

Technology Group

IT / Telecommunications



Licensing and IT Projects
Outsourcing and
IT Management
Awarding of IT Contracts
Technology Transactions
IT Litigation and ADR
Corporate Finance
and Venture Capital
Intellectual Property
and Copyright
Internet and E-Commerce
Telecommunications
Data Protection
and Data Security

The law firm

PRACTICES & INDUSTRIES

Employment & Pensions
Individual and collective labour law

Finance & Projects
Banking, Structured finance, Funds,
Major projects, Outsourcing

Corporate / M&A
Capital markets, IPOs, Private equity,
Venture capital, Restructuring

Construction & Real Estate
Project development and management,
Construction contract law

EC Law / Antitrust
Merger regulations, Antitrust law,
Subsidies and grants, Regulatory affairs,
Tendering, Anti-dumping / WTO

Intellectual Property
Patents, Trademarks, Unfair competition,
Copyrights

Public Commercial Law
Public building regulations, Privatisations,
Environmental law

Tax Law
Corporate structuring

Commercial & Distribution
China desk,
Maritime,

Sales and contract law
Private Client

INDUSTRIES

Construction & Engineering

Banking & Finance

Infrastructure Projects

Life Sciences & Healthcare
Food, Medical devices, Pharmaceuticals

Media & Entertainment

Hospitality, Leisure & Travel

Technology
Information technology, e-commerce,
Telecommunications

Taylor Wessing is a full service law firm offering a powerful source of legal support for commercial organisations doing business in Europe. We advise major corporations, medium-sized companies, financial and public institutions as well as growing enterprises. We offer specialist services in all aspects of national and international commercial law, in particular, corporate/M&A, tax, finance and projects, construction and real estate, intellectual property, EC law/ antitrust, employment and pensions, and dispute resolutions.

Taylor Wessing offers industry-focused advice by grouping together lawyers from different legal areas, but with in-depth sector experience. With our renowned expertise in intellectual property, we are particularly strong in knowledge-based industries, such as IT and telecommunications, life sciences and healthcare, media and entertainment, leisure, fashion and travel. Other core industries include construction and engineering, infrastructure projects and the banking and finance sectors.

Taylor Wessing is based primarily in the three largest economies in Europe, and has offices in other countries, including China where our Shanghai office serves a thriving Chinese market. Our clients also have the added benefit of our wide network of partner law firms. In Germany, we are one of the leading law firms, with a team of more than 220 lawyers.

***The Taylor Wessing union creates
an Anglo-German technology giant***

Chambers & Partners

What makes us different?

THEORY VERSUS PRACTICE

Is theory good enough? Not for us. We believe success is a practical matter. To help your business succeed, we use our wealth of experience to focus on exactly what you want to achieve. Together we can work out what is feasible, and what makes economic sense. Like you, our bottom line is that business success needs ideas that work in practice.

SUCCESS DOESN'T HAPPEN BY CHANCE

Would you toss a coin when making an important business decision? Neither would we. We operate along economic principles, just as you do. Our approach is to work with you, developing pragmatic, cost-efficient ways to maximise your business success. We also maintain a keen interest in the details of your products, services and markets to ensure that success is a matter of planning, not chance.

A SINGLE, PERSONAL CONTACT

Are you frustrated if you have to say the same thing many times over? That's understandable. We overcome this by assigning an experienced partner as your personal contact for the entire project, to ensure consistency of communication. Your personal lawyer acts as your link to our entire range of legal resources. They will supervise and manage your legal affairs from the outset, becoming familiar with the specific complexities of your business area and your individual company needs. Because our lawyers work in busy international practice environments, they are aware of all the latest legal and business developments.

Technology Group

IT / Telecommunications

Together information technology (IT) and telecommunications form one of the most important business sectors worldwide. In recent years they have felt the impact of global recession, although the near future looks promising: hardware and software investment is increasing markedly, while the launch of UMTS is expected to revitalise the mobile services and m-commerce markets. A number of legal initiatives have improved the legal framework for the digital economy, with further amendments in the pipeline.

At Taylor Wessing, our Technology Group combines the unique talents of a number of specialist lawyers to ensure that you receive an all-round service which combines the best legal and technological expertise. This is a powerful blend, guaranteeing superior efficiency – vitally important in the rapidly merging IT and telecommunications sectors. We offer pragmatic solutions to help you manage the increasingly globalised IT and telecoms industries as well as the fast-paced development of new business models.

With offices in Berlin, Düsseldorf, Frankfurt, Hamburg and Munich as well as London, Cambridge and Paris we're well represented in the business and technology capitals of Europe's three largest markets. We also run offices in Brussels, Alicante and Shanghai.

Our varied client base includes hardware and semiconductor manufacturers, software and IT systems companies, outsourcing companies, internet and telecommunications service providers. Other industries as well as the public sector also seek our advice on the procurement of IT and telecommunications services.



Licensing and IT projects

Business models for software licensing and distribution are changing fast, reflecting the swift developments in information technology itself. Our IT experts design licensing and distribution models which are tailored to your specific needs. Besides designing classic licensing models for software development, other examples include OEM and VAR arrangements, downloading models, or the integration of open source systems. Our international IT practice is well versed in the adaptation of standard American contracts to German and European legal requirements.

Among our wide variety of undertakings, we help to develop and realise complex IT projects, such as software and system implementation, ASP and hosting arrangements. Our expertise covers many different areas, such as detailed service level agreements, mutual obligations, damage limitation strategies and conflict resolution. This is a sensitive area involving customised contract and project structures geared to each client's specific needs.

Outsourcing and IT management

The outsourcing of IT services and the hiring of external service providers are now major alternatives to the often costly operation of a complete IT environment. These projects regularly involve complicated legal structures where employees' rights,

service levels, data protection, use of third-party software, and the establishment of escalation prevention and dispute resolution strategies must all be considered. Our attorneys have many years' experience in developing tailored solutions.

Awarding of IT contracts

The Technology Group's public procurement team specialises in invitations to tender for IT service contracts. These include procurement, IT outsourcing and IT migration, to name but a few. Our team ensures

that everything progresses smoothly and that the awarding procedure is properly conducted. Our lawyers are experienced in advising privately owned firms as well as public sector companies.

Technology transactions

The protection, transfer or licensing of IP rights is critical to the success of IT and telecommunications transactions – both before and after contracts have been signed. Equally important, knowledge of the target's IP portfolio is crucial for the success of M&A projects. Our Technology Group combines

the transaction skills of our corporate specialists with our renowned IP/IT expertise. To ensure a realistic assessment of risk, our multidisciplinary teams analyse the target by performing a due diligence review. On this basis, we then draft the contracts and act to support our clients – both before and after the transaction is finished.



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IT litigation and ADR

For complex IT projects, alternative dispute resolution (ADR) is increasingly favoured over classic court proceedings. Some of the reasons for this trend are due to the nature of IT projects themselves. By definition, these are heavily technical, require a tight mesh of mutual obligations, and also frequently involve cross-border issues.

Our lawyers represent national and international IT companies in litigation, mediation and arbitration proceedings on an ongoing basis.

Corporate finance and venture capital

A key factor behind the success of any expanding IT business is the quality of its financial backing. Taylor Wessing guarantees a top quality service to structure, negotiate and document financing for company start-ups and expansion. We advise both companies and investors on equity capital, high-yield, mezzanine, and loan capital finance.

Our financing specialists draft and document financing instruments suited to your needs. As you would expect, we take into account the company's financing interests on the one hand – and the risks involved, and investor's 'exit' interests, on the other. Needless to say, we draw up documentation with cost and rating aspects in mind, as far as possible, ensuring compliance with international documentation standards such as LMA or ISDA.

Intellectual property and copyright

Right now, Europe is witnessing substantial changes in the fields of software patents and the protection of business models. Modern copyright law is increasingly turning the spotlight on software and database protection.

Taylor Wessing is one of the few international law firms to concentrate especially on intellectual property protection and copyright law. Our lawyers ensure optimum protection, defence and exploitation of your inventions and developments.

The Technology Group advises technology-rich companies on:

- strategy issues behind property rights and filing of property rights applications
- the structure and performance of research & development contracts
- the establishment of cross-border joint ventures
- rights infringements.



Internet and e-commerce

The consolidation of the internet market proves the medium's economic worth as a distribution channel. That significance will keep growing. We advise our clients – such as internet service providers, search engines and e-tailers – on the design of

internet portals, B2B and B2C platforms, questions of content liability, and strategic co-operation. With our special focus on IP, we also help our clients safeguard and defend their business models and technologies.

Telecommunications

Through our work advising Europe's leading telecoms companies when the market opened, Taylor Wessing gained an excellent reputation in telecommunications law. We advise national and international fixed network and mobile communications providers on their contracts with end users, co-operation partners and competitors, as well as on agreements with the relevant state authorities. These include: the Regulatory Authority for Telecommunication and Postal Services, the Federal Cartel Office, the Federal Ministry for Economics, the EU Commission, and the Monopolies Commission.

Our Technology Group:

- deals with the drafting of telecommunications contracts, interconnection agreements and outsourcing of telecom systems
- facilitates transactions and market entry for domestic and foreign telecom services providers
- offers litigation services and negotiates with the competent authorities (particularly the Regulatory Authority for Telecommunication and Postal Services).

Data protection and data security

Data protection and security issues are a central aspect of legal advice. Especially now, with the increasing availability of information via data networks, the electronic provision of sensitive services, and the transmission of data to other countries. German and European legislators have responded with numerous new regulations, but their practical implementation still causes frequent problems.

To help ensure increased protection and security of data, we co-operate with the relevant data protection authorities, and develop solutions to meet privacy regulations. Examples include the worldwide centralisation of human resources management for international companies, and the provision of services via public networks that may involve sensitive data.

***Taylor Wessing has an
“... excellent all-round technology practice”***

Chambers & Partners

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