



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:

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

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
San Diego (Golden Triangle)
T: +1 858 638 6658

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).

INSIGHTS

Publications

Supporting the health of your health system: 2022

3 January 2022

Helping you tend to healthcare system wellness throughout the business life cycle.

Blockchain and Digital Assets News and Trends

21 December 2021

BLOCKCHAIN AND DIGITAL ASSETS NEWS AND TRENDS

Breaking legal news on cryptoassets and cryptocurrency, plus: Google sues to disrupt massive botnet

Google files groundbreaking civil suit to disrupt massive botnet with blockchain backup system

10 December 2021

Civil actions to take down botnets have been around for years, but the blockchain aspect adds a new twist.

Blockchain and Digital Assets News and Trends

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
- Insurance
- Industrials
- Technology

22 November 2021

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

Infrastructure bill, including crypto "broker" rules, becomes law.

Blockchain and Digital Assets News and Trends

18 October 2021

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

Non-fungible tokens: What are the legal risks?

Man vs Machine: Legal liability in Artificial Intelligence contracts and the challenges that can arise

7 October 2021

In the second article of this series, we look at the key legal and contractual risk points that businesses using, or supplying, artificial intelligence need to consider .

The global landscape of data privacy: Important points about new laws in three key jurisdictions

21 September 2021

[PRACTICAL COMPLIANCE](#)

New data privacy requirements in three important jurisdictions – the European Union, China, and Brazil – with an emphasis on action steps for compliance officers.

Can an AI system be named the inventor? In wake of EDVA decision, questions remain

23 September 2021

[AI OUTLOOK](#)

Artificial intelligence is notable among the new technologies posing fundamental questions about the viability of the inventor's oath.

Blockchain and Digital Assets News and Trends

17 September 2021

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

Proposed infrastructure bill would subject cryptocurrencies to wash sale and constructive sale rules.

Proposed infrastructure bill would subject cryptocurrencies to wash sale and constructive sale rules

17 September 2021

The move comes as part of the Ways and Means Committee's attempt to raise revenue to finance infrastructure spending.

Protecting your company from supply chain cyber attacks

September 2021

Today, virtually all companies rely on third-party technical solutions to manage their business. The downside is that incorporating new third-party technology into business operations creates new vectors for cyberattacks.

Blockchain and Digital Assets News and Trends

23 August 2021

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

New information reporting requirements for cryptocurrency transactions; CFPB involvement in cryptocurrency oversight; NCUA seeks comments on use of DLT and DeFi by credit unions.

Third time lucky: Triple Point in the Supreme Court

20 July 2021

The Supreme Court has handed down its long awaited decision on the question of whether delay liquidated damages (LD) provisions survive termination. The case related to a dispute between the parties as to how delay LD provisions apply where an English law contract is terminated prior to its completion, and the interpretation of contractual wording seeking to limit liability.

Blockchain and Digital Assets News and Trends

19 July 2021

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

IRS says tax-deferred like-kind exchange is not available for cryptocurrency trades; copyright issues plague NFTs; crypto venture investments continue to accelerate.

Blockchain is spreading its chains

19 July 2021

Over the past few years, use of blockchain technology has grown, particularly in the financial sector. The most well-known application of blockchain technology is the bitcoin cryptocurrency. Blockchain technology, however, is also expanding rapidly beyond the financial sector.

IRS concludes Section 1031 tax-deferred "like-kind" exchange treatment is not available for cryptocurrency trades

19 July 2021

It seems reasonable to assume that the IRS will apply its analysis to most cryptocurrencies.

EDPB's final Recommendations on Supplementary Measures confirm a subjective approach to assessing personal data transfer risks

2 July 2021

The Recommendations' detailed guidance will be useful to businesses and privacy practitioners as they conduct or update their transfer assessments, but the scope and detail of those assessments will require a sustained effort.

What the Biden Cybersecurity Executive Order means for technology vendors and service providers in the federal

ecosystem

June 2021

Steps technology vendors should consider as they prepare.

Blockchain and Digital Assets News and Trends

21 June 2021

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

Biden tax plan spotlights cryptocurrency transactions; FTC announces spike in cryptocurrency investment scams; El Salvador is first country to adopt bitcoin as legal tender.

European Commission's standard contractual clauses: extensive new requirements coming for US businesses receiving EU personal data subject to GDPR

8 June 2021

Adopting and complying with the New SCCs may require considerable effort for importers, particularly those that are not otherwise directly subject to GDPR.

Blockchain and Digital Assets News and Trends

20 May 2021

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

SEC issues Staff Statement on investments in the bitcoin futures market, plus latest legal developments governing the use and acceptance of blockchain technology, smart contracts and digital assets.

IBM's spinoff: key contractual considerations for existing IBM clients

3 May 2021

This is not the first time a technology company has decided to streamline its operations through a spinoff, but this particular spinoff raises interesting contractual issues.

Tips and tricks: Dealing with third-party vendors in IT agreements

26 April 2021

Many companies engage suppliers to deliver IT services. Whereas many years ago, most suppliers provided services on the basis of their own capabilities, systems and solutions, the situation today is significantly different.

Blockchain and Digital Assets News and Trends

23 April 2021

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

SEC revises token safe harbor proposal; UK updates tax treatment of cryptoassets.

US government announces sweeping sanctions against Russia

16 April 2021

The newly imposed sanctions represent a significant escalation and addition to the sanctions architecture put in place by the Obama and Trump Administrations.

So you want to go digital...

April 2021

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

Non-fungible tokens: Emerging issues in the emerging marketplace

30 March 2021

Any digital asset, or a right in an underlying asset, can be tokenized to make an NFT.

Understanding the USPTO guidance on patenting AI technologies

30 March 2021

The USPTO guidance opens the door for applicants to obtain patent protection for their AI technologies.

United States imposes significant new export controls and sanctions on Russia and China

23 March 2021

Reflecting a further hardening of US foreign policy and national security policy positions with those two countries.

Blockchain and Digital Assets News and Trends

22 March 2021

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

Wyoming moves to clarify legal status of DAOs; court dismisses class action against a cryptocurrency exchange.

Wyoming takes a step ahead to clarify the legal status of decentralized autonomous organizations

22 March 2021

If the bill becomes official law, Wyoming will be the first US state to clarify the legal status of a DAO.

Blockchain and Digital Assets News and Trends

25 February 2021

BLOCKCHAIN AND DIGITAL ASSETS NEWS AND TRENDS

Canada's AML regime amendments: is your interactive entertainment service or platform operating a "money service business"?

Announced, proposed and implemented: Developments in Digital Services Tax in key European jurisdictions

9 February 2021

While the OECD and G20 work toward a global agreement on digital services taxes, some European countries have forged ahead on their own.

Announced, proposed and implemented: Key features of France's DST

9 February 2021

The French definition of "taxable service" under the DST differs from the definition of "taxable services" as used for VAT purposes.

Announced, proposed and implemented: Key features of Italy's DST

9 February 2021

The Italian DST applies only to revenues deriving from the provision of tax-relevant digital services linked to Italian-located users.

Announced, proposed and implemented: Key features of Spain's DST

9 February 2021

The annual worldwide revenue threshold is not limited to revenues generated by the provision of digital services, meaning that non-tech businesses may also need to comply.

Announced, proposed and implemented: Key features of the United Kingdom's DST

9 February 2021

The UK's DST is intended to be an interim measure pending a long-term global solution to the tax challenges arising from digitalization.

Supreme Court dives into circuit split over the Computer Fraud and Abuse Act

28 January 2021

What does it mean to "exceed authorized access" to an Internet-connected device?

The UK-EU Trade and Cooperation Agreement: Implications for technology services

11 January 2021

The TCA includes a chapter relating to digital services which provides some key details relevant to both providers and customers of technology-related services.

Who's responsible for content posted on the Internet? Section 230, explained

22 December 2020

What the law does, what people are saying it should do, and what might happen next.

US DOT issues groundbreaking proposals for regulation of automated driving systems, seeks input

11 December 2020

The rulemaking initiates an important new chapter in autonomous vehicle development and commercialization in the US.

Blockchain and Digital Assets News and Trends

23 November 2020

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

IMF issues report on regulatory framework for CBDs and GSCs, SEC invites feedback on application of custody rule to digital assets.

Regulatory framework for CBDs and GSCs: IMF's policy paper, "Digital Money Across Borders: Macro-Financial Implications"

23 November 2020

The Report discusses the pros and cons of two important virtual currencies: central bank digital currencies and global stable coins.

SEC invites feedback on application of Custody Rule to digital assets

23 November 2020

Specifically, Staff is asking whether non-depository firms such as state-chartered trust companies can act as qualified custodians for digital assets.

Blockchain and Digital Assets News and Trends

21 October 2020

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

SDNY finds Kin token is a security; unpacking the DOJ's cryptocurrency guidance – plus latest legal, regulatory and case law developments.

Recognized as a top outsourcing advisor and for excellence in strategic partnerships

30 September 2020

Recognition from the International Association of Outsourcing Professionals (IAOP).

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.

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.

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.

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.

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.

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.

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.

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

18 June 2020

WEF's foundational values for a decentralized future.

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.

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.

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.

Latin America digital services tax update

18 May 2020

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

COVID-19 Framework for Managing Sourcing Relationships

14 May 2020

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

Post-COVID-19 sustainability and ESG disputes: pinch points and practical pointers

12 May 2020

Where businesses are putting all of their efforts into crisis mitigation and survival in response to COVID-19, it is worth considering the importance of balancing short-term mitigation measures with the preservation of long term value and sustainability and ESG commitments

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.

Post-COVID-19 Sustainability and ESG disputes: human rights commitments and key legal risk during times of crisis

5 May 2020

Maintaining a consistent approach to sustainability and human rights is not just the right thing to do during the COVID-19 crisis, but an important consideration to mitigate medium and long-term legal risks

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.

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 investigators.

Blockchain and Digital Assets News and Trends

23 April 2020

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

The FSB report on global stablecoin frameworks and related cryptoassets reflects views inside G20 governments – plus latest legal, regulatory and case law developments.

The Financial Stability Board Report on Stablecoins – implications for the international regulation of cryptocurrencies and other cryptoassets

23 April 2020

The report reflects views within G20 governments regarding both national and international regulation of cryptoassets.

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.

eSignature and ePayment News and Trends

March/April 2020

[ESIGNATURE AND EPAYMENT NEWS AND TRENDS](#)

COVID-19 special edition

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.

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.

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.

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.

PropTech in the United States – where we’re heading

2 March 2020

PROPTech INSIGHTS

The legal implications of operating smart buildings.

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.

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.

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.

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.

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.

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.

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.

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.

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](#)

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.

US companies: EU data regulation means new oversight

2 DEC 2015

Many US companies are about to experience new regulatory oversight.

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.

The blockchain revolution, smart contracts and financial transactions

26 APR 2016

Blockchain-based smart contracts have enormous potential to streamline financial transactions and reduce counterparty risks.

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.

Law à la Mode - Edition 14

24 OCT 2014

[LAW À LA MODE](#)

A quarterly e-magazine from our Fashion, Retail & Design Group with the latest industry news, comment and legal updates, with a particular focus on technology in this edition.

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

Law à la Mode

13 MAY 2014

[LAW À LA MODE](#)

A quarterly e-magazine from our Fashion, Retail & Design Group with the latest industry news, comment and legal updates, with a particular focus on technology in this edition.

Events

Previous

Sustainability and ESG: A case study on Timberland's strategic alliance in Haiti

28 September 2020

Sustainability and ESG: A case study on Timberland's strategic alliance in Haiti
Webinar

Sustainability and ESG: A case study on Timberland's strategic alliance in Haiti

28 September 2020

Sustainability and ESG: A case study on Timberland's strategic alliance in Haiti
Webinar

Negotiating Sourcing Arrangements Following COVID-19

1 July 2020

Webinar

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

25 March 2020

Webinar
