

TECHNOLOGY/TMT PRACTICE



Key Contacts

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The modern business world needs technology to survive but it is full of jargon. Our experts, some of whom spent time working for technology companies and are active in technology sector trade bodies, understand the technology and the jargon.

The team is highly regarded and has an excellent reputation in areas normally handled only by much larger firms.

We provide astute, commercial counsel attuned to our clients' particular circumstances and mindful of wider business needs. Our size means we can adapt quickly to the changing legal market and our clients' needs.

Our clients include both IT providers and IT customers

We regularly advise IT providers on how to develop, exploit, license and sell technology. We also advise IT customers who are looking to buy or install technology, or who want to migrate to the cloud.

We advise clients, whether they are buying or selling, on how to identify and manage risk and draft robust technology agreements to reflect this in a pragmatic and clear manner. We also help clients comply with their data protection obligations.

Software & hardware

- software and mobile app development & licensing
- agile development agreements
- reseller / VAR / OEM agreements
- open source

Cloud

- cloud computing contracts
- SaaS / software as a service licences
- data compliance
- IaaS, PaaS terms

Web

- website design and development terms
- hosting agreements
- content generation and licensing
- e-commerce terms
- privacy policy
- social media

Data

- data protection compliance
- data security
- big data

Representative transactions

Advising **IJ Europe** in the preparation of contractual documents for all its sales of cloud & IT services directly to customers.

Advising a leading software provider on their migration from one cloud provider to another, including a discussion about availability, data security and liability.

Advising **E-Tale**, a leading global supplier of software based “Where to Buy” solutions on all technology and operational aspects of the business including the development of E-Tale’s software, other IP protection and E-Tale’s trading agreements with its multi-national manufacturer client base.

Advising **Wirebird**, a technology and communications provider, on their commercial / IT contract and assisting with negotiations for contracts covering cloud computing and communications with their clients.

Advising **Excell Group of Companies** on all legal aspects of the expansion of its services into the provision of multi-faceted managed service offerings and multiple cloud-based services, covering regulatory issues, terms of supply to Excell’s client base (multinationals and UK companies) and contracts with major suppliers such as BT, Vodafone and O2.

Advising a leading London university on their software as a service agreement following their decision to migrate from on premise to cloud.

Advising **Efficio** on the expansion of its standard procurement consultancy service to include sophisticated software-based procurement tools. Covering all aspects of the new initiative including software development, SaaS supplier arrangements, multiple intellectual property and data protection issues and end user licence arrangements.

Advising **ID Business Solutions**, a provider of world leading advanced R+D software and services, on all its business affairs including recently the consolidation and simplification of their various licensing structures and agreements with a view to simplifying the contracting process, reducing management time on contract negotiation.

Advising **Rivo Software** on a variety of technology issues including how to interpret and enforce their licence agreements where customers exceed the prescribed number of users, cloud hosting and reselling arrangements.

Advising **MGM Advantage** on their software development and licensing requirements for securities transactions and online trading technology.

“

I have been impressed with the professional and technical knowledge of the Wallace team over the years. Their no nonsense approach has always ensured that they get the job done quickly and effectively”.

Bradley Keenan, Founder of E-Tale

“

Having worked with the Wallace team for over ten years I continue to be impressed by their understanding of my world. Their ability to condense protracted technicalities into effective clauses never ceases to amaze.”

Mark Murphy, Technical Director, Excell group

“

Not only is Frank an excellent cloud and commercial lawyer, he is easy to work with. His quick response and willingness to help makes it all worthwhile. I would have no hesitation in recommending him.”

Malcolm Gardiner, Chief Executive Officer, Wirebird