



Mark W. Heaphy

PARTNER

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Mark is a nationally recognized outsourcing lawyer and is Chair of the firm's Outsourcing and Technology Practice Group and Co-chair of the India Practice Group, where he counsels clients in complex international transactions related to outsourcing, software, robotics, and the cloud.

Mark has significant expertise in all aspects of sourcing and procurement, from the initial RFP through implementation, go-live, and beyond. Clients rely on Mark to help them structure and negotiate complex commercial relationships and outsourcing strategies throughout the world.

He has worked on hundreds of sole-sourced and competitively bid transactions, including business process and information outsourcing, robotics and digital automation, software development and licensing, joint ventures and strategic alliances, and distribution and cross-border technology transfers. Mark also helps clients navigate the complex web of global privacy and security regulations and mitigate cyber threats and related data security challenges.

Mark is regularly honored in *Best Lawyers in America* for technology law and is ranked nationally by *Chambers USA*. He frequently lectures on outsourcing, licensing, and privacy issues and also served as an adjunct professor at Connecticut's Quinnipiac School of Law for more than a decade, where he taught intellectual property, computer law, and the law of cyberspace.

Mark earned his J.D. from the University of Virginia School of Law, his M.A. in International Relations from Yale University, and a B.A. Phi Beta Kappa in Philosophy and International Relations from the College of William and Mary.

Education

- University of Virginia School of Law (J.D., 1996)
- Yale University (M.A., 1993)
- College of William & Mary (B.A., 1990)
 - Phi Beta Kappa

Bar Admissions

- Connecticut

Memberships and Affiliations

- American Bar Association
 - International Law and Practice Section
 - Intellectual Property Law Section
 - Science and Technology Section
- Connecticut Bar Association
- International Association of Privacy Professionals (IAPP)

Publications

August 1, 2017

Outsourcing 2017: USA Chapter

The International Comparative Legal Guide (ICLG); 2nd Edition

July 1, 2017

Outsourcing: United States Overview

Practical Law - Thomson Reuters

July 1, 2017

Transferring Employees on an Outsourcing in the United States: Overview

Practical Law - Thomson Reuters

August 29, 2016

Outsourcing 2016: USA Chapter

International Comparative Legal Guides (ICLG)

May 7, 2013

A Data Privacy and Security Checklist for Management

October 11, 2010

Cloud Computing: Why Forecast Should Matter To You

Connecticut Law Tribune, Vol. 36, No. 41

September 29, 2008

New Data Privacy Law in Connecticut Imposes Stiff Penalties

September 28, 2005

Order List

May 8, 2003

The Impact of the Digital Millennium Copyright Act

Presented at the 19th Annual Patent Practice Program at the New York Hilton

October 15, 2001

Computer Intrusions: A Company's Options When Its Systems Have Been Hacked

Reprinted in part with permission from the Connecticut Law Tribune week of October 15, 2001

January 2, 2001

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