



**Paul Allen**

**Partner**

**GLOBAL CO-CHAIR INTELLECTUAL PROPERTY AND TECHNOLOGY**

paul.allen@dlapiper.com

**Dubai**

T: +971 4 438 6295

F: +971 4 438 6101

M: +971 (0)50 9039 637

With 20 years of international legal experience, Paul Allen provides counsel to clients in relation to their most complex and challenging IT and digital transformation programs.

As Co-Chair of DLA Piper's Global Technology and Sourcing practice, Paul is committed to supporting clients to achieve their organizational objectives. Paul is also a member of DLA Piper's Change Council which is responsible for fostering radical change and innovation at the firm, and building on the firm's recognition by the FT as one of the world's top 10 firms for innovation.

In recognition of this work, Paul and his team are ranked Band 1 in both leading legal directories, Chambers Global and Legal 500.

Paul completed his INSEAD Executive MBA in December 2019 (on the Dean's List with Distinction), with a focus on the design and implementation of strategies and new business models that leverage new and emerging technologies to provide a superior sustainable competitive advantage.

- Intellectual Property and Technology
- Government Contracting
- Technology
- Financial Services

- Advising a UAE free zone on the outsourcing of its entire IT function.
- Negotiating a USD50 million engineering services outsourcing on behalf of an Indian based supplier.
- Advising a Middle East government entity on a private network programme, including preparation of a master agreement for the delivery by a national telecoms operator of managed services in respect of the MPLS-based Government network.
- Advising a Middle East government entity on the outsourcing of a security operations centre on a design, build, operate and transfer basis, including preparation of a draft contract and negotiation of the contract with the chosen supplier, Wipro.
- Advising a Middle East government entity on the procurement of a contract management software platform and associated services, including preparation of a software licence agreement and services agreement.
- Advising an African telecommunications operator on the drafting and negotiation a framework agreement for the supply, installation and operational management of various networks.

- Advising a regional telecoms operator on its USD150+ million outsourcing and transformation of its IT function in respect of its business support systems, including advising throughout the competitive procurement process, drafting of the outsourcing agreement and schedules and negotiation with all bidding suppliers.
- Advising a Middle East telecommunications operator on its online contracting strategy, including reviewing and analysing the electronic transactions laws across the GCC and advising on the enforceability of a contract which has been entered into through online functionality.
- Advising a UAE media company on the monetisation of sporting rights across the Middle East and North Africa, including drafting and negotiating a channel playout outsourcing agreement, broadcast production agreement, channel carriage agreements, online portal development, hosting and operation agreement and other hardware-related distribution agreements.
- Advising a UAE media company on a suite of media-related commercial agreements for satellite transponder access, channel carriage and set-top box manufacture and distribution.

## CREDENTIALS

---

### Professional Qualifications

- Solicitor of the Senior Courts of England and Wales

### Recognitions

Clients have had the following to say about Paul:

"The best TMT lawyer in the region" *Legal 500* 2015

"Stands out for his client relations, follow up and problem-solving skills," *Chambers Global* 2015

"Vastly experienced" with over 14 years of international practice in the TMT sectors, where he has focused on non-contentious IT and telecoms projects. He is described as "incredibly knowledgeable" and his "genius" is often cited by peers and clients," *Who's Who Legal* 2016

### Education

- Queensland University of Technology, BA (European Studies)
- Queensland University of Technology, LLB (Hons)

## INSIGHTS

---

### Publications

#### Embracing Digital Evolution: Our new business report

14 September 2021

Our new report - *Embracing Digital Evolution* - shows how businesses can succeed in Industry 4.0, with contributions from digital revolutionaries such as Microsoft, Salesforce, Rolls-Royce and DocuSign.

---

#### Compare contract law around the world with our Global Contract Laws Guide

1 June 2021

DLA Piper is pleased to announce the launch of our updated Global Contract Laws guide.

The guide has been updated to reflect the changes in legislation in over 45 countries and in response to significant geopolitical events

such as Brexit.

---

### **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

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.

---

### **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

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.

---

- "Outsourcing: A Practical Guide," *Globe Law and Business*, September 2015

## **Events**

## **Previous**

### **Outsourcing: A Practical Guide, Second Edition**

24 March 2021

Webinar

---

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

30 March 2020

---

- Achieving success in outsourcing and managed services deals, Bahrain, September 2012
- Managed Services Growth Markets, Dubai, May 2012
- Outsourcing for financial institutions, Bahrain, September 2012 / Kuwait, October 2013
- MVNO's Webinar, March 2013
- Cloud world forum MENA, Dubai, March 2013
- Managed Services Growth Markets, Istanbul, May 2013
- Webinar on Broadband Policies in Emerging Markets Webinar, Dubai, April 2013

## **NEWS**

---

- After Hours: Paul Allen, partner and head of IP & Tech - ME, DLA Piper, *ITP.Net*, 8 May 2017