

# Thomas (Tom) F. Reaume

## Counsel



Counsel

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## Overview

Tom practises in the corporate and commercial law area, with a particular emphasis on advising technology companies.

Tom brings valuable practical experience and perspective to his clients having served as General Counsel and Corporate Secretary of ObjecTime Limited, a leading provider of software engineering automation tools, from 1997 to 2000. Tom works very closely with technology companies in the development, protection, licensing in and purchase and sale of technology and intellectual property. He also advises clients on product distribution, support and maintenance and the delivery of professional services with a particular focus on the software industry. Tom has a great deal of experience in the structuring, negotiating and drafting of technology related commercial agreements, including, technology, development, manufacturing and supply, distribution, reseller, OEM, license, support and maintenance and source code escrow agreements.

Tom also advises clients in connection with major strategic transactions including mergers and acquisitions, strategic alliances and joint ventures.

Tom's extensive experience, both in-house and in private practice, enables him to advise technology businesses in connection with major transactions as well as the day-to-day issues and challenges.

## Experience

- **Complete Innovations Inc.:** Advising in the negotiation of a technology partnership and distribution agreement with FleetRover Inc. and the issuance of warrants to Complete Innovations Inc.
- **Perspecsys Inc.:** Advising in relation to its acquisition by Blue Coat Systems, Inc.
- **Complete Innovations Inc.:** Advising one of North America's fastest growing providers of fleet telematics and mobile workforce technology, and Symmetric Partners Inc. in private equity investment by Madison Dearborn Partners.
- **Klocwork Inc.:** Acting on its acquisition by Rogue Wave Software.
- **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.

- **Global provider of software solutions:** Providing ongoing commercial and technology legal advice for public financial management in connection with the sale and implementation of its products around the world.
- **A member of software vendors and SaaS providers:** Providing ongoing commercial and technology legal advice in connection with their North American and international product sales, distribution channels and service delivery.
- **Leading vendor of handheld television devices:** Providing ongoing advice in connection with its agreements with its customers (which include major sports governing bodies around the world and professional sports franchises).
- **Publicly-traded digital information technologies hardware and software vendor:** Advising in connection with a large strategic alliance transaction, including a major technology license agreement (July 2008).
- **Major sports equipment manufacturer:** Advising in connection with the formation of a joint venture partnership (July-December 2007).
- **Numerous software companies:** Advising on all aspects of their commercial operations including, technology licensing, product development and distribution, product support and maintenance, professional services, business development and strategic alliances.
- **Technology companies:** Advising in connection with major outsourcing arrangements, including development and manufacturing/supply agreements.
- **Various clients:** Advising in connection with many Canadian and cross-border strategic alliance and technology acquisition and licensing transactions.
- **Canadian based technology companies:** Advising in connection with cross-border merger and acquisition transactions.

## Recognition

- Named "Lawyer of the Year" by Best Lawyers for Information Technology Law, Ottawa (2020) and Technology Law, Ottawa (2017)
- Recognized in *The Best Lawyers in Canada* as one of Canada's leading lawyers in Information Technology Law (2013–2020) and Technology Law (2018–2020)
- Recognized in *The Canadian Legal Lexpert Directory* as one of Canada's leading lawyers in the area of Computer & IT Law (2012–2015, 2018)
- Recognized by *IAM Patent 1000: The World's Leading Patent Practitioners 2014* in the area of Licensing
- *The Canadian Legal Lexpert Directory 2013* has distinguished members of our Ottawa Technology Group with its highest ranking in the Technology sector in Ottawa
- Recognized by *IAM Patent 1000: The World's Leading Patent Practitioners 2012* in the area of Licensing
- Recognized by *IAM Licensing 250: The World's Leading Patent and Technology Licensing Lawyers 2011*
- *Martindale-Hubbell BV* Distinguished Peer Review Rating

## Honors and Awards

- Appointment to Wilfrid Laurier University's School of Business and Economics Dean's Advisory Council

## Activities and Affiliations

- Founding Member, Program Committee of the Ottawa Centre for Research and Innovation's (OCRI) 45th Circuit, a forum for Ottawa's technology law practitioners, currently a member of the Program Committee
- Canadian Bar Association
- County of Carleton Lawyers Association
- Member, IT.CAN

## Community Involvement and Pro Bono

### Community Involvement

- Past Member of the Board of Trustees of the Children's Hospital of Eastern Ontario (CHEO)
- Head Coach, East Ottawa Vanier Voyageurs, Major Peewee Competitive B Hockey Team
- Vice-Chair, Parking and Transportation Committee, 2008 LPGA Canadian Women's Open
- Chair, Junior Golf Committee, Ottawa Hunt & Golf Club
- Member, Greens Committee, Ottawa Hunt & Golf Club

### Pro Bono

- Corporate by-law review for the Children's Hospital of Eastern Ontario
- Provide general corporate and commercial legal advice to the Alzheimer Society of Ontario (Ottawa Chapter) on a pro bono basis

### Teaching Roles

- Instructor, Business Law Section, Ontario Bar Admission Course

### Other Interests

- Tom is very busy during the hockey season as a minor hockey coach and is an avid golfer in the summer

## Presentations

- Presenter, "Startup Legal Basics", Jolt Fall 2013/Winter2014 Cohort Workshop, September 2013
- Co-creator and presenter, "Getting It Right: Negotiating, Drafting and Understanding Technology Contracts"
- Presenter, "Strategic Alliances in the Technology Industry" for OCRI 45th Circuit and a Federated Press Conference on High Tech Financing Issues

## Areas of focus

### Practices

- Commercial Agreements
- Corporate
- Intellectual Property and Technology
- IP Contracts, Assignment and Licensing
- Mergers and Acquisitions
- Technology Procurement, Development and Licensing

## Industry sectors

- Cloud and Hosting Services
- Government Contractors and Grantees
- Hardware and Semiconductors
- Information Technology (IT)
- Satellite Operators
- Software
- Technology

## Education

- University of Windsor, 1987, LLB
- Wilfrid Laurier University, 1984, Bachelor of Business Administration
- Certified Black Duck Legal Specialist

## Admissions and qualifications

- Ontario, 1989

## Languages

- English