
OUTSOURCING AND TECHNOLOGY TRANSACTIONS

Outsourcing Experience

- Represented a leading, global outsourcing supplier in a large cloud services, automation and transformation transaction with a major international bank. The transaction involved complex intellectual property and data-security issues related to generative AI and machine learning;
- Represented a leading outsourcing service health care provider in negotiations of a transaction with an insurance company covering assisted captive enablement, BPO, ITO and consulting services;
- Represented a global outsourcing service provider in the negotiation of a software development, implementation and cloud services transaction with the turnpike commission of a large, Mid-Atlantic state;
- Represented a major North American Hospital system in the transition of critical outsourced technology, software and services related to patient management and hospital administration stemming from a \$500 million acquisition of three hospitals and their related facilities. The transaction involved the assignment of significant IT assets and rebadging of employees;
- Represented a leading, global outsourcing and technology provider in negotiations with a large North American health services company seeking to modernize and transform its internal technology systems;
- Represented a leading, global service provider in the re-negotiation of an existing, multi-tower, strategic outsourcing arrangement with one of the world's largest hedge fund companies;
- Represented a leading, global service provider in the negotiation of a complex outsourcing and technology-development transaction with a major investment banking, brokerage and underwriting firm to transform its business process and information technology operations;
- Represented a leading, global outsourcing supplier in a large multijurisdictional ITO transaction with a global manufacturer covering infrastructure, ADM, and other services; the transaction involved complex data privacy issues;
- Represented a leading, global technology services provider in the negotiation of an outsourcing arrangement primarily involving application, development and maintenance services for a major pharmaceutical company;
- Represented a leading outsourcing services provider in the negotiation of a banking-technology development and reseller arrangement with one of the largest, global technology providers of internet-related services; the transaction involved cutting edge developments in AI and complex intellectual property and data privacy issues;
- Represented a leading outsourcing and technology service provider in the negotiation of a strategic transaction with a global insurance company to reengineer, digitize and automate its worldwide delivery model;
- Represented a leading, technology services provider in the negotiation of a managed services transaction to implement a new, end-to-end security solution and related Incident Response (IR) service to transform the security infrastructure of a major audit, tax and advisory services firm; the deal included complex issues around AI, robotics and data privacy;
- Represented an outsourcing service provider in the restructuring and expansion of its existing BPO services relationship with a major consumer products company to cover its orders to cash, accounts payable and related finance and accounting functions in Europe and Asia;

CONTINUED

OUTSOURCING AND TECHNOLOGY

- Represented a leading, global outsourcing service provider in a business process outsourcing transaction with a global consumer retailer; the transaction involved the assignment of significant assets, rebadging of employees and a complex transition services arrangement;
- Represented a leading private equity firm in the negotiation of an outsourcing and technology-development transaction with a major technology outsourcing service provider to transform its global information technology operations. The deal included complex intellectual property issues;
- Represented a global manufacturing company in an outsourcing transaction involving the global procurement of goods and services with a major outsourcing provider. The transaction involved the transfer of assets and resources;
- Represented a leading, global technology services provider in the negotiation of an outsourcing arrangement involving application and infrastructure services for a global engineering, manufacturing and services company providing smart, safe and sustainable buildings around the world; and
- Represented a leading, global, outsourcing service provider in an extension of a technology outsourcing arrangement with a global shipping company covering digital decoupling, transformation scaling and application migration services.