

Overview

No matter the angle from which your organization participates in the IT sector, whether it's software, e-commerce, cloud, mobile, hardware or another IT subsector, the ever increasing pace of innovation and change can seem daunting for some and a welcome opportunity for others. At Dentons, we embrace the challenge.

Thriving, as opposed to merely surviving, in today's highly competitive marketplace requires a strategic advisor that possesses a deep understanding of the underlying business issues driving change and opportunity in the sector. Dentons has that understanding and leverages it to deliver innovative and practical legal solutions for a wide range of clients across the IT ecosystem—from emerging growth companies to investors to multinational corporations.

Whether you are looking for cutting-edge counsel in one of our broad array of practice areas, such as corporate, venture capital, mergers and acquisitions, initial public offerings, licensing, privacy, intellectual property, tax, litigation and employment, you'll need to look no further than our multidisciplinary team of IT lawyers.

Areas of focus include:

- Cloud and Hosting Services
- Digital Media
- E-Commerce, Internet and E-Payments
- Games
- Hardware and Semiconductors
- Mobile
- Outsourcing
- Software

Representative Experience

- **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.
- **IBS Group Holding Ltd.:** Advising on the GDR (Global Depositary Receipts) program listing on the regulated market (General Standard) of the Frankfurt Stock Exchange as well as in connection with the admission of up to 24,855,244 GDRs with a prospectus supplement. This was the first prospectus for a GDR program approved by BaFin and the first admission of GDRs to the regulated markets in Germany. Our teams advised in Russia, the US, the UK and Germany.
- **Large multinational provider of security solutions:** Advising with respect to a privacy breach across multiple jurisdictions and involving multiple stakeholders. Our team assisted with determining the extent to which disclosure was required or advisable vis-à-vis various provincial privacy commissioners, employees and customers, and assisted with crafting and communicating the various disclosures in a way that minimized the breach and prevented it from becoming a significant Canadian news item.

- **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.
- **mBlox Inc.:** Advising on its acquisition of shares in Mashmobile Sweden AB, a software company.
- **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.
- **PJSC "Ukrasotsbank":** Advising on the outsourcing of the bank's IT systems to IBM. As part of the 10-year agreement signed in December 2011 and valued at approximately US\$200 million, IBM resumed responsibility for the development and support of PJSC "Ukrasotsbank's" information systems and applications as well as the management of the bank's IT infrastructure.
- **Publicly-listed, private equity controlled company:** Advising on a C\$225 million acquisition and C\$30 million cross-border rights offering in Canada and the United States of restricted shares, including structuring a stand-by commitment for the offering from the company's majority investor, a US-based private equity fund.
- **Romtelecom:** Advising the largest telecommunications company in Romania on the acquisition of the direct-to-home business of Digital Cable Systems (DCS), one of the most dynamic local providers for satellite and cable TV, Internet and telephony services. With this new addition to its portfolio, Romtelecom is expanding its business and increasing the number of customers in a very competitive and fast moving market. We received the IT&C award for this project in 2012 from Ziarul Financiar, the most prestigious business publication in Romania.
- **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.
- **Teledyne Technologies:** Conducting environmental and regulatory due diligence associated with Teledyne's acquisition of DALSA Corporation for \$337 million. This involved review of all environmental matters relating to the design, development, manufacture and marketing of high performance digital imaging products and semiconductors.
- **TimeWarner Investments:** Representing in its investment in Playspan, a leader in virtual currency payment systems for online games, virtual worlds and social network applications.
- **Velocity Technology Solutions:** Representing a leading cloud-based application hosting company and its private equity fund owners Spire Capital and Tudor Investments, in connection with the merger of Velocity and a subsidiary of Silver Lake Sumeru Fund, LP, a global leader in middle-market technology investing. The transaction is valued at US\$220 million.