



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:

CONTACTS CLÉS

Paul Allen

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

Kit Burden

Partner
Londres
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

- 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).

NEWS

Changements au sein de l'équipe de direction internationale de DLA Piper - Stéphane Lemarchand associé au bureau de Paris, et responsable international de la pratique Intellectual Property & Technology, premier français a rejoindre le comité exécutif de la firme

14 DEC 2018

DLA Piper annonce aujourd'hui un certain nombre de changements au sein de son équipe de direction internationale (Managing Directors "MD") effectifs à compter du 1er janvier 2019, lesquels font suite à la réélection de Simon Levine comme International Managing Partner pour un second mandat.

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

AUTRES COMPÉTENCES

- Data Protection, Privacy and Security
- Patent Litigation

AUTRES SECTEURS

- Banque et services financiers
- Energie
- Assurance
- Industrials
- Technologies