



## 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:

### 主要联系人

#### Paul Allen

合伙人

迪拜

电话: +971 4 438 6295

paul.allen@dlapiper.com

#### Kit Burden

合伙人

伦敦

电话: +44 (0)20 7796

6075

kit.burden@dlapiper.com

#### Victoria Lee

合伙人

硅谷

电话: +1 650 833 2091

victoria.lee@dlapiper.com

#### Stéphane Lemarchand

合伙人

巴黎

电话: +33 (0)1 40 15 24

46

stephane.lemarchand@dlapiper.com

#### Tim Lyons

合伙人

墨尔本

电话: +61 3 9274 5857

tim.lyons@dlapiper.com

#### Gregory A. Manter

合伙人

**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).

## 见解与洞察

---

### 著作发表

**在美国上市的中国和其他新兴市场公司将面临国会和纳斯达克更加严格的审查**

27 May 2020

美国立法者和监管机构持续关注美国资本市场投资者面临的风险, 这些风险是由于新兴市场的公司(包括中国的公司)被认为缺乏财务问责、财务治理和透明度引起的。

---

圣地亚哥(金三角)

电话: +1 858 638 6658

gregory.manter@dlapiper.com

### Vinny Sanchez

合伙人

芝加哥

电话: +1 312 368 3420

vincent.sanchez@dlapiper.com

### Scott Thiel

合伙人

香港

电话: +852 2103 0519

scott.thiel@dlapiper.com

### 相关服务

- Data Protection, Privacy and Security
- Patent Litigation

### 相关行业

- 银行和金融服务
- 能源
- 保险
- Industrials
- 科技