

Representative work

Recent examples of our transactional work include the following:

IT CONTRACTING

- › Major financial institution on conversion to chip (“smart”) credit and debit cards.
- › Strategic joint venture relationship between two leading ICT companies.
- › Vendor on complex design and build project in insurance sector.
- › System integrator on agreement for deployment of enterprise-wide SAP for Utilities solutions.
- › Shared services organization on procurement of digital medical imaging repository technology.
- › Leading provider of online services on strategic relationships with public sector customers.
- › Numerous supplier clients on government procurement projects, including complex licensing and systems integration mandates.

OUTSOURCING

- › Major Canadian bank on a significant outsourcing of facilities management activities, including establishing services on a cross border basis for a large number of premises for multiple parties.
- › Major mining company in a significant remote infrastructure outsourcing arrangement.
- › Multi-national outsourcing provider in the negotiation of several major offshore outsourcing transactions with major Canadian enterprises.

PRIVACY

- › Service providers, Internet-based businesses and their customers on compliance with Canadian privacy, anti-spam and anti-spyware requirements.
- › Enterprises on Internet-related privacy issues involving collection, use and sharing of personal information.
- › Cross-border privacy issues, including the rules which govern the transfer of data outside of Canada.

Osler’s technology practice is internationally recognized for applying strong legal and business skills to find common-sense business solutions. We are counsel to many of the leading vendors and largest purchasers of technology-related products and services. As well, we represent mid-sized and emerging enterprises as they look to develop and enhance their market position.

The specialized knowledge and experience of Osler’s technology team translates to advice that is practical, relevant and cost-effective. Our success has been built upon the following differentiating factors:

Industry Knowledge – We have a deep understanding of the technology sector and the related opportunities and challenges faced by our clients.

Depth – We have a large team of experts. Several Osler partners were recognized in the *Canadian Legal Expert Directory 2011* in the category of Computer & IT Law and/or Technology Transactions. Also, Osler is ranked #1 in Canada for Technology Law according to *The Best Lawyers in Canada 2011*, which again recognizes several Osler partners.

Creativity – We are known for developing creative solutions for the toughest problems. We apply our strong legal and business skills to find common-sense business solutions.

Facilitative Approach – We have earned a reputation for having a practical and facilitative approach to negotiations.

Delivering Value – We understand the importance of clients receiving value for the fees we charge. We work with our clients to develop fee estimates and strategies for ensuring legal costs are consistent with their expectations.

Osler’s technology team combines practitioners with subject matter expertise and industry knowledge relevant both to vendors and purchasers of technology-related products and services. Areas of specialization include the following:

IT Contracting – Osler has represented businesses on IT contracting matters for more than 25 years. Our IT contracting team has

- › Responding to data breach issues, including strategies for mitigating related harm and for complying with data breach notification obligations.
- › Complaints before Privacy Commissioner of Canada.

CORPORATE/COMMERCIAL

- › Various corporate matters including shareholder agreements, voting trust agreements, option and other equity-based compensation plans and governance matters.
- › Various commercial matters including supply agreements, distribution agreements, customer agreements, research agreements and non-disclosure agreements.
- › Various financing transactions.
- › Board and shareholder meetings, and attending at such meetings.

specialized expertise on all aspects of information technology transactions including software licensing and maintenance, systems integration projects, reseller arrangements, government procurement and open source software.

Outsourcing and Complex Services Arrangements –

Our internationally recognized strategic outsourcing team has decades of industry-leading experience working with our clients on complex onshore, near-shore and off-shore transactions. We represent both purchasers and vendors of outsourced services in a broad range of sectors including financial services, logistics, transportation, health care and information technology.

Privacy – Our privacy team has specialized knowledge and experience regarding all aspects of privacy and data protection laws which impact on technology-related businesses and transactions which include handling of personal information.

Corporate/Commercial – Our corporate/commercial team has significant experience advising emerging technology companies across all of their corporate and commercial legal matters – in effect, acting as general counsel for these companies – to help them deal with a wide-range of business issues. We provide cost-effective, value-added and practical legal advice that takes into account each client’s needs. In addition, Osler’s technology practice lawyers play either a leading or supporting role in many mergers & acquisitions and in corporate finance transactions.

RECOGNITION

We are recognized in each of the leading surveys of Canadian legal professionals. Our technology transactions practice was ranked as “consistently recommended” by the *Canadian Legal Expert Directory 2011*, while our information technology practice was ranked as a leading firm in Canada by *Chambers Global: The World’s Leading Lawyers for Business 2011* and as one of the top three firms in Canada by the *Canadian Legal Expert Directory 2011*. *Chambers* notes that Osler’s technology team “is especially well regarded for its excellence on high-end commercial transactions” while sources note that the team is “hugely impressive in all our dealings.”

CONTACT US

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