



## 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

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sourcing projects. These tools include:

**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

#### 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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## 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

## 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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## Episode 4: Getting data out of China - the challenge of operating your China business offshore

26 June 2019

### [NAVIGATING CHINA: THE DIGITAL JOURNEY](#)

An updated and substantially more onerous draft of China's long awaited position on cross border data transfers has just been published. The Measures on Personal Information Cross Border Transfer Security Assessment (Measures) apply to all "Network Operators" and will require specific action to be taken by all businesses that send personal information out of China.

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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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## Commerce issues Temporary General License for Huawei

22 MAY 2019

The Temporary General License is a brief reprieve.

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## Episode 1: Cyber enforcement starts

21 May 2019

### [NAVIGATING CHINA: THE DIGITAL JOURNEY](#)

China's cybersecurity regulators are now taking their first steps to verify organisations' (including foreign businesses') compliance with China's cybersecurity laws. As anticipated, the focus is on businesses that have an online presence in China.

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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 SERIES**

The Moroccan editorial team is delighted to bring you the 28th edition of Law à la Mode, the quarterly 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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### **EU Policy & Regulatory Update - European Parliament Adopts EU Copyright Reform**

28 MAR 2019

Following two and a half years of negotiations and unprecedented public attention, the European Parliament adopted the controversial EU copyright reform in its plenary session on 26 March 2019.

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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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## **DLA Piper GDPR data breach survey: February 2019**

6 FEB 2019

On 25 May 2018 new data breach notification laws came into force across Europe which fundamentally changed the risk profile for organizations suffering a personal data breach.

Under the EU General Data Protection Regulation - 'GDPR' - personal data breaches which are likely to result in a risk of harm to affected individuals must be notified to data regulators. Where the breach is likely to result in a high risk of harm, affected individuals must also be notified.

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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

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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 SERIES](#)**

The US editorial team is delighted to bring you the 27th edition of *Law à la Mode*, the quarterly 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 SERIES](#)

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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## **Argentina introduces VAT on digital services**

24 SEP 2018

VAT is triggered by the "digital services" rendered by a non-resident to a resident individual or entity, when the effective use or exploitation of the service takes place inside Argentina.

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## **Electronic Signatures: The element of intent in the digital environment**

23 JUL 2018

Failure to establish intent means that while the person's actions may manifest assent to, or agreement with, a record, the record has not been signed.

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## **Artificial Intelligence, Robotics and Automation Brochure**

5 JUL 2018

An insight on the potential benefits and challenges of implementing AI, RPA and robotics within a business.

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## **California privacy law poised to alter US privacy landscape**

28 JUN 2018

A major development in privacy law.

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## **Russia's new VAT rules on cross-border e-commerce services: key points for B2B service providers**

14 JUN 2018

Russia has introduced new value-added tax (VAT) rules pertaining to certain cross-border e-commerce services.

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## **May a power of attorney be electronically executed?**

24 MAY 2018

Exploring the relationship between a power of attorney and the state and federal laws governing the use of electronic records and signatures.

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

24 MAY 2018

### **ESIGNATURE AND EPAYMENT NEWS AND TRENDS**

In this issue, can a power of attorney be electronically signed? Plus news on federal and state law, federal and state regulatory activities, fresh judicial precedent and more.

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**Law à la Mode: Social Media Influencers & Effective Disclosures, IP and E-Commerce: Your basic checklist, Longchamp's Handbag Copyright Saga, IP Protection of Fashion Shows in Italy and more**

21 MAY 2018

### **LAW À LA MODE SERIES**

The UK editorial team is delighted to bring you this special edition of Law à la Mode, produced by DLA Piper's Retail Sector group for distribution to clients and contacts of the firm worldwide and marking the 140th Annual Meeting of INTA in Seattle.

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## **A short primer on applicable US eSignature laws**

2 MAY 2018

Two bodies of law in the US govern the legality of electronic signatures and electronic records: ESIGN and UETA. Here is a quick look at each of them, plus notes on other selected laws governing digital transactions.

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## **In long-awaited TCPA case, DC appellate panel vacates material sections of FCC's 2015 TCPA order**

2 MAY 2018

Because of the federal Electronic Signatures in Global and National Commerce Act (ESIGN) and equivalent state laws, companies are delivering important disclosures and other information that traditionally needed to be presented "in writing" electronically instead. In addition, the medium of choice for communicating with consumers electronically is rapidly migrating from email to text messaging. As a result, understanding the requirements of the Telephone Consumer Protection Act (TCPA) are a must. This edition's Insight looks at the most recent judicial examination of the FCC's interpretation of the TCPA.

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## **Industry 4.0. The Fourth Industrial Revolution. The Industrial IoT. IIoT. What are they anyway?**

13 MAR 2018

They are different names for what is essentially the same thing – the adoption of new advanced technology and systems by industrial and manufacturing businesses – with a particular emphasis on connectivity.

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## **Top 5 Internet of Things predictions for 2018**

7 FEB 2018

What will change in 2018? What should companies do to exploit it? What new legal issues will arise and how shall they be navigated? Below are the personal top 5 predictions on the legal issues that will affect the Internet of Things (IoT) in 2018.

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## **Law à la Mode: Virtual Reality and Augmented Reality; Insta-worthy or Insta-infringement; E-commerce in Poland; Harnessing hidden advertising; and more**

20 DEC 2017

### **LAW À LA MODE SERIES**

The Asia Pacific editorial team is delighted to bring you the 24th edition of Law à la Mode, the quarterly legal magazine published by DLA Piper's Retail Sector group for clients and contacts of the firm worldwide.

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## **While you are celebrating: 4 simple holiday season cyber-readiness steps for Asian businesses**

12 DEC 2017

Attacks are more likely to happen during the holiday seasons when a company's key decision makers are on leave and its resources are stretched.

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## **Intellectual Property and Technology News (Asia Pacific) December 2017**

7 DEC 2017

### **INTELLECTUAL PROPERTY AND TECHNOLOGY NEWS SERIES**

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

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## **China gets tough on commercial bribery, IP and commercial secrets infringements with significant fines under revised law: 5 key changes**

16 NOV 2017

China's revised Anti-Unfair Competition Law expands the scope of commercial bribery offenses and introduces offenses for IP, bribery, commercial secrets and other market conduct-related violations.

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## **Are banks ready for the Internet of Things revolution?**

16 OCT 2017

In the second of our two part series, DLA Piper's lawyers consider how the Internet of Things will lead to new legal issues.

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## **Are banks ready for the Internet of Things revolution?**

13 OCT 2017

In the first of a two part series, DLA Piper's lawyers consider whether banks are ready for the Internet of Things revolution and how related developments are set to alter business models in the financial services sector.

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## **Trade secrets are more important, and trade secret litigation is more common**

29 SEP 2017

What do you need to be considering to protect your company in this environment?

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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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## **NEWS**

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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

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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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### **DLA Piper promotes first Australians to international management roles and announces new Australian country MP**

6 Dec 2018

As part of an international executive revamp DLA Piper Australia co-managing partners Melinda Upton and Jim Holding will be taking on International management responsibilities in a significant endorsement of Australia's performance within the firm.

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### **Technology sector poised for big data wave in finance and sales departments – DLA Piper European Tech Index**

12 DEC 2018

Harnessing big data is becoming standard practice for IT and marketing teams in technology, but DLA Piper's 2018 Tech Index reveals that a revolution may now be underway in finance and sales departments as well. Responses from 350 tech sector senior executives in Europe indicate that compared to 2016, organizations are increasingly identifying new opportunities in these additional departments, indicating a move towards widespread adoption of big data in the tech sector.

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### **DLA Piper wins Legal Adviser of the Year and recognized as UK Top Performer 2018 by Global Sourcing Association**

25 MAY 2018

DLA Piper's Global Co-Head of Technology Sector, Kit Burden, was last night named Legal Adviser of the Year at the Global Sourcing Association (GSA) UK Top Performers and Professional Awards, held at the Hilton Manchester Deansgate

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### **DLA Piper advises Beijing Enterprise Water Group on acquisition of TRILITY**

5 MAY 2018

DLA Piper advised BEWG International, a wholly-owned subsidiary of Beijing Enterprises Water Group, on its 100% acquisition of water utility service provider TRILITY by way of a competitive bid process.

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### **DLA Piper announces partnership promotions for 2018**

3 APR 2018

DLA Piper is proud to announce that 62 lawyers have been promoted to its partnership. The promotions are effective as of 1 April 2018 in the United States and 1 May 2018 for EMEA and Asia Pacific. The promotions were made across many of the firm's practice areas in 42 different offices throughout 20 countries.

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### **DLA Piper advises Wipro on the USD 405 million sale of its hosted data centre services business to Ensono**

15 MAR 2018

DLA Piper has advised Wipro Limited, a leading global IT consulting and business process services company, on its entering into a definitive agreement to divest its hosted data centre services business to Ensono for US\$405 million.

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### **DLA Piper wins four China Business Law Awards**

5 MAR 2018

DLA Piper is delighted to announce it has received four awards from China Business Law Journal's China Business Law Awards 2017-18, in the categories of Employment, Intellectual Property (Trademark and Copyright), Taxation and Shipping.

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### **DLA piper advises China Communication Technology on acquisition in the Philippines**

9 FEB 2018

DLA Piper has advised China Communication Technology Co. Ltd. on the acquisition of G. Telecoms Inc., a major telecommunications carrier in the Philippines. With this transaction, China Communications aims to expand its footprint into other

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countries in the South East Asia region.

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### **Businesses still not fully aware of Data Protection issues**

31 JAN 2018

DLA Piper has released its second Data Privacy Snapshot report, finding that once again, company global privacy programs have gaps in meeting increasingly demanding global privacy principles. Significantly, it appears that many companies are falling short of data protection obligations under the General Data Protection Regulation (GDPR), which will start to apply from 25 May 2018.

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### **DLA Piper names new global and US co-chairs for Intellectual Property and Technology practice**

8 JAN 2018

DLA Piper has named Frank Ryan co-chair of the firm's global Intellectual Property and Technology practice and Ann Ford co-chair of its US IPT practice, both effective January 1.

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### **Six months until GDPR: companies still reporting low levels of preparedness**

15 Nov 2017

For the over 200 organisations responding to DLA Piper's Data Privacy Scorebox online survey tool since the start of the year, the average alignment score with all key international data privacy principles was 31.5%, as against an 38.3% average score for respondents in the 2016 calendar year.

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### **DLA Piper launches Global Contract Laws v2.0**

7 Nov 2017

DLA Piper has launched a newly updated version of its *Global Contract Laws* online resource. *Global Contract Laws v2.0* covers laws from more than 50 countries, including the UK, the US, Australia, China, and Germany, as well as new countries in Asia and South America.

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### **DLA Piper named one of the most innovative law firms in Europe by the Financial Times Innovative Lawyers Europe Report 2017**

6 OCT 2017

DLA Piper is one of the top five most innovative law firms in Europe according to the Financial Times Innovative Lawyers Europe report 2017.

Now in its twelfth year, the FT Innovative Lawyers Report assesses lawyers on their innovation both for clients and in their own businesses. It is one of the top legal rankings in Europe and the accompanying awards are widely regarded as the best researched in the market.

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### **DLA Piper launches new platform for *Guide to Going Global* series**

20 SEP 2017

DLA Piper has launched a new platform featuring its *Guide to Going Global* series, an online resource designed to help companies operating and growing their international businesses.

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