obtain temporary reduction or suspension of US import duties**

7 October 2019

Miscellaneous Tariff Bill petitions can be submitted to the ITC until 5:15 pm EST on December 10, 2019.

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## **Treasury Department proposes regulations comprehensively implementing FIRRMA and reforming CFIUS national security review**

19 September 2019

The proposed regulations affect non-controlling investments involving critical technologies, critical infrastructure, and sensitive personal data; and transactions involving real estate near sensitive national security facilities.

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## **Amendment to Japanese Foreign Exchange and Foreign Trade Act expands restricted business sectors for foreign investment in Japan**

22 August 2019

The Japanese Foreign Exchange and Foreign Trade Act requires prior filings with relevant ministries via the Bank of Japan for foreign investments in certain business sectors relating to national security, public order, and public safety, etc.

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## **US Trade Representative publishes fourth list of Chinese products subject to Section 301 tariffs**

19 August 2019

Yet more Chinese products will be subject to an additional 10 percent tariff.

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## **Changes in electronic communications and digital marketing – revised proposal for the ePrivacy Regulation**

1 August 2019

### **PRIVACY MATTERS**

On 26 July 2019, at the level of the Council, the Finnish government has issued a revised (Council) proposal for the e-Privacy Regulation with some amendments concerning electronic communication content, data & metadata, and further processing of metadata.

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## **The government in your cloud**

24 July 2019

As companies shift more data to the cloud, the US government's ability to access that content should not be overlooked.

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## **Updated FATF standards include interpretative note on virtual assets**

16 July 2019

The FATF updates its anti-money laundering and counter-terrorist financing standards.

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## Who's that bot? California requires clear disclosure starting 7/1/2019

20 June 2019

A California law attempts to tackle the problem of automated online accounts that simulate conversation – and that are used to confuse or deceive.

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## Deadlines approaching fast for fourth set of Section 301 tariffs

4 JUN 2019

Companies have the opportunity to present their views on specific products before the list is finalized but there is less than one month before the window closes.

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## The Singapore Payment Services Act 2019 - What you need to know if dealing in crypto-currency or e-money

4 JUN 2019

If you issue crypto-currency or electronic money (i.e. money which is stored electronically), or provide services dealing in crypto-currency or electronic money in Singapore, you will now need to apply for a licence from the Monetary Authority of Singapore (MAS).

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## Commerce issues Temporary General License for Huawei

22 MAY 2019

The Temporary General License is a brief reprieve.

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## Law à la Mode: Beauty Trends: 5 Key Beauty M&A deals; Street art and fashion; Word from the industry's mouth; The rise in innovative retail services; and more

20 MAY 2019

### [LAW À LA MODE](#)

The Moroccan editorial team is delighted to bring you the 28th edition of Law à la Mode, the legal magazine produced by DLA Piper's Consumer Goods & Retail Sector Group for clients and contacts of the firm worldwide.

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## Trump issues Executive Order on securing information and communications technology and services – key points

16 MAY 2019

The order is issued pursuant to the National Emergencies Act and the International Emergency Economic Powers Act, the latter creating potential civil and criminal liability for those violating EOs and regulations issued under its authority - liabilities that can expand to include those who facilitate a violation.

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## EU Policy & Regulatory Alert - EU Publishes Artificial Intelligence Ethics Guidelines

12 APR 2019

On 8 April 2019, the EU's High-Level Expert Group ("AI HLEG") on Artificial Intelligence ("AI") published the much-anticipated "Ethics Guidelines for Trustworthy AI", setting out a horizontal framework for the development and deployment of ethical and robust AI systems across the EU

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### **So you want to go digital...**

11 APR 2019

This article assists businesses in identifying the core issues that must be addressed to ensure the legal sufficiency of transactions conducted on eSignature platforms.

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### **New Year, New Regulations: Cyberspace Administration of China launches new blockchain regulatory framework**

4 MAR 2019

You may need to comply with new regulations if you use Blockchain technology to conduct your business in mainland China. The "Regulations for Managing Blockchain Information Service" take effect on 15 February 2019. The new regulations encourage Blockchain industry organisations to enhance self-discipline and establish sound industry standards.

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### **Data privacy law: the top global developments in 2018 and what 2019 may bring**

25 FEB 2019

In 2018, the world saw numerous significant privacy law developments, a trend that is continuing in 2019.

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### **Explainability: where AI and liability meet**

25 FEB 2019

Makers and users of AI face a new and interesting problem: what is the acceptable tradeoff between explanation and accuracy?

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### **Sharpen your pencils: California AG's Office announces start of its important CCPA pre-rulemaking and schedule for issuing its important CCPA rules**

13 FEB 2019

Because the CCPA is littered with drafting errors and confusing definitions, this AG rulemaking is extremely important.

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### **Contracting for Transformative Benefits**

06 FEB 2019

Much of the talk in the sourcing market is - and has been over the past couple of years - about transformation, especially of the digital nature. For some, any initiative under the digital transformation banner is seen as the panacea to numerous business and operational challenges.

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### **US and Australian regulators enter into FinTech cooperation agreement**

24 JAN 2019

At the heart of the agreement is a desire to enhance mutual understanding about FinTech regulatory issues, identify market developments, promote innovation and encourage use of technology in market oversight.

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### **12th Annual Women in IP Law Seminar on patents and big data**

21 DEC 2018

DLA Piper's Intellectual Property and Technology group hosted its twelfth annual Women in IP Law CLE Luncheon at the Four Seasons Silicon Valley in November.

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### ***Alice* in Wonderland: navigating the strange world of patenting AI**

21 DEC 2018

Like the bottle labeled DRINK ME, certain techniques can make the trip through the AI-patent rabbit hole more scalable.

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### **eSignature and ePayment News and Trends**

20 DEC 2018

#### **[ESIGNATURE AND EPAYMENT NEWS AND TRENDS](#)**

In this issue, digitally transforming your business – the year's big legal and regulatory developments and breaking news.

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### **The European Data Protection Board issues long-awaited guidelines on the territorial scope of the GDPR**

30 NOV 2018

Among other provisions, the Guidelines concern GDPR's application to entities in the EU even when they process personal data of persons outside the EU.

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### **eSignature and ePayment News and Trends**

30 NOV 2018

#### **[ESIGNATURE AND EPAYMENT NEWS AND TRENDS](#)**

In this issue, a fintech Q&A with the team, plus the latest developments from the legislatures, the regulators and the courts

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### **Law à la Mode: Word of the industry's mouth; Enforcement of IP rights through Ukrainian customs register; E-commerce in Poland; The development of artificial intelligence in the fashion industry; and more**

26 NOV 2018

#### **[LAW À LA MODE](#)**

The US editorial team is delighted to bring you the 27th edition of *Law à la Mode*, the legal magazine produced by DLA Piper's Retail Sector Group for clients and contacts of the firm worldwide.

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## **Spanish government to introduce new digital services tax**

1 NOV 2018

The proposed DST will apply only when the user's digital devices are located in Spain.

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## **How technical touchpoints can ensnare foreign cryptocurrency companies**

29 OCT 2018

Useful guideposts for overseas companies assessing whether they are exposed to US securities laws.

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## **eSignature and ePayment News and Trends**

26 OCT 2018

### **[ESIGNATURE AND EPAYMENT NEWS AND TRENDS](#)**

In this issue, obtaining remote epayment authorizations from customers – are you in compliance? Plus the latest legislative and regulatory news.

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## **Section 301 additional tariffs on imports of Chinese products: options for high tech and manufacturing companies**

3 OCT 2018

Additional tariffs of 10 percent or 25 percent have been imposed on three different lists of thousands of imports from China. Companies can request exclusion from these tariffs.

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## **Intellectual Property and Technology News (Asia Pacific) September 2018**

27 SEP 2018

### **[INTELLECTUAL PROPERTY AND TECHNOLOGY NEWS](#)**

Intellectual Property and Technology News (Asia Pacific) is our annual publication designed to report on worldwide developments in intellectual property and technology law, offering perspectives, analysis and visionary ideas.

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## **How blockchain, Internet of Things and smart contracts improve the supply chain**

27 SEP 2018

Incorporating three key technologies into the supply chain can significantly improve profitability while reducing risk.

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## **Copyright in esports: a top-heavy power structure, but is it legally sound?**

27 SEP 2018

Central to the esports industry are novel intellectual property issues arising from the structure of the esports ecosystem.

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## **Embedding content: uncertainty about the Copyright Statute undermines digital media**

27 SEP 2018

Companies creating digital content have to more carefully weigh the potential risks of embedding copyrighted content into their sites.

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## **US companies: EU data regulation means new oversight**

2 DEC 2015

Many US companies are about to experience new regulatory oversight.

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## **EU: new obligations for digital services providers and operators of essential services**

28 JUN 2016

In line with the EU's broader Cyber Security Strategy, the NIS Directive is a significant step towards a more secure cross-border cyberspace with a high shared level of network and information system security.

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## **Plan now to use off-band communications during an incident response: key points**

27 OCT 2015

A robust IR plan should include communications techniques that operate outside regular company communication methods.

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## **A new test for Mexico's structural changes: antitrust reform – key points in one chart**

16 JUN 2014

This entirely new framework should be carefully analyzed by investors in structuring their Mexico-related M&A transactions and managing their existing operations

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## **Events**

### **Previous**

#### **Negotiating Sourcing Arrangements Following COVID-19**

1 July 2020

Webinar

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#### **Webinar: Skyscrapers for the masses: Real Estate Tokenisation and the future of STOs**

25 March 2020

Webinar

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## NEWS

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### **DLA Piper announces partnership promotions for 2020**

30 April 2020

DLA Piper is proud to announce that 67 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2020 in the United States and May 1, 2020 for EMEA and Asia Pacific. The promotions have been made across many of the firm's practice areas in 35 different offices throughout 13 countries.

Across the firm's practices globally, Corporate saw the largest intake of new partners with 19 promotions, followed by Litigation and Regulatory with 15. Intellectual Property and Technology and Finance and Projects had ten and eight promotions respectively, while there were six in Real Estate. Tax and Employment both had four, and there was one in Restructuring.

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### **DLA Piper lawyers named Acritas Stars**

10 March 2020

Acritas has named over 200 DLA Piper lawyers as 2020 Acritas Stars. Now in its fourth year, Acritas Stars highlights the stand-out lawyers in private practice as nominated by clients around the world. More than 3,000 senior in-house counsel feed into the nomination process to give a comprehensive view of highly recommended lawyers across the globe.

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### **DLA Piper to advise ITW Global Leaders' Forum on blockchain-based telecoms platform**

2 July 2019

DLA Piper has been appointed to advise the ITW (International Telecoms Week) Global Leaders' Forum (GLF) on the launch of a special purpose vehicle that will develop a live, blockchain-based platform.

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### **DLA Piper announces launch of Artificial Intelligence practice**

14 MAY 2019

DLA Piper announced today the launch of its Artificial Intelligence practice, which will focus on assisting companies as they navigate the legal landscape of emerging and disruptive technologies, while helping them understand the legal and compliance risks arising from the creation and deployment of AI systems.

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### **DLA Piper announces partnership promotions for 2019**

1 APR 2019

DLA Piper is proud to announce that 77 lawyers have been promoted to its partnership. The promotions are effective as of April 1, 2019 in the United States and May 1, 2019 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 43 different offices throughout 20 countries.

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## **DLA Piper hosts leading business and diplomacy conference**

14 MAR 2019

DLA Piper's London office has hosted the Annual Conference of the International Diplomatic and Business Exchange (IBDE).

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## **DLA Piper announces launch of Blockchain and Digital Assets practice**

26 FEB 2019

DLA Piper announced today the launch of its Blockchain and Digital Assets practice, which will offer strategic advice on a global basis to address the needs of companies implementing blockchain technology solutions and creating and deploying digital assets.

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## **DLA Piper joins Governing Council for Hedera Hashgraph**

20 FEB 2019

DLA Piper has joined the initial group of Governing Council members for Hedera Hashgraph, a next-generation public ledger designed to have highly diversified governance and the most distributed consensus at scale. The announcement was made at Hedera Hashgraph's first annual summit in Seoul, Korea.

As part of the council, DLA Piper will help oversee changes to the software run by millions of Hedera distributed nodes over time. The governing council has been established to ensure stability and guaranteed continued decentralization to the Hedera Hashgraph distributed public ledger.

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## **DLA Piper bolsters Data Protection practice**

4 FEB 2019

DLA Piper in Germany has hired Intellectual Property & Technology of counsel Prof Dr Jürgen Taeger, who joined the firm's Cologne office with effect from 1 February 2019.

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