

Overview

Organizations today must have the right technology, systems and services in place to compete in today's marketplace. Suppliers need to be able to future-proof their products and services in order to maintain their competitive advantage. In either case, you need the right contract and commercial approach that reflects your unique business needs.

Take advantage of Dentons' deep experience to quickly get to the heart of your legal and commercial issues. We represent suppliers and customers, investors and new ventures, some of the world's most recognizable brands, and the big brands of tomorrow. We cover mass-packaged software, high-end software, bespoke applications, integrators and solution providers. Leverage our know-how for advice on a spectrum of international to local business requirements, including:

- IT security, encryption and attendant regulation, including solutions for financial services businesses and government and defense agencies
- financial technology, including core banking systems, and data and platform licensing and access
- processing for e-money products—cards, e-wallets and alternative payments systems
- health technology, such as electronic health and medical record systems and the processing of digital images
- digital media and games

Partner with a team that has decades of experience, with lawyers who have worked as in-house counsel for technology companies or have trained in software engineering.

Dentons delivers intelligent solutions that help you achieve your strategic objectives, striking a balance to address risk, to flex with the technology, and to produce agreements that work.

Representative Experience

- **Amber Road:** Advising this provider of global trade management software solutions in connection with its US\$65 million financing agreement with Goldman Sachs and subsequent IPO on the NYSE.
- **DragonWave Inc.:** Advising on its acquisition of Nokia Siemens Networks' microwave transport business, including its associated operational support system and related support functions, and new credit facilities from Comerica Bank and EDC to support the acquisition and working capital requirements in the amount of up to US\$60 million.
- **ESI Group:** Advising the global supplier of end-to-end virtual prototyping software on their acquisition of ICIDO Gesellschaft für innovative Informationssysteme GmbH from several venture capital funds and former founding shareholders.
- **First Data:** Advising a global leader in electronic commerce and payment processing in relation to its Binding Corporate Rules for data privacy (BCRs). Our team of privacy lawyers enabled First Data to become only the eleventh company to obtain BCR approval from European Data Protection regulators. The BCRs will be implemented by First Data's subsidiaries in more than 50 jurisdictions.
- **Flurry, Inc.:** Defending one of a number of defendants in a putative national class action in Quebec relating to

iPhone and iPad apps and providing guidance with respect to communications with the Office of the Privacy Commissioner of Canada. The putative class proceeding alleges the intentional interception of user's personally identifying information without the user's consent.

- **Large North American energy company:** Serving as counsel with the negotiation for the development and implementation of a new software system to replace its legacy scheduling system that is used throughout the company, and which interfaces with suppliers, customers and other internal groups in Canada and the United States. The company undertook a complex dual-track negotiation with the two short-listed software license and service providers within each of the multiple modules of the project, following vendor responses to an issued RFP for each module. The new system will allow for the automation of many functions and better collaboration, coordination and communication amongst the control centre operations group, the scheduling group and other internal groups within the organization.
- **Nortel Networks Inc:** Serving as Canadian counsel for the Official Committee of Unsecured Creditors and certain of its direct and indirect subsidiaries in the cross-border CCAA/Chapter 11 proceedings.
- **OMV/Petrom:** Advising on a major IT outsourcing contract under which IBM took over all of Petrom's data processing. The outsourcing contract was one among the four concluded between OMV Petrom and IBM and a first of its kind to be concluded in Romania. As a result of the multifaceted transaction, IBM moved to OMV Petrom's new headquarters (known as Petrom city) in north-west Bucharest. The data center provides an environment to support mission critical infrastructure services with advanced cooling, power, redundancy and sustainability features.
- **SAP AG:** Advising on its acquisition of Right Hemisphere, a 3-D virtualization software company, which will enable comprehensive visual communications for SAP customers across all lines of business, from design and manufacturing to sales and service.
- **Synchronoss:** Representing a provider of management software for activating mobile devices with respect to intellectual property due diligence related to its acquisition of FusionOne, a California-based provider of technologies that enable the transfer of content between mobile devices.