

## SERVICE

# Commercial Technology Transactions

The specialized knowledge and experience of Osler's technology team translate to advice that is practical, relevant and cost-effective.



## Related Expertise

- [Artificial Intelligence](#)
- [Data Centres](#)
- [Digital Assets and Blockchain](#)
- [Drones](#)
- [Fintech](#)
- [Outsourcing](#)
- [Privacy and Data Management](#)
- [Procurement](#)

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, including in the rapidly developing field of artificial intelligence.

Our team also represents 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 translate 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** – Osler's technology team comprises practitioners with broad expertise that is relevant to vendors and purchasers of technology-related products and services and several of these lawyers have education and backgrounds in engineering and computer science.
- **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 that legal costs are consistent with their expectations.

### **Areas of specialization include the following:**

- **IT contracting** – Our IT contracting team has specialized expertise in all aspects of information technology transactions, including AI, 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 offshore transactions.
- **Privacy** – Our privacy team has specialized knowledge and experience regarding all

aspects of privacy and data protection laws that affect technology-related businesses and transactions, including the handling of personal information.

- **Policy and Regulation** – Our lawyers play a crucial role in advising organizations on the legal and regulatory landscape surrounding technology, guiding businesses in navigating complex issues related to AI, data privacy, cybersecurity, intellectual property, and compliance. Their expertise helps organizations develop effective strategies to ensure legal compliance and mitigate risks.
- **Corporate/commercial** – Osler’s technology practice lawyers play either a leading or supporting role in many mergers and acquisitions and in corporate finance transactions in the technology sector.

Recent examples of our transactional work include the following:

### **IT contracting**

- contracting arrangements for the delivery of driver examination services for a provincial government
- strategic joint venture relationship between 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

### **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
- responding to data breach issues, including strategies for mitigating related harm and for complying with data breach notification obligations

### **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

---

## Key Contacts



Wendy Gross  
Partner, Technology, Toronto

**CHAIR**



Michael Fekete  
Partner, Technology, Toronto



Simon Hodgett  
Partner, Technology, Toronto



Sam Ip  
Partner, Technology, Toronto



Ted Liu  
Partner, Technology, Toronto

---

## Awards and Recognition

- Information Technology (Band 1).

—**CHAMBERS CANADA: CANADA'S LEADING LAWYERS FOR BUSINESS**

- Osler named 'Technology Law Firm of the Year', 2019.

—**CHAMBERS CANADA AWARDS**

- Recognized in Information Technology (Band 1).

—**CHAMBERS GLOBAL: THE WORLD'S LEADING LAWYERS FOR BUSINESS**

- Recognized in Computer & IT Law; Technology Transactions (Montreal, Quebec; Ottawa, Ontario; Toronto, Ontario).

—**THE CANADIAN LEGAL LEXPERT DIRECTORY**

- Osler lawyers recognized in Technology Transactions.

—**THE LEXPERT GUIDE TO THE LEADING US/CANADA CROSS-BORDER CORPORATE LAWYERS IN CANADA**

- Recognized in Technology (Tier 1).

—LEGAL 500